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GRP acquires London-based commercial broker KPTI Ltd

July 6, 2023

Global Risk Partners Limited (GRP), part of Brown & Brown, Inc., has completed the purchase of 100% of the share capital of commercial broker SB2 Limited, the holding company for KPTI Ltd trading as IS Insurance Solutions (KPTI).

KPTI is a commercial lines broker specialising in the property owners and combined commercial markets. The holding company, SB2 Ltd, was formed in 2019 by current directors Bram Vyas and Shamit Malhotra.

The business, headquartered in Kingsbury, North West London, will join GRP's Retail Division. All directors and employees will remain with the business, and the brand and Kingsbury office will stay as is.

Commenting on the deal, Stephen Ross, GRP's Head of M&A, said KPTI is a "smart, forward-looking and entrepreneurial brokerage with an appetite to expand its capabilities as part of GRP's Retail Division."

"Bram and Shamit are skilled practitioners who value good and trusted relationships with their customers and existing insurer partners. They and their team see a great opportunity to deliver growth as part of GRP, and we warmly welcome them to the Group."

Bram Vyas and Shamit Malhotra said: "GRP's track record of support for entrepreneurial management teams is well known in the commercial broking market, and the added attraction of being part of the Brown & Brown team made it an easy decision for us to place our future with the Group."

"We are very excited about the new opportunities this deal provides for us, in particular the additional range of products and services we can provide for our customers, drawing on the strengths of GRP in the market."