

## **Alliant Resources Group Acquires Franey, Parr & Muha, Inc. and Colonial Healthcare, Inc.**

STAMFORD, Conn.--(BUSINESS WIRE)--Aug. 5, 2003--Alliant Resources Group, Inc. (Alliant), the twenty-first largest U.S. insurance brokerage and financial services distribution company, announced today that it has acquired Maryland-based Franey, Parr & Muha, Inc. (FPM) and Colonial Healthcare, Inc. (CHC).

Headquartered in Lanham, Maryland with offices in Chantilly, Virginia, FPM was founded in 1973 by Bill Franey. FPM is a full-service property and casualty agency focusing on commercial package, property, liability, surety, professional liability and workers' compensation coverage. FPM's customer base covers a broad range of commercial clients consisting primarily of small to medium-sized businesses in Virginia, Maryland and the District of Columbia. FPM also has a worldwide program serving the conservation community. The agency provides risk management and consulting services to clients, and places insurance with leading carriers in the standard and non-standard markets.

CHC, with offices in Maryland and Pennsylvania, is an FPM affiliate specializing in self-funded health insurance programs and employee administrative services for private and public employers. CHC's full range of administrative services includes claims adjudication, member and provider services, and enrollment and information management services to provider organizations that offer health care coverage directly to employer groups. CHC also designs and implements self-funded and alternative market workers' compensation and integrated disability programs.

"The FPM and CHC acquisitions provide a mid-Atlantic platform to build an expanded presence in a geographic area that is important to Alliant's long-term growth and acquisition strategy. It also brings further diversification of products and services to our existing operations," said Alliant's founder and Chief Executive Officer, John Addeo. "The staff and management of FPM and CHC are excited about the opportunity to become part of the Alliant family of companies. We're also pleased to be a part of a dynamic company with plans and resources for continued growth through strategic acquisitions," added Bill Franey.

FPM and CHC will continue operating as autonomous companies headed by Bill Franey, John Muha and the current management teams.

Mystic Capital Advisors Group, LLC represented both FPM and CHC with each of their respective transactions.

About Alliant Resources Group, Inc.

Alliant is a national distributor of insurance and financial services products, reaching a broad base of middle market clients through a growing network of operating companies.

Alliant was founded by John Addeo and equity partner GTCR Golder Rauner, LLC in March, 2000. Alliant's business plan contemplates rapid expansion over the next several years through the continued selective acquisition of high-quality regional insurance brokerage firms that possess strong management teams and demonstrated records of growth, profitability and quality service. Strong sales management, as well as cross selling of insurance products, are key components of Alliant's marketing strategy. Alliant's revenues for 2002 were in excess of \$112 million.

Alliant has completed seven acquisitions and is aggressively pursuing additional acquisitions and strategic partnerships throughout the country to complement its existing operating companies and products.