



# Transactional Risk & Insurance

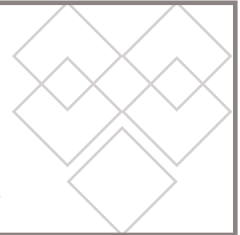
2023



PROFILED:

**SEAN FLINN**

BFL CANADA Risk and Insurance Services Inc.





Transactional Risk  
& Insurance



## SEAN FLINN

Vice-President & Co-Head of M&A Practice

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### PERSONAL BIOGRAPHY

**Sean Flinn** is a vice-president at BFL CANADA, one of the largest independent insurance brokerages in Canada. The BFL M&A team is a leading Canadian broker of transactional risk insurance, including R&W insurance and tax insurance, as well as insurance due diligence. Mr Flinn formerly worked at Scotiabank in its corporate and commercial banking groups covering the telecommunication, media and technology sectors.



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## Q&amp;A WITH SEAN FLINN

**Could you provide an insight into how you approach your work? What drives and motivates you?**

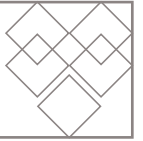
◆ At BFL Canada, I am dedicated to ensuring complete client satisfaction and expanding my expertise in transactional risk insurance, including representations and warranties (R&W) insurance. Our proactive approach involves fully understanding the target business that we are engaged to cover via R&W insurance. When appropriate, we find alternative risk-transfer solutions to increase deal execution. We take pride in staying abreast of the market changes present in the dynamic R&W insurance sector. Our success is propelled by supporting and growing our network, offering problem-solving and adeptly ‘connecting the dots’ to raise debt or equity capital, make impactful introductions and drive deal flow. This commitment to both client satisfaction and market impact drives our daily operations.

**Are you active in any programmes or initiatives within your organisation? To what extent have you found this work rewarding and fulfilling?**

◆ I am a big promoter of the charity, Movember. I co-captain this initiative nationally at BFL Canada to bring awareness to and support men’s mental health and preventable cancers. It is very rewarding to bring colleagues and clients together at the end of the month-long campaign for a celebration at Movember House here in Toronto. I am active in the M&A community as a board member of the Association for Capital Growth (ACG) Toronto. I organise an annual ACG event in Halifax on the East Coast of Canada. These efforts support the deal community and provide investors with opportunities to deploy capital and promote BFL Canada as the preeminent insurance brokerage. Our firm is one of the largest independently-owned insurance brokerages in Canada, and grew through an entrepreneurial

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spirit. Our M&A team has that baked into our DNA; we create our own opportunities, allowing us to consistently be one of the most active M&A brokers nationally.

**In what ways do you endeavour to support the career development of your colleagues rising through the ranks?**

◆ Over the past five years, our team has expanded significantly to support our leading deal flow in Canada, becoming the largest dedicated team for Canadian transactions. Despite our physical presence in Toronto and Montreal, and the challenges posed by the pandemic, we excel by uniting our efforts, driven by a robust client-centric ethos and shared values. Prioritising training has optimised our efficiency for swift transactional supports and nurtured the professional growth of our team. We emphasise team participation in M&A gatherings and conferences to immerse ourselves in the market, expand our networks and to enable knowledge transfer throughout our group. This proactive approach enables us to understand and effectively assist our clients deeply. ■

**“WHEN APPROPRIATE, WE FIND ALTERNATIVE RISK-TRANSFER SOLUTIONS TO INCREASE DEAL EXECUTION. WE TAKE PRIDE IN STAYING ABREAST OF THE MARKET CHANGES PRESENT IN THE DYNAMIC R&W INSURANCE SECTOR.”**



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## REPRESENTATIVE ENGAGEMENTS

- ◆ Advised a publicly traded oil & gas exploration and production company through a fast-moving transaction, providing a clear understanding of what R&W insurers could support, and who could provide meaningful coverage in the sector.
- ◆ Facilitated an institutional investor on its strategic investment in an infrastructure asset in Canada bringing creative structuring to the forefront on the R&W insurance placement and utilising internal due diligence capabilities to support the underwriting.
- ◆ Supported a long-term client and strategic acquirer in the TMT space with several multijurisdictional divestiture transactions in 2023, applying deep experience with carve-out transactions and advising implications for R&W insurance underwriting and cover.
- ◆ Structured a large R&W insurance programme for a GP-led secondary transaction with cross-border exposure, assisting with insurance due diligence advisory.

