

Coverage report

PIB Group announces US expansion via Acquinex

- [Insurance Business](#)
- [Insurance Edge](#)
- [Insurance Age](#)
- [Insurance Insider](#)
- [Intelligent Insurer](#)
- [Law360](#)
- [Contify \(via wire\)](#)
- [The Insurer](#)
- [Insurales](#)

Insurance Business

PIB's Acquinex expands into the US with New York office

24 September 2026

PIB Group has announced the expansion of its portfolio company Acquinex into the US, marking another step in the broking group's US growth strategy following its initial entry into the market in 2025 through the acquisition of specialist litigation MGA Litica.

Acquinex, a specialist managing general agent focused on SME and lower mid-market M&A insurance, has established a New York presence to serve the US representations and warranties (R&W) and tax liability insurance sectors.

The expansion is backed by two senior appointments: Chris Graham as head of representations and warranties insurance, joining after time at QBE and Great American, and Roktim Kaushik as head of US tax. The New York office already holds licences to operate across all US states.

Insurance Edge

Deals: PIB Group Expands Acquinex into USA

24 September 2026

PIB Group ("PIB", the "Group") has announced the expansion of its portfolio company Acquinex into the United States. This marks another key step in PIB's US growth journey, following its initial entry into the market in 2025 through the acquisition of market-leading specialist litigation MGA, Litica.

Acquinex, a specialist Managing General Agent (MGA) focusing on SME and lower mid-market M&A insurance, has established a presence in New York to serve the US Representations & Warranties (R&W) and Tax Liability insurance sectors. The expansion is bolstered by two key senior appointments: Chris Graham as Head of Representations and Warranties Insurance (RWI) and Roktim Kaushik as Head of US Tax.

"Since our journey began, we have focused on building a leading, diversified insurance distribution business. Today's announcement reflects the continued strength of our specialist businesses and our commitment to providing our clients and partners with truly global solutions" Ryan Brown, Chief Growth Officer at PIB Group commented.

[Insurance Age](#)

PIB unveils US expansion with New York move

23 September 2026

PIB Group has announced the expansion of its portfolio MGA company Acquinex into the United States.

The broking group described the move as “another key step in PIB’s US growth journey”, following its initial entry into the market in 2025 through the purchase of specialist litigation MGA, Litica.

Acquinex was acquired in 2021 with offices in London, Frankfurt, Warsaw and Copenhagen and was PIB’s first transaction on completion of investment from Apax funds at the turn of the year.

Licences across all states PIB said a New York office will now enable the MGA to bring its established European

[Insurance Insider](#)

Acquinex launches US platform led by Graham and Kaushik

23 September 2026

Licenses have been granted to operate across all states.

PIB-backed MGA Acquinex has established a presence in New York to serve the US representations & warranties (R&W) and tax liability insurance sectors.

Chris Graham will serve as head of representations and warranties insurance (RWI), and Roktim Kaushik as head of US tax.

In October last year, this publication revealed that Acquinex was in the process of building out a US team ahead of a planned market entry.

Ryan Brown, chief growth officer at PIB, said: “Since our journey began, we have focused on building a leading, diversified insurance distribution business.

“Today’s announcement reflects the continued strength of our specialist businesses and our commitment to providing our clients and partners with truly global solutions.”

[Intelligent Insurer](#)

PIB Group expands US M&A insurance offering, opens New York office

23 September 2026

PIB Group expands US MGA insurance offering, opens New York office

PIB Group has expanded its specialist MGA insurance offering into the US, extending its presence in the world’s largest mergers & acquisitions insurance market following its initial US entry in 2025.

The expansion is through its Acquinex subsidiary, a specialist MGA focused on SME and lower mid-market M&A insurance, which has established a presence in New York to serve the US representations and warranties (R&W) and tax liability insurance sectors. The expansion includes the appointments of Chris Graham as head of representations and warranties insurance (RWI) and Roktim Kaushik as head of US tax.

The New York office will provide Acquinex's European processes and specialist underwriting capabilities to the US SME and mid-market deal market. The business has been granted licences to operate across all US states.

Acquinex joined PIB Group in 2021 and has established itself as a specialist in European warranty and indemnity (W&I) insurance. Its US expansion follows PIB's entry into the market in 2025 through the acquisition of specialist litigation MGA Litica.

Ryan Brown, chief growth officer at PIB Group, said: "Since our journey began, we have focused on building a leading, diversified insurance distribution business. Today's announcement reflects the continued strength of our specialist businesses and our commitment to providing our clients and partners with truly global solutions."

Chris Jackson, CEO, Underwriting Collective PIB Group, added: "Having been part of the Acquinex journey from the start, I am incredibly proud to see the business take this leap with the full backing of PIB Group. There is a clear appetite in the US for the specialised, service-led approach that has made Acquinex a leader in Europe."

[Law360](#)

PIB Group Expands In US Through MGA Subsidiary

24 September, 2026

By Joel Poultney

Law360, London (September 24, 2026, 12:42 PM BST) -- British insurance investor PIB Group has said one of its portfolio companies has opened an office in New York, marking further U.S. expansion following a string of European acquisitions.

The investor, which is backed by private equity company the Carlyle Group, said Wednesday that managing general agent Acquinex has opened an office in New York to tap mid-market U.S. deals.

Acquinex, which joined PIB Group in 2021 and specializes in warranty and indemnity insurance, is licensed to operate across all U.S. states, the announcement said.

Chris Jackson, chief executive of PIB's underwriting arm, said "there is a clear appetite in the U.S. for the specialized, service-led approach that has made Acquinex a leader in Europe."

PIB Group first entered the U.S. in 2025 when it bought litigation insurance provider Litica. The deal followed a string of acquisitions in Europe, including the purchase of commercial lines broker and MGA platform Thoma Exploitatie and its subsidiaries in the Netherlands in November 2024.

The investor also bought BEA Group, a French medical malpractice insurance business, in November 2024. The acquisition marked what PIB said at the time was a significant point in its growth in Europe, and established a platform for further development in France.

PIB, which launched in 2015, has grown through more than 100 acquisitions in the U.K. and continental Europe. It is one of the largest insurance consolidators in Britain, buying small to mid-sized retail brokers and operating them as a loose confederacy.

There had been widespread speculation about a major deal between PIB Group and Gallagher, but PIB said in 2025 that it had called a halt to takeover talks and was raising £400 million (\$529 million) in debt to fund further expansion in Europe.

"PIB Group has made a decision to end recent acquisition conversations and is appreciative of the attention it has received in the market," the broker-investor said at the time.

MarshBerry said in 2025 that the collapse of the Gallagher-PIB talks had unnerved investors amid a wider slowdown in mergers and acquisitions for the sector.

[The Insurer](#)

PIB Group expands Acquinex M&A insurance business into the US

September 24, 2026

By Ashish Tiwari

Behind paywall

[Insurales](#)

PIB Group's Strategic Expansion of Acquinex in the U.S. Insurance Market

September 24 2026

PIB Group is set to expand its reach in the U.S. through its subsidiary Acquinex, marking a notable move in the group's global strategy post the acquisition of Litica in 2025.

The strategic expansion sees Acquinex, known for specializing in M&A (mergers and acquisitions) insurance for SMEs and the lower mid-market, establishing a presence in New York. The office is poised to tap into the growing sector of representations and warranties (R&W) as well as tax liability insurance in the U.S. According to industry projections, the demand for R&W insurance is expected to grow significantly due to increasing M&A activities, making Acquinex's entry into this sector particularly timely.

Key Leadership and Market Approach

Acquinex's U.S. operations will be spearheaded by Chris Graham and Roktim Kaushik, industry veterans who bring experience from reputable carriers like QBE and Great American. Their expertise will be pivotal in capturing market share in R&W and tax insurance sectors, respectively. The company's approach of recruiting accomplished underwriters from established domestic carriers ensures that it leverages proven market expertise and deepens its market relationships from the onset.

PIB Group's acquisition strategy, relying more on key hires and acquiring established entities like Acquinex and Litica, mirrors a broader industry trend. Organizations are increasingly opting for rapid growth opportunities rather than building operations organically which often takes significantly longer. This strategy not only accelerates market penetration but also positions the company as a serious contender in new regions it enters.

Acquinex's European Success: A Blueprint for U.S. Operations

Since Acquinex's founding in London by Chris Thompson and Chris Jackson, its success has been noteworthy, with over 700 M&A deals insured by 2021. This success positioned the company as a leader in SME warranty, indemnity, and tax liability insurance in Europe. The foundation laid in Europe will serve as a blueprint for operations in the U.S., where similar service-led approaches are anticipated to be in high demand.

PIB Group's Chief Growth Officer, Ryan Brown, highlighted that the expansion aligns with their objective to develop a leading and diversified insurance distribution entity. With the new capital infusion from Apax funds early in 2025, PIB is on a clear trajectory to cement its influence and business footprint globally.

Implications for Insurance Professionals

For industry professionals, Acquinex's move signals potential shifts in the competitive landscape of M&A insurance within the U.S. The company's expansion could influence underwriting strategies, market competition, and service offerings. Insurance professionals, particularly those in underwriting and brokerage, should consider how such expansions create both opportunities and challenges in meeting the rising demand for specialized M&A insurance products.

As Acquinex continues to expand and adapt its European strategies to the U.S. market, it offers a case study in leveraging merger and acquisition strategies for prolonged growth and diversification in a rapidly evolving insurance industry.