



# Q2 2025 Investor Presentation

September 2025





# Legal Disclaimer

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## **Forward Looking Statements**

This Presentation may contain forward-looking statements. In some cases, you can identify these statements by forward-looking words such as "may," "might," "will," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential" or "continue," the negative of these terms and other comparable terminology.

You should not rely upon forward-looking statements as predictions of future events. All statements other than statements of historical facts contained in this Presentation, including information concerning our possible or assumed future results of operations and expenses, business strategies and plans, competitive position, business and industry environment and potential growth opportunities, are forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Given these uncertainties, you should not place undue reliance on any forward-looking statements in this Presentation. Except as required by law, we disclaim any obligation to update any forward-looking statements for any reason after the date of this Presentation, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

Further information on potential factors that could affect the financial results of TWFG Insurance are included in our Registration Statement on Form S-1, as amended (Registration No. 333-280439) and in our other filings with the Securities and Exchange Commission ("SEC"). These documents and others containing important disclosures are available on the SEC Filings section of the Investor Information section of our Web site.

## **Industry and Market Information**

This Presentation includes industry and market data that we obtained from periodic industry publications, third-party studies and surveys, including from Independent Insurance Agents & Brokers of America, Inc. ("Independent Insurance Agents & Brokers of America") and S&P Global Market Intelligence Inc. ("S&P Global Market Intelligence"), as well as from filings of public companies in our industry, insurance carrier-provided information and internal company surveys. These sources include industry sources. Industry publications and surveys generally state that the information contained therein has been obtained from sources believed to be reliable. Although we believe the industry and market data to be reliable as of the date of this Presentation, this information could prove to be inaccurate. Industry and market data could be wrong because of the method by which sources obtained their data and because information cannot always be verified with complete certainty due to the limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties. In addition, we do not know all of the assumptions regarding general economic conditions or growth that were used in preparing the forecasts from the sources relied upon or cited herein.

Unless otherwise indicated, throughout this Presentation we reference our relative market positioning and performance as compared to the U.S. property and casualty insurance industry. The industry group metrics are based on the latest date for which complete financial data are publicly available such as a 2022 Future One Agency Universe Case Study containing 2022 industry data conducted by the Independent Insurance Agents & Brokers of America (the "Agency Universe Study").

The information contained in this Presentation is provided as at the date of this Presentation and is subject to change without notice.

## **Financial Information**

This Presentation contains unaudited financial highlights for the second quarter 2025. These results are unaudited and are subject to change.

## **Non-GAAP Financial Measures**

In addition to providing financial information based on accounting principles generally accepted in the United States ("GAAP"), this Presentation includes certain financial measures prepared other than in accordance with GAAP, or non-GAAP financial measures, including Organic Revenue, Organic Revenue Growth, Adjusted Net Income, Adjusted Net Income Margin, Adjusted EBITDA, Adjusted EBITDA Margin, and Adjusted Free Cash Flow. Accordingly, these non-GAAP financial measures should not be considered as a substitute for data prepared and presented in accordance with GAAP and should not be construed as being more important than comparable GAAP measures.

TWFG's management believes these non-GAAP financial measures provide users of our financial statements with additional and useful comparisons of current results of operations with past and future periods. Although we use or have used these non-GAAP financial measures to assess the performance of our business and for other purposes, the use of these non-GAAP financial measures as an analytical tool has limitations, and you should not consider them in isolation, or as a substitute for analysis of our results of operations as reported in accordance with GAAP. In addition, because not all companies use identical calculations, the non-GAAP financial measures included in this Presentation may not be comparable to similarly titled measures disclosed by other companies, including our peers or other companies in our industry. Please see "KPI Information and Non-GAAP Reconciliations" and "Additional Reconciliations" within the Presentation for reconciliations of the non-GAAP financial measures included in the Presentation to our most directly comparable financial measures calculated and presented in accordance with GAAP.

# TWFG At a Glance: 20+ Year Track Record of Independence, Innovation, and Growth In Personal and Commercial Insurance

## Who We Are

We are a **founder-led**, publicly traded (Nasdaq: TWFG), **high-growth**, independent distribution platform for personal and commercial insurance in the U.S.

## What We Do

We **pioneered a distribution and ownership model** that is geared towards flexibility, efficiency, and alignment. We exist to serve our agents and agency principals through our retail and wholesale operations.

## How We Do It

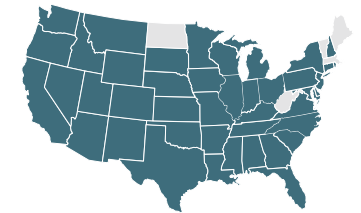
We provide **resources, technology, training, carrier access, and M&A opportunities** to grow and succeed in an increasingly complex market.

## Why We Are Different

**Developed and led by agents, for agents** – we offer a distinctive level of autonomy and entrepreneurial opportunity to our agencies regardless of whether they started with us from scratch or joined us through acquisition.

## Market Leader with Rich Heritage and Scaled, National Platform

**TWFG**  
Nasdaq Listed



**8<sup>th</sup>**

Largest U.S. Personal Lines Agency <sup>(1)</sup>



**24**

Years of Operating History

**520+**

TWFG Branches in 33 States <sup>(2)</sup>

**26<sup>th</sup>**

Largest Agency Across All Lines <sup>(1)</sup>

**\$1,582MM+**

Total Written Premium <sup>(3)</sup>

**2,000+**

TWFG MGA Agencies in 40+ States <sup>(2)</sup>

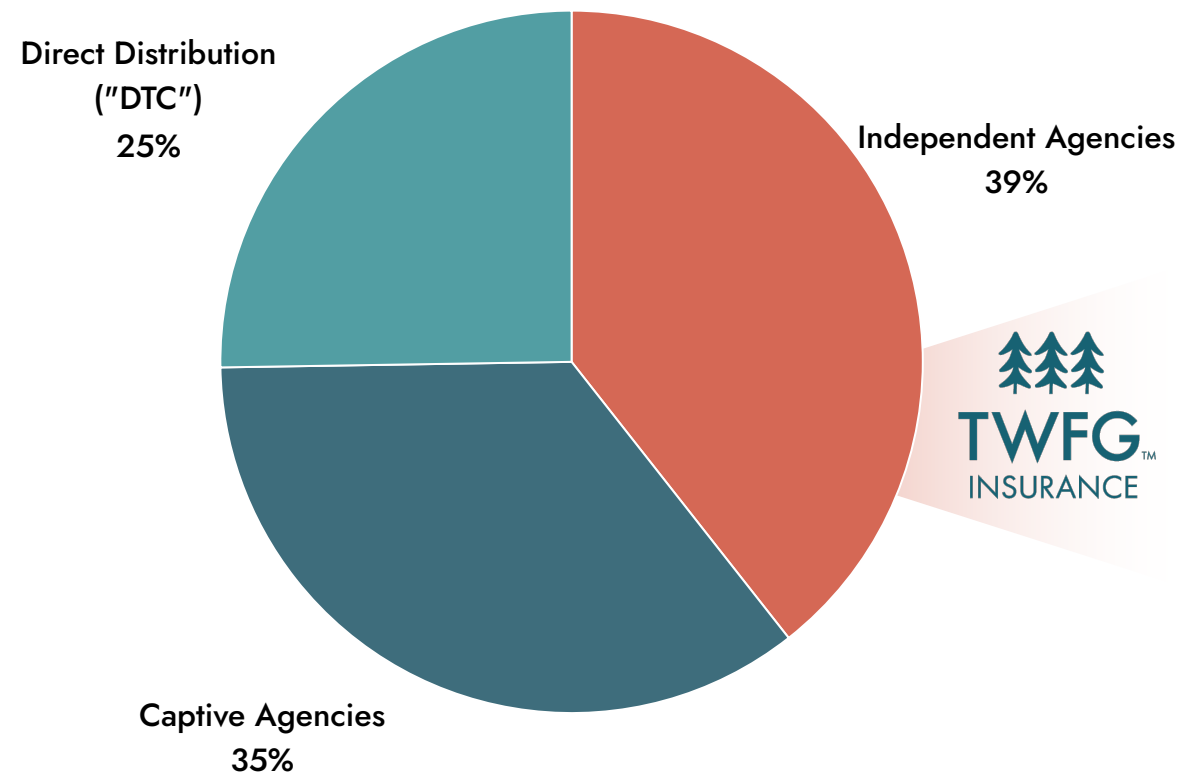
**Multi-Line – Retail – Wholesale – Admitted – Non-Admitted**

**Notes:**

- 1. Rankings based on revenue per Insurance Journal's 2025 Top 100 Property / Casualty Agencies
- 2. As of June 30, 2025
- 3. TTM as of June 30, 2025 - Results are unaudited

# TWFG's Business Model Was Built to Capture a Shift Away from Captive Distribution

## Large Share of Personal Lines Distribution Is Captured by the Independent Channel ...

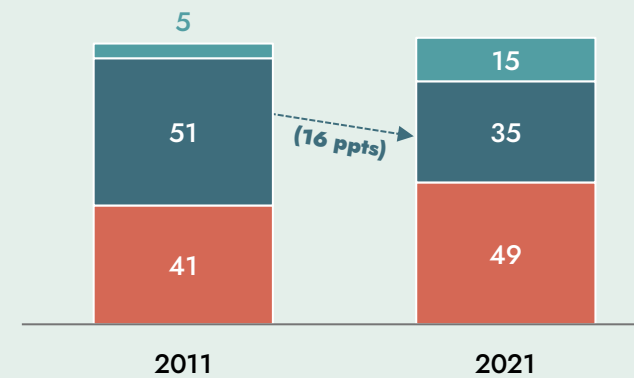


Source: A.M. Best Company

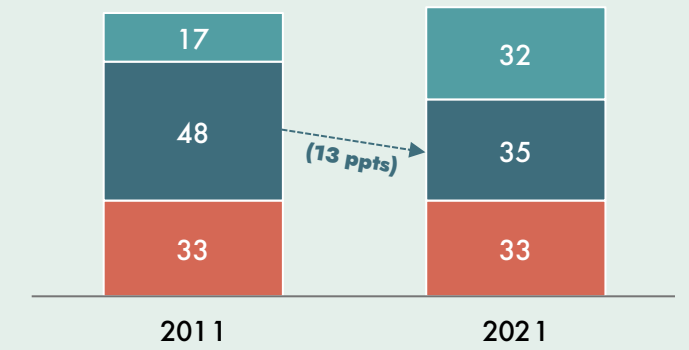


## ... Reflecting a Decade-Long Shift Away from Captive Distribution

Homeowners Premium Mix by Distribution (%)



Auto Premium Mix by Distribution (%)



■ Independent Agencies ■ Captive Agencies ■ DTC

- Accelerating momentum toward the independent channel
- DTC carriers increasingly utilizing independent channel to reach consumers
- Carriers looking to consolidate points of distribution

# TWFG Addresses Key Pain Points Experienced By Captive and Independent Agencies

## Top Challenges Faced by Agencies

Top Issues



Limited product choice



Access to carriers



Changing commission structures



Back-office inefficiencies



Perpetuation planning

TWFG Solutions

Access to a comprehensive suite of products; high degree of autonomy over the direction of business to best address client needs

Access to 300+ insurance carriers, MGAs and programs across admitted and non-admitted markets

Compelling revenue and work share model; no sales quotas, no forced cross-selling

Agency-in-a-Box turnkey solution delivers tools and technology that streamline back-office services and allow agents to focus on sales

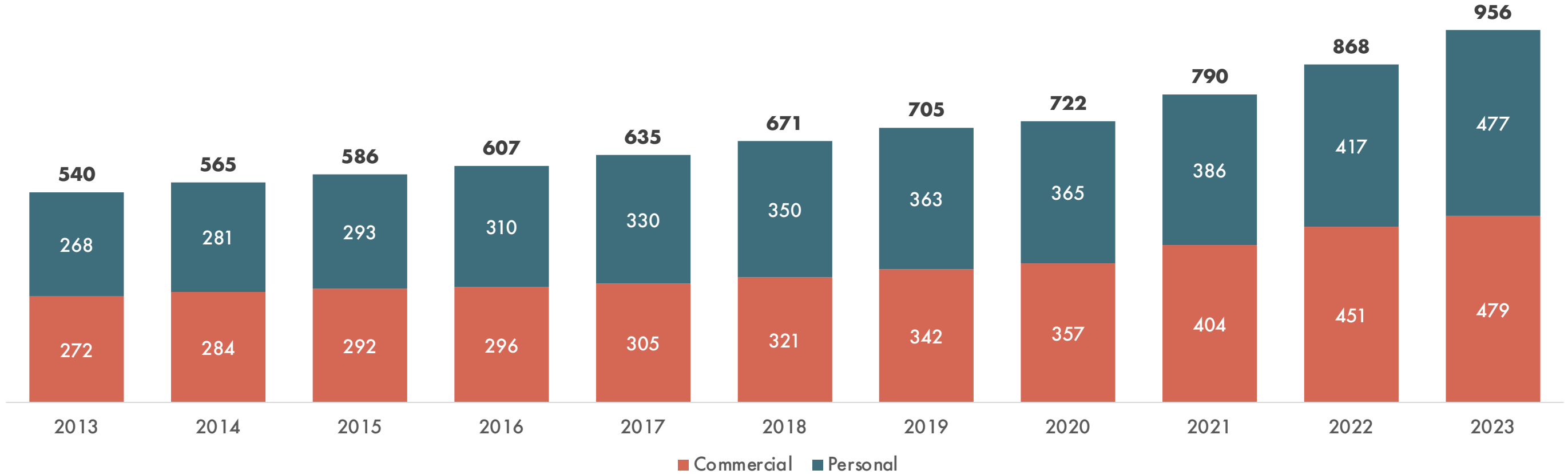
Opportunity to sell or transfer existing books of business enabling a smooth handover of client relationships and a rewarding exit for retiring agents



# TWFG Operates in a Large and Growing Addressable Market

## P&C Insurance Market Exhibits Consistent Growth

P&C Insurance Direct Written Premium Over Time (\$Bn)



**Premium CAGR  
(2013-23):**

**5.9%  
Total P&C**

**5.9%  
Personal Lines**

**5.8%  
Commercial**

Source: S&P Global Market Intelligence

# Differentiated Turnkey Solutions that Enhance and Empower Agencies

## Agency-in-a-Box



### Powerful, Comprehensive and Intuitive AMS

- ✓ Personal lines comparative rater
- ✓ Agency dashboard with dynamic reporting
- ✓ Insurance forms and carrier downloads

### Fully Integrated Marketing Solutions

- ✓ Online marketing content and analytics
- ✓ TWFG branded merchandise and collateral
- ✓ Corporate marketing team support

### Easy to Use Web and App Based Client Tools

- ✓ Easy communication with the client/agent
- ✓ Full-service App and web portals
- ✓ Apple + Android compatibility

### Sales Support

- ✓ Dedicated account executive
- ✓ Optional part-time or full-time service center
- ✓ Ongoing continuing education

### Back Office Support

- ✓ Licensing and contracting
- ✓ Agency bill processing and reconciliation
- ✓ Commission processing

### Other Services

- ✓ Incentives for top producers
- ✓ TWFG National Convention
- ✓ Succession planning



National Platform



Scaled Network

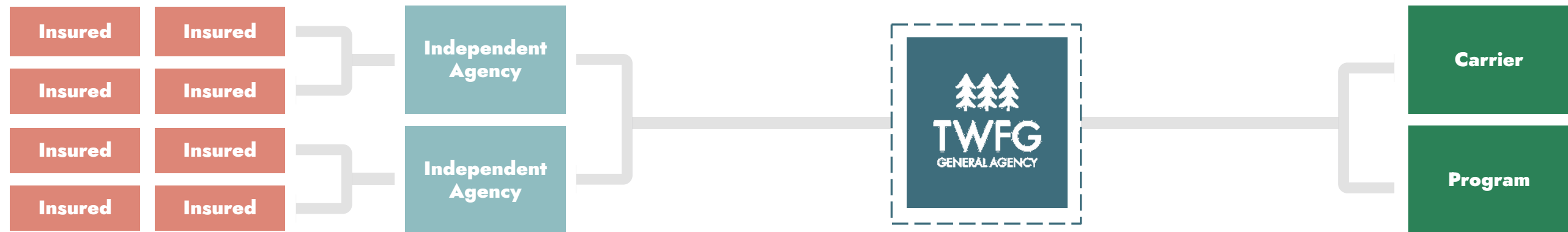


Strategic Partnerships

Access to 300+ National, Regional and Local Insurance Carriers, MGAs and Programs

# Attractive MGA Offering for Agencies Who Wish to Stay Independent

Providing Access to Insurance Carrier Relationships, MGAs and Programs  
Serving 2,000+ Agencies Across 40+ States



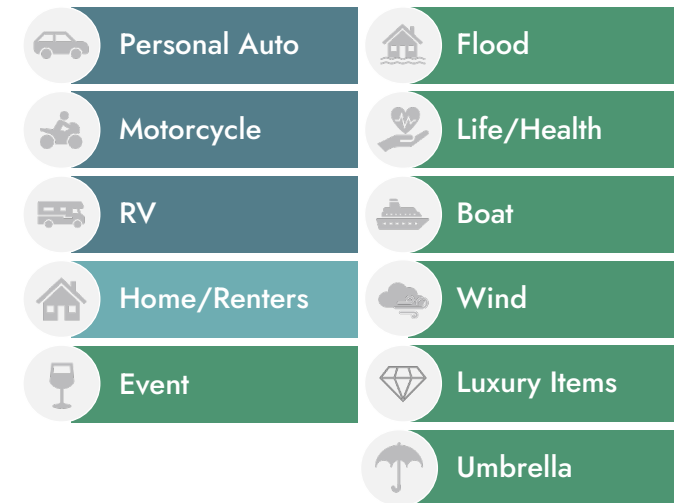
- ✓ Facilitate placement of risks in both the admitted and E&S markets – often inaccessible by small agencies
- ✓ Allows independent agencies to circumvent minimum volume requirements from certain insurance carriers
- ✓ Expansive product offering that broadens TWFG's specialty capabilities
- ✓ Relationship with TWFG creates pathway for independent agencies to eventually transition into TWFG exclusive agencies

# Our Product Mix is a Function of Our Opportunistic Approach To Adding Talent. We Do Business In Personal, Commercial, Retail, Wholesale, Programs, Admitted, & Non-Admitted Markets

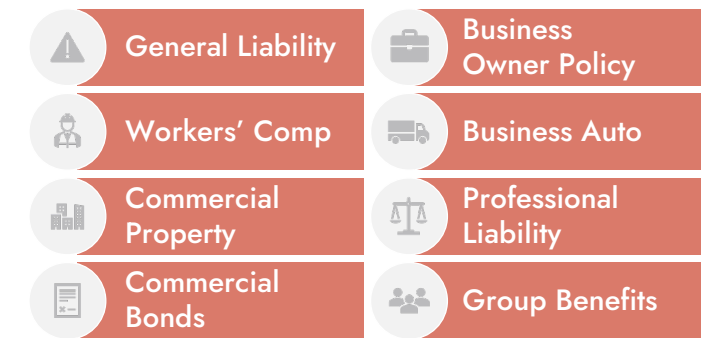
**Business mix comprises ~81% Personal Lines and ~19% Commercial Lines (As of 06/30/25)**

- Broad product set enabling TWFG agencies to deliver comprehensive coverage for client risks
- Ability to offer in-demand, exclusive programs in certain niches (e.g., catastrophe-exposed property and high value homes)
- Access to admitted and E&S insurance markets through TWFG MGA
- Favorable characteristics of TWFG’s personal and small commercial client base:
  - High demand for insurance protection across all economic cycles
  - Relationships built on long-term trust, resulting in stickiness
  - Evolving risks and increasing complexity require expert guidance

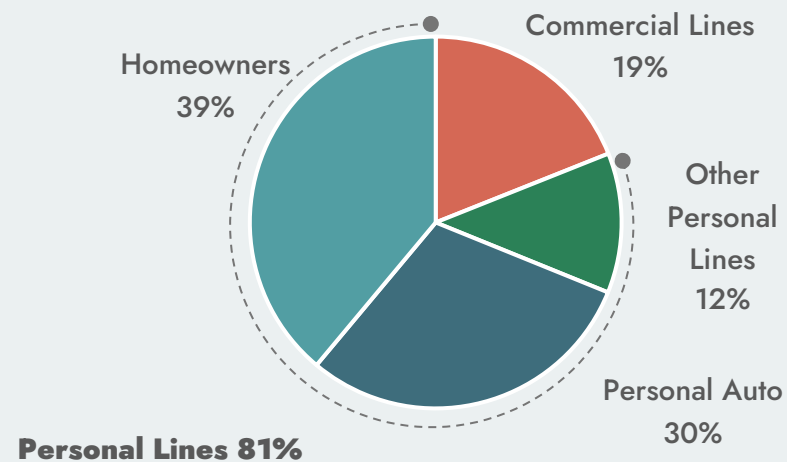
## Personal Lines



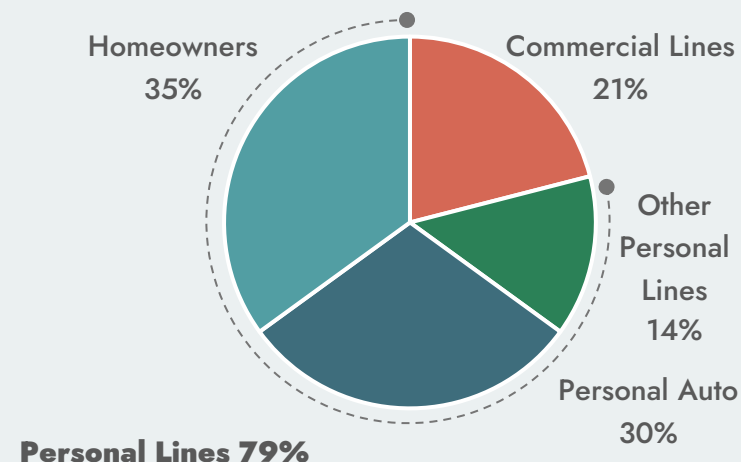
## Commercial Lines



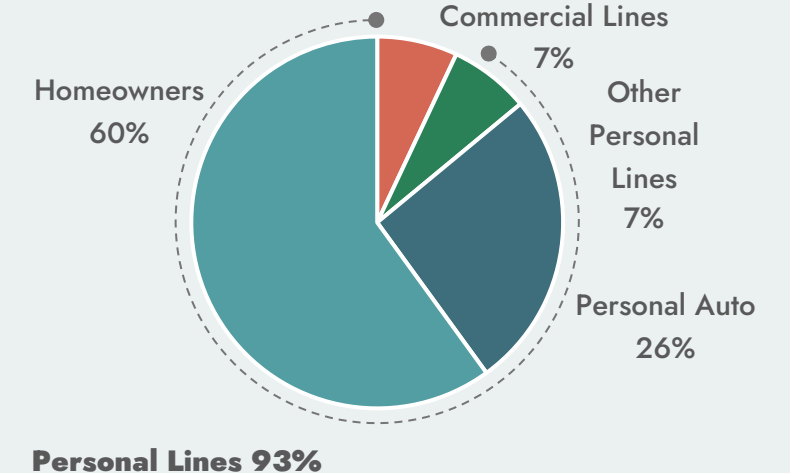
**Consolidated Written Premium Mix**  
By Line of Business (06/30/25)



**Insurance Services Premium Mix**  
By Line of Business (06/30/25)



**TWFG MGA Premium Mix**  
By Line of Business (06/30/25)



# Illustrative Overview of Economic Model

Insurance Services ~80% of total TWFG Revenue		MGA ~20% of total TWFG Revenue
Branches Commission Revenue (~80% of Total Carrier Commissions)	Corporate Branches Commission Revenue	MGA Commission Revenue
Agency-in-a-Box Commission Revenue (~20% of Total Carrier Commissions)		Outbound Commission (variable % of Total Carrier Commissions)
+	+	+
Branch & Other Income		MGA Other Fees
+	+	+
Contingent Income	Contingent Income	Contingent Income
-	-	-
Corporate Salaries & Other Expenses (Corp. S&E)	Branches & Corp. S&E	Corporate Expenses
=	=	=
TWFG Operating Income	TWFG Operating Income	TWFG Operating Income

- Two primary service offerings:
- Insurance Services**
- TWFG recognizes 100% of the commission paid by insurance carriers and remits 80% of the commission revenue to the Branches (retaining 20%)
  - Branches are responsible for 100% of their operating expenses and pay a fee to TWFG to cover the costs of technology, E&O coverage and other services provided by TWFG
  - TWFG insurance services revenue also includes contingent income and other income (all 100% retained by TWFG)
  - For Corporate Branches, TWFG retains 100% of commission revenue and is responsible for 100% of expenses
- Managing General Agency (MGA)**
- TWFG receives 100% of commission revenue and contingent income earned from wholesale & brokerage and underwriting businesses
  - TWFG also receives other fees for providing third-party administration (TPA) and brokerage services including policy and software licensing to carriers
  - Depending on the terms of an individual MGA agency agreement, MGA may also include outbound commission expense to MGA Agencies

TWFG does not retain the risks related to any of the underlying insurance contracts placed on behalf of carriers

# Compelling Financial Profile with Strong Growth and Profitability

Strong annual results and trends

Diversified & recurring revenue

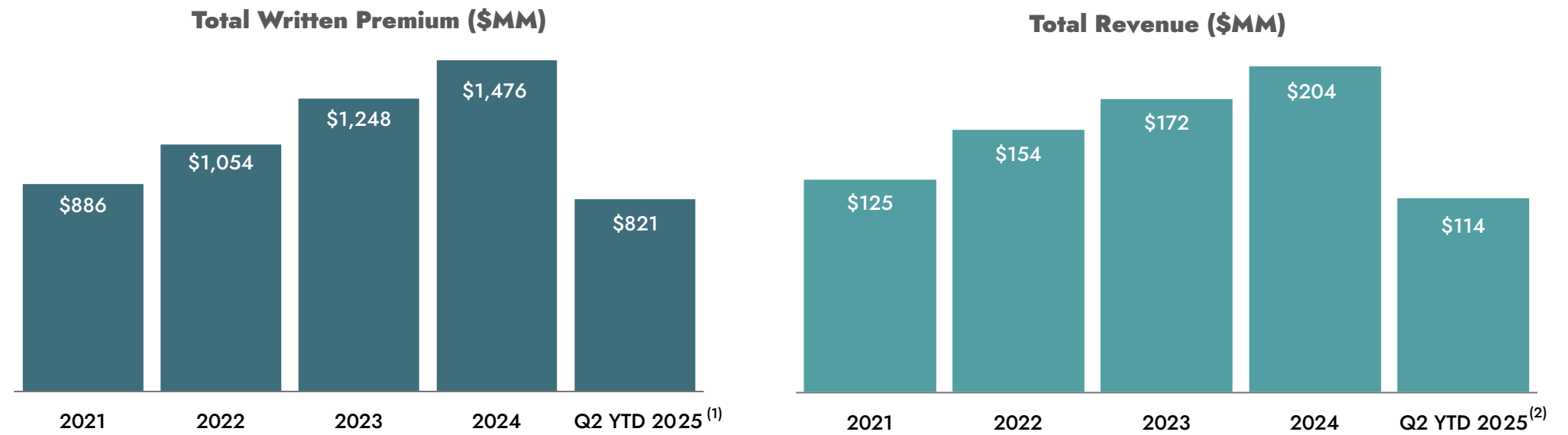
Above-market growth rates

Balance sheet flexibility

Asset-light, FCF generative

**A Growth Story**

**Compelling Financial Profile**



**15.1%**  
Total Revenue Growth  
(Q2 YTD 2025)<sup>(1)</sup>

**\$27.3MM**  
Adj. EBITDA  
(Q2 YTD 2025)<sup>(1)</sup>

**23.9%**  
Adj. EBITDA Margin  
(Q2 YTD 2025)<sup>(1)</sup>

**\$16.5MM**  
Adj. Free Cash Flow  
(Q2 YTD 2025)<sup>(1)</sup>

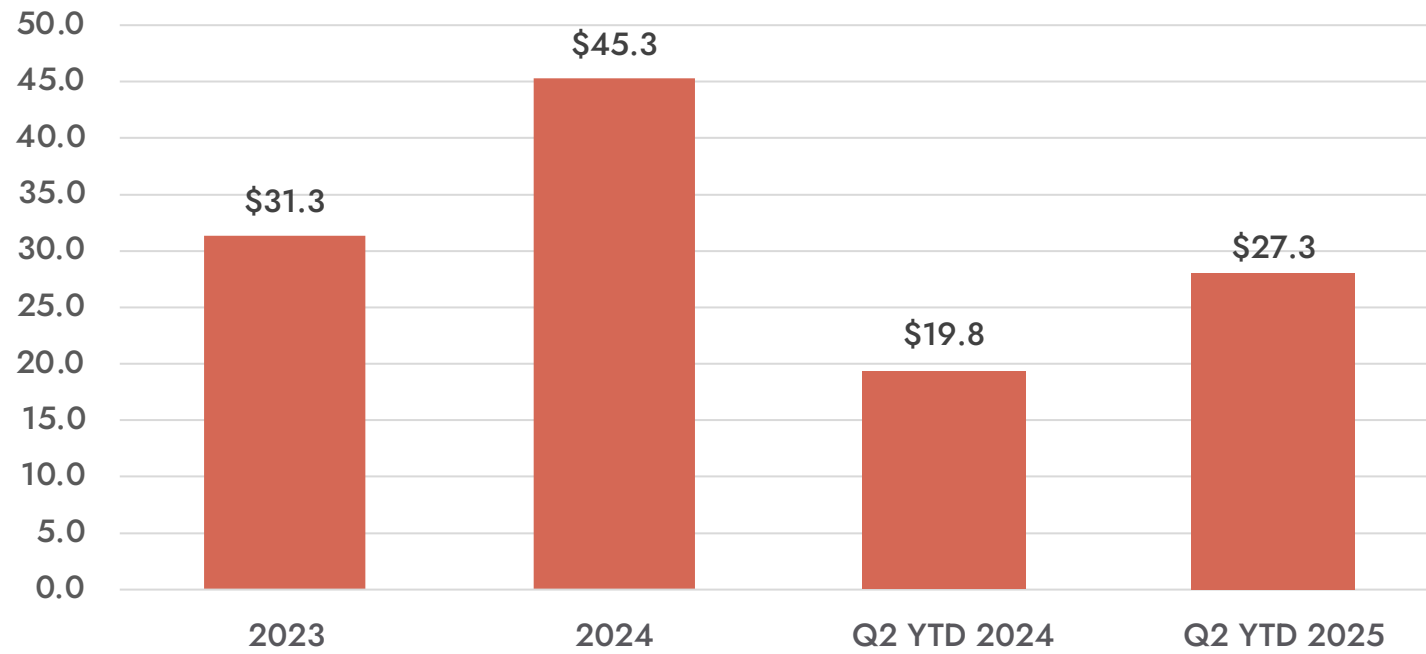
**\$3MM**  
Long Term Debt  
(Q2 2025)

**Notes:**

- 1. Please see "KPI Information and Non-GAAP Reconciliations" for reconciliations of Adjusted EBITDA, Adjusted EBITDA Margin, and Adjusted Free Cash Flow to their most comparable GAAP measures
- 2. Results are unaudited – YTD June 30, 2025

# Track Record of Adjusted EBITDA Growth and Margin Expansion

## Adjusted EBITDA (\$MM) and Adjusted EBITDA Margin <sup>(1)</sup>



## Adjusted EBITDA Margin <sup>(1)</sup>



## Drivers of Margin Trajectory

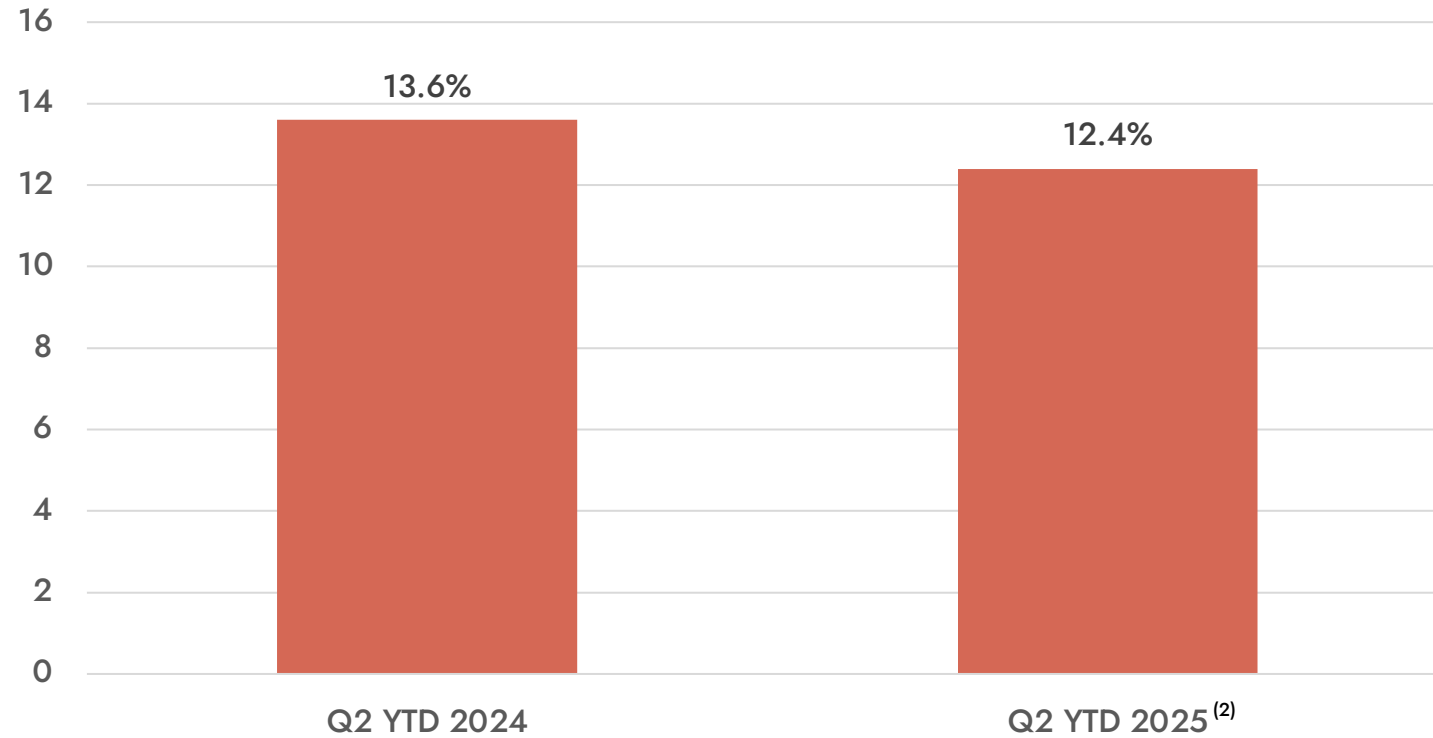
- ~80/20% revenue share model with TWFG Branches is a key driver of margin for the Insurance Services business
- Steady margin expansion historically reflective of:
  - Benefits of scale within Insurance Services and MGA businesses given continued top-line growth
  - Benefits of corporate store acquisitions within Insurance Service continue to support margin expansion
  - Benefits from legacy investments in technology and associated efficiencies
  - Expense reductions related to home office staff and utilization of Philippines operation
- 2024 margin reflects incremental uplift related to branch conversions, offset by onset of public company costs

**Notes:**  
1. Please see "KPI Information and Non-GAAP Reconciliations" and "Additional Reconciliations" for reconciliations of Adjusted EBITDA and Adjusted EBITDA Margin to their most comparable GAAP measures.



# Consistent Double-Digit Organic Growth

## Organic Revenue Growth <sup>(1)</sup>



## Drivers of Sustained, Double-Digit Organic Growth

- ✓ Shift away from captive distribution
- ✓ Client service model led by experienced agents
- ✓ Diversified product offering
- ✓ Agency-in-a-box
- ✓ Tools and technology
- ✓ Differentiated access to carriers
- ✓ Ability to leverage TWFG MGA
- ✓ Innovative carrier partnerships
- ✓ Track record of hiring top industry talent

Culminating in strong and consistent performance across **retention** and **new business**

**Notes:**

1. Please see "KPI Information and Non-GAAP Reconciliations" and "Additional Reconciliations" for reconciliations of Organic Revenue and Organic Revenue Growth to their most comparable GAAP measures
2. Results are preliminary unaudited – YTD June 30, 2025



# Fragmented Market Creates Additional Growth Opportunities Going Forward

## SIGNIFICANT PORTION OF U.S. AGENCIES COMING TO MARKET



- **Highly fragmented market** with ~40,000 independent agencies and brokerages in the U.S. as of 2022
- **Demographic tailwinds** accelerate deal flow
- **Excessive leverage** in the system creates opportunities for strong balance sheet acquirers

**Industry Maintains a Robust Acquisition Pipeline that is Constantly Replenishing**

Source: Big I Agency Universe Study 2022



## TWFG's Scale, Balance Sheet and Disciplined Approach to Acquisitions Positions Us Well for Future Growth

### TWFG Has a Proven Acquisition Track Record

- Successful acquisitions across a **range of specialties and geographies** since inception:
  - Agencies
  - Books of business
  - MGAs
  - Insurance networks
  - Renewal rights
- **Robust acquisition pipeline** with preliminary dialogue across several agencies and potential partners
- **2023 acquisitions:** \$21.8 million of capital deployed
- **2024 acquisitions:** \$48.3 million of capital deployed
- **Q2 YTD 2025 acquisitions:** \$43.5 million of capital deployed <sup>(1)</sup>

### Backed By a Strong Balance Sheet and Repeatable Playbook

- **Disciplined and selective** approach to M&A:
  - Cultural compatibility
  - Attractive loss ratios
  - Organic growth
  - EBITDA margin
  - Enhances capabilities
  - Geographic diversification
- Focus on post-acquisition **integration** and **synergies**
- Ability to leverage **TWFG Agency network** as a source of referrals
- Future opportunity to **convert** additional TWFG Agencies into Corporate Branches

**Notes:**

1. Refers to acquisitions in excess of \$0.5 million in annual revenue



# Unique Value Proposition to Agency Owners Looking for a Partner

## LONG TERM STABILITY AND INDEPENDENCE

- ✓ Founder led and controlled, yet publicly listed
- ✓ Think in decades, not 3-year “flips”
- ✓ Fiercely independent
- ✓ Low financial leverage
- ✓ Flexible Deal Structures

## ENTREPRENEURIAL OPPORTUNITIES

- ✓ Strong alignment – potential for revenue share, referral fees, and further M&A promotes agency performance
- ✓ Support branch owners’ and branch managers’ growth aspirations

### REPUTATION FOR FAIR DEALING

## ACCESS TO CARRIERS AND MGAS

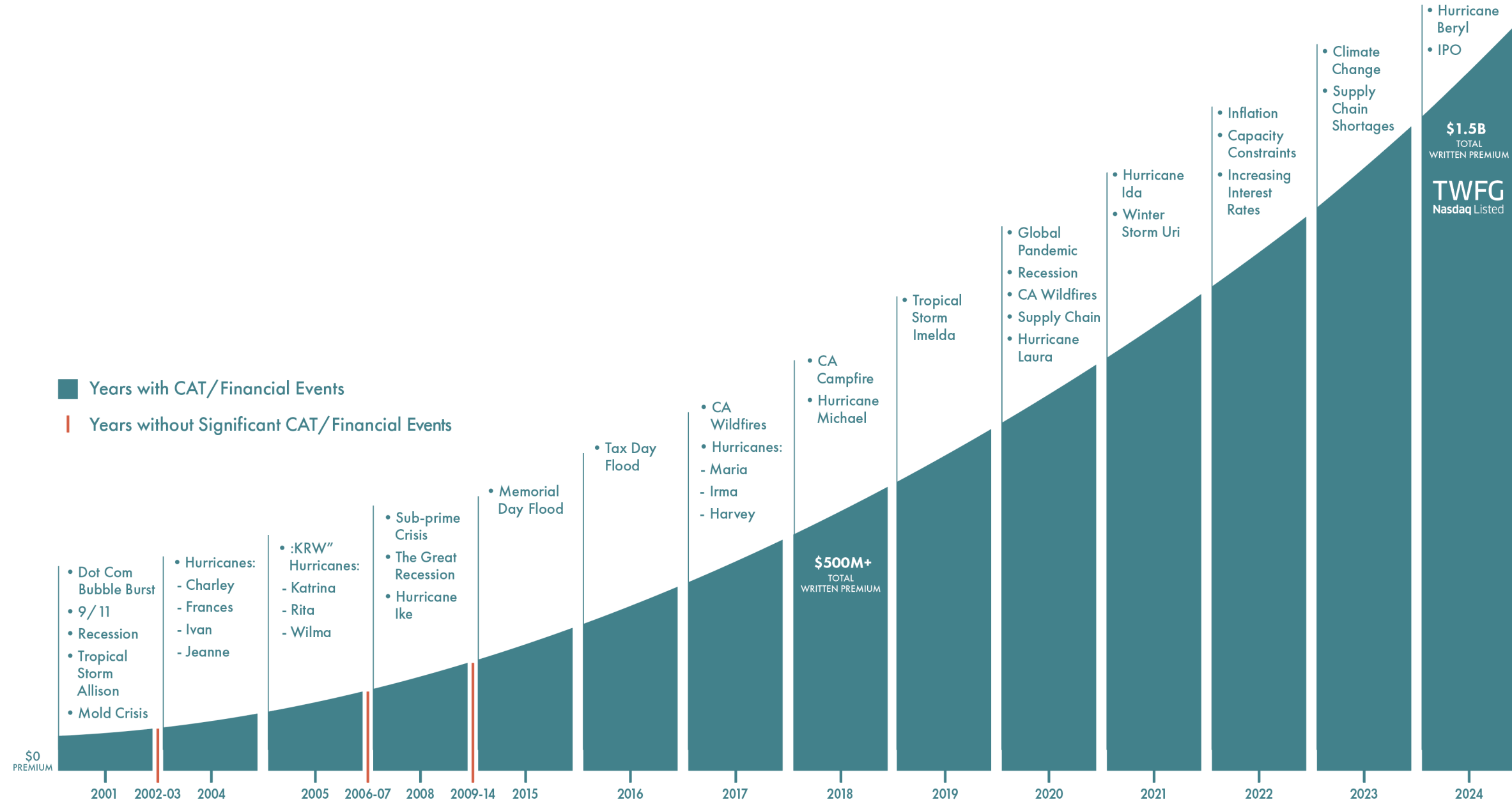
- ✓ Access to and preferred relationships with 7 of the top 10 US personal lines carriers that write with IA<sup>1</sup>
- ✓ Access to and preferred relationships with the 9 of the top 10 US commercial lines carriers
- ✓ Access to over 100 MGAs on the TWFG platform

## SCALED SERVICES PLATFORM

- ✓ Back-office support allows agent to focus on new sales and customer service
- ✓ Comprehensive training and cross-training available to agents and teams



# History of Resilience & Growth Regardless of Economic and Market Conditions



Source: Company Information

**20+ Year Track Record of Sustainable Growth Regardless of Economic and P&C Pricing Cycles**

# Proven Management Team Well Positioned to Execute on Growth



**Richard F. ("Gordy") Bunch III**  
 Founder and CEO



**Katherine C. Nolan**  
 Chief Operating Officer



**Janice E. Zwinggi, CPA**  
 Chief Financial Officer



**Charles Alexander Bunch**  
 Chief Creative and Marketing Officer



**Julie E. Benes**  
 General Counsel



**Mark Alberto**  
 SVP of Technology



**Gene Padgett**  
 Chief Accounting Officer



## Proven Ability to Execute on Growth Strategy

✓ Backed by a deep bench of seasoned operators

✓ Collaborative culture focused on teamwork, innovation and driving the best result for clients

✓ Executive management team with an average of 25+ years of insurance industry experience

**20+ Year Track Record of Sustainable Growth  
 Regardless of Economic and Property and Casualty Insurance  
 Pricing Cycles**

# Key Investment Highlights

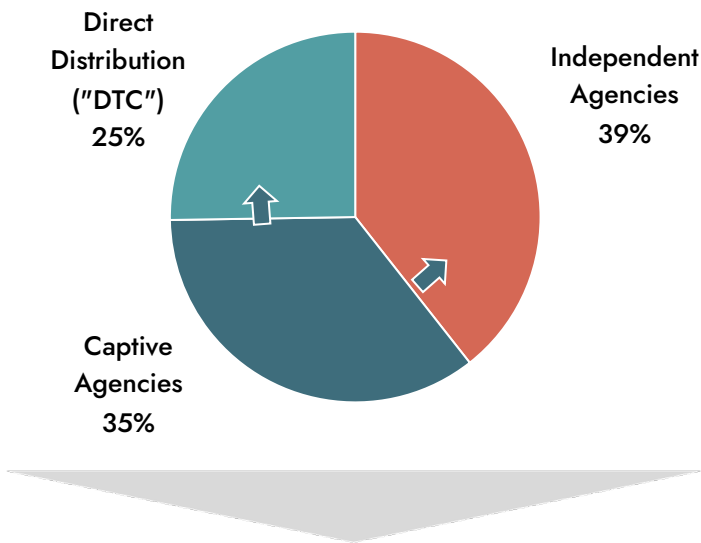


- 1 Differentiated Solutions that Enhance and Empower Agencies
- 2 Trusted Distribution Partner with Track Record of Innovative Solutions
- 3 National Footprint and Scaled Platform Delivering Sustainable Growth
- 4 Attractive Product Mix with Personal Lines Focus
- 5 Compelling Financial Profile with Strong Growth and Profitability
- 6 Proven Management Team Well-Positioned to Execute on Growth

**Notes:**  
 1. As of June 30, 2025  
 2. Rankings based on revenue per Insurance Journal's 2025 Top 100 Property / Casualty Agencies

# Business Snapshot

## TWFG's Business Model Was Built to Capture a Secular Shift from Captive Distribution



**Insurance Services**  
 ~80% of Total TWFG Rev. (2024)

Revenue Share Model

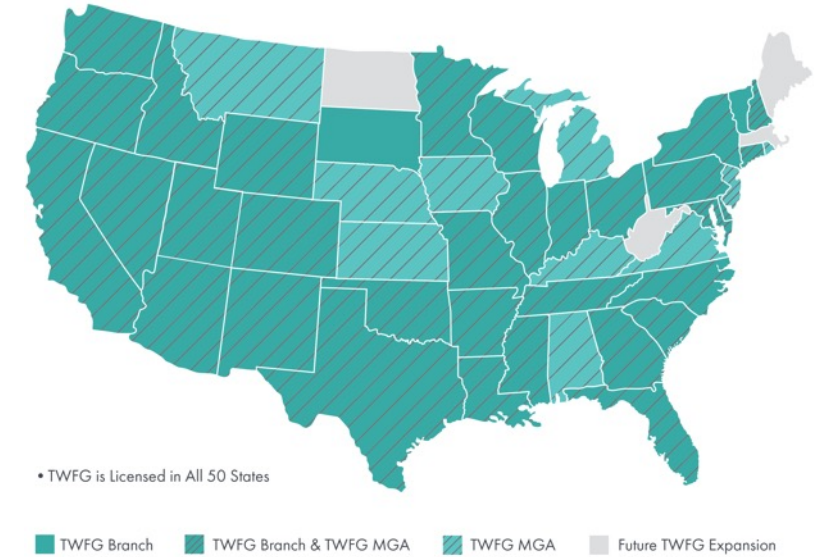
- Turnkey solution for Branches ("Agency-in-a-Box") that promotes growth and facilitates the administrative work of operating an agency

**Managing General Agency**  
 ~20% of Total TWFG Rev. (2024)

Commission & Fee Income

- Facilitates the placement of traditional and hard-to-place personal and commercial insurance risks for agencies across the country

## National Footprint and Scaled Platform Delivering Sustainable Growth



**8<sup>th</sup>**  
 Largest U.S. Personal Lines Agency <sup>(2)</sup>

**\$221MM**  
 Revenue  
 (TTM as of 6/30/25)

**520+**  
 TWFG Branches in 33 States <sup>(1)</sup>

**26<sup>th</sup>**  
 Largest U.S. Agency Across All Lines <sup>(2)</sup>

**19.2%**  
 Revenue CAGR  
 (2019-24)

**2,000+**  
 TWFG MGA Agencies in 40+ States <sup>(1)</sup>

Source: Independent Insurance Agents & Brokers of America

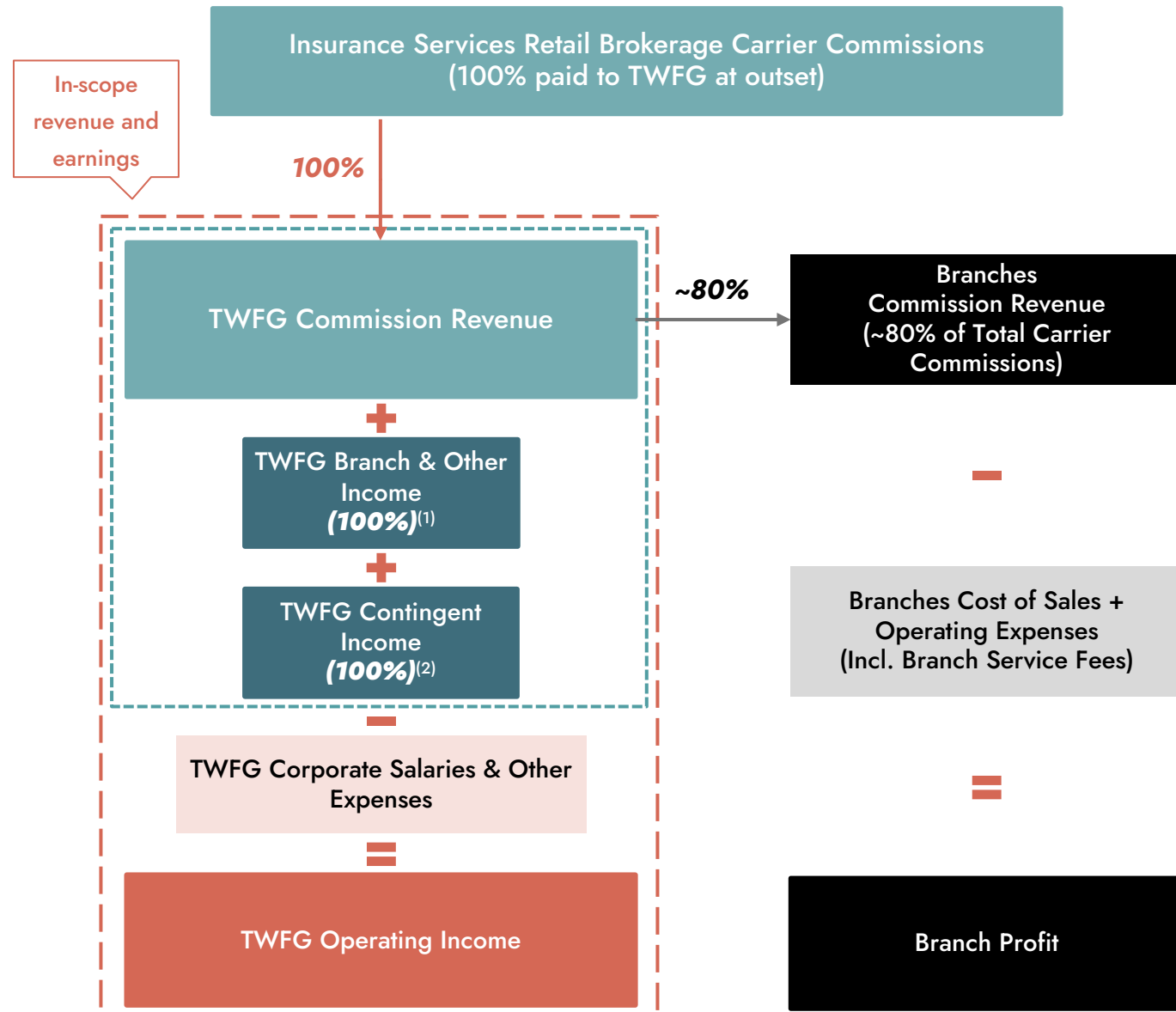


# APPENDIX

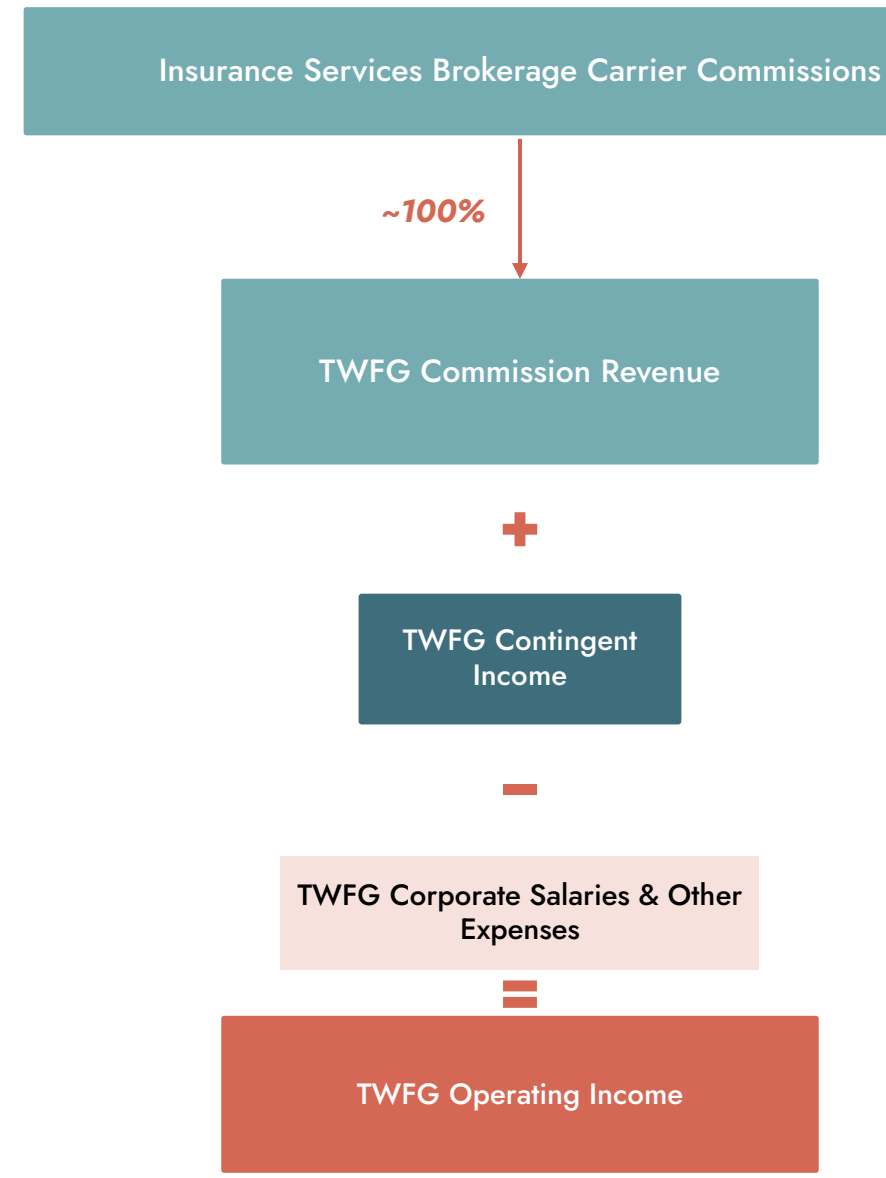


# Illustrative Overview of Economic Model: Insurance Services

## Simplified Branch Economics (Revenue Share Model)



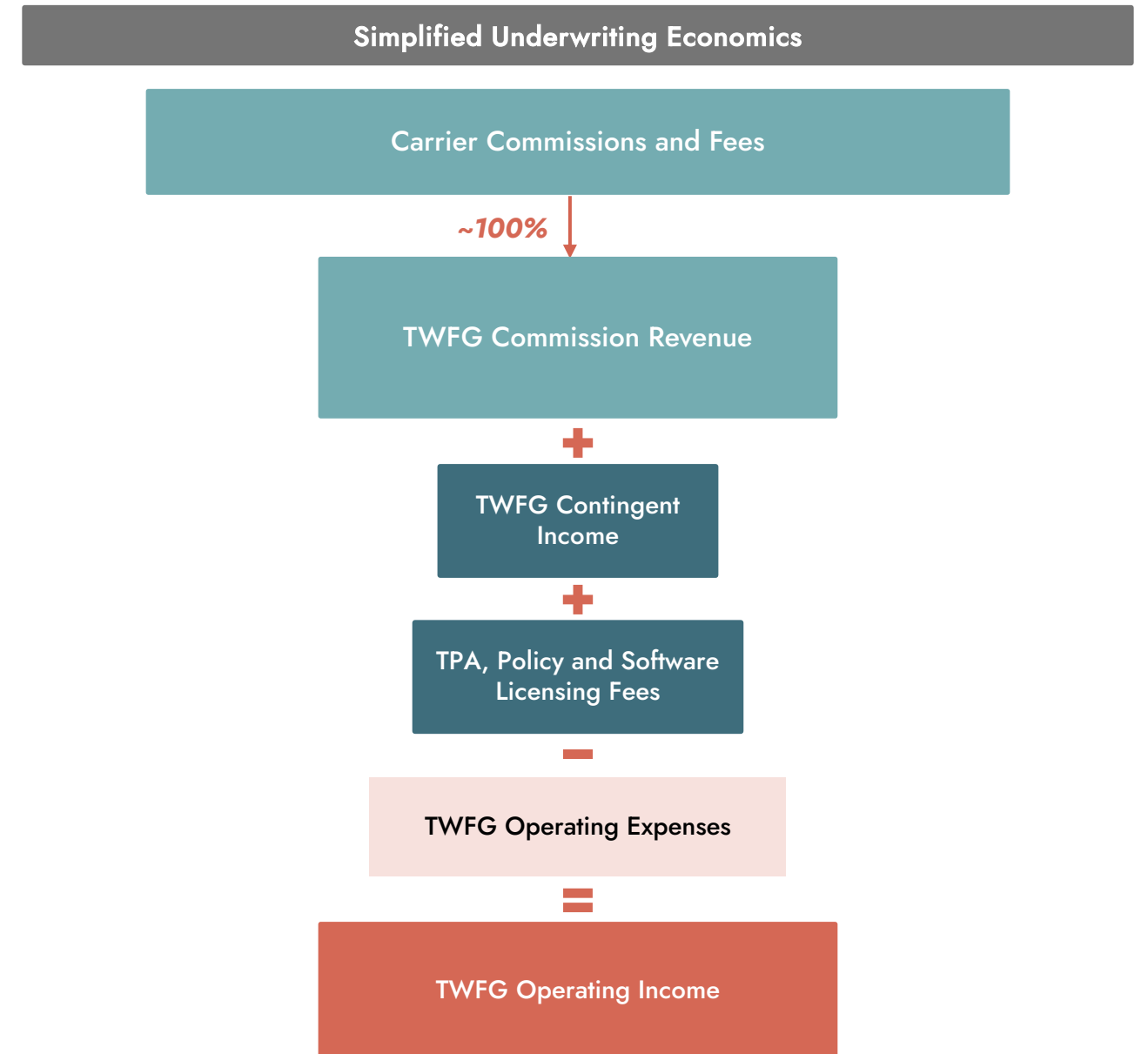
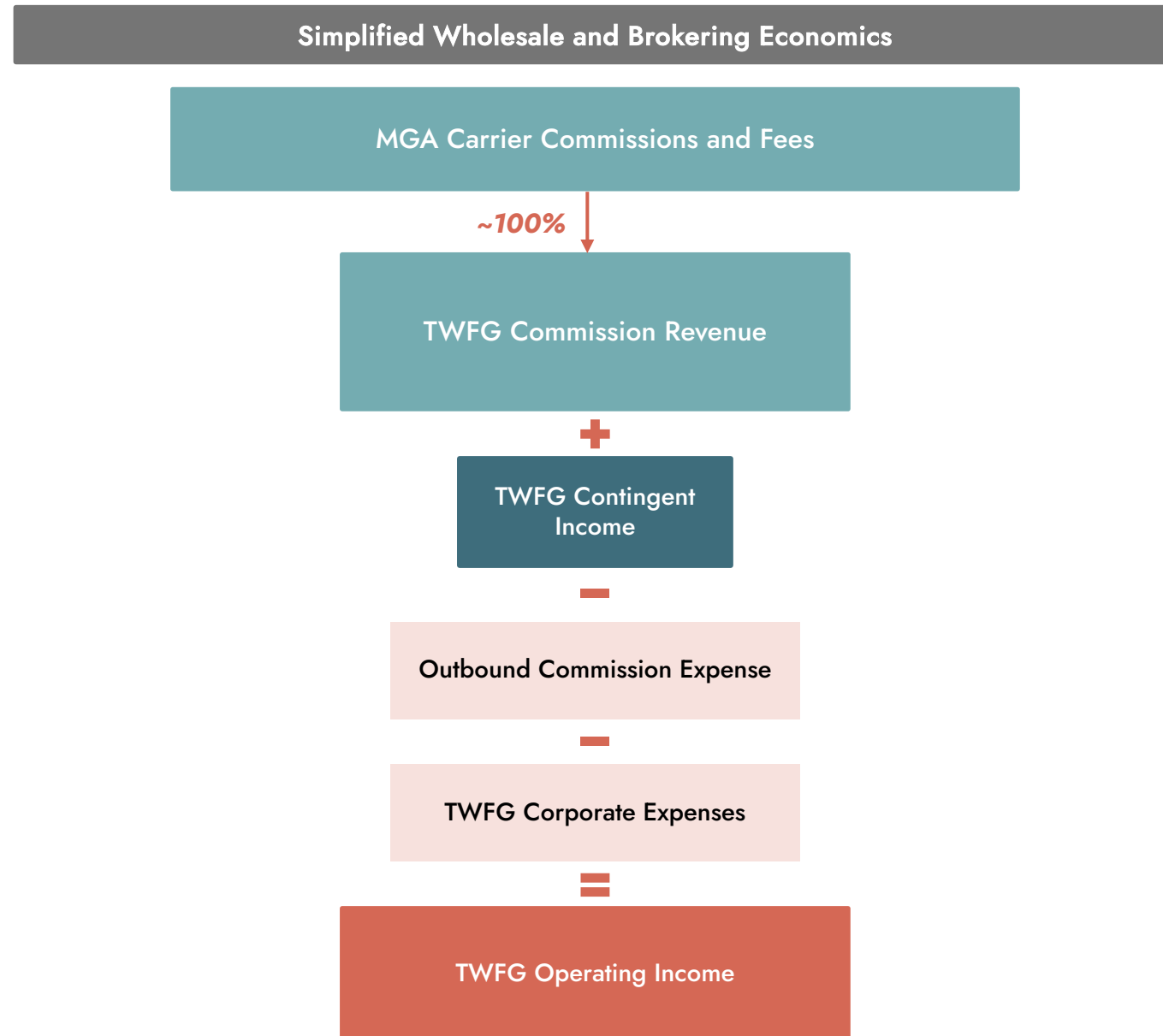
## Simplified Corporate Branch Economics



Components of TWFG Revenue

**TWFG does not retain the risks related to any of the underlying insurance contracts placed on behalf of carriers**

# Illustrative Overview of Economic Model: MGA



**TWFG does not retain the risks related to any of the underlying insurance contracts placed on behalf of carriers**

# KPI Information and Non-GAAP Reconciliations – Q2 YTD 2025 vs Q2 YTD 2024

Written Premium								
	Three Months Ended June 30,				Six Months Ended June 30,			
	2025		2024		2025		2024	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% of Total
<b>Offerings:</b>								
Insurance Services								
Agency-in-a-Box	\$ 293,846	65 %	\$ 256,203	65 %	\$ 543,321	66 %	\$ 475,139	66 %
Corporate Branches	95,551	21	78,169	20	163,650	20	136,053	19
Total Insurance Services	389,397	86	334,372	85	706,971	86	611,192	85
TWFG MGA	60,891	14	59,263	15	114,280	14	103,709	15
Total written premium	\$ 450,288	100 %	\$ 393,635	100 %	\$ 821,251	100 %	\$ 714,901	100 %
<b>Business Mix:</b>								
Insurance Services								
Renewal business	\$ 301,930	67 %	\$ 260,121	66 %	\$ 546,775	67 %	\$ 474,598	66 %
New business	87,467	19	74,251	19	160,196	20	136,594	19
Total Insurance Services	\$ 389,397	86	\$ 334,372	85	\$ 706,971	87	\$ 611,192	85
TWFG MGA								
Renewal business	\$ 47,366	11	\$ 43,825	11	\$ 83,741	10	\$ 79,289	11
New business	13,525	3	15,438	4	30,539	3	24,420	4
Total TWFG MGA	60,891	14	59,263	15	114,280	13	103,709	15
Total written premium	\$ 450,288	100 %	\$ 393,635	100 %	\$ 821,251	100 %	\$ 714,901	100 %
<b>Written Premium Retention:</b>								
Insurance Services		90 %		94 %		89 %		95 %
TWFG MGA		80		85		81		84
Consolidated		89		93		88		93
<b>Line of Business:</b>								
Personal lines	\$ 365,409	81 %	\$ 322,349	82 %	\$ 663,699	81 %	\$ 577,213	81 %
Commercial lines	84,879	19	71,286	18	157,552	19	137,688	19
Total written premium	\$ 450,288	100 %	\$ 393,635	100 %	\$ 821,251	100 %	\$ 714,901	100 %

# KPI Information and Non-GAAP Reconciliations – Q2 2025 vs Q2 2024

## Reconciliation of Organic Revenue and Organic Revenue Growth to Revenue

<i>Legacy Calculation Methodology Applied to Current Period</i>				
	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Total revenues	\$ 60,308	\$ 53,011	\$ 114,131	\$ 99,155
Acquisition adjustments <sup>(1)</sup>	(1,524)	(1,217)	(2,133)	(2,684)
Contingent income	(2,033)	(1,258)	(3,696)	(2,334)
Fee income	(3,329)	(2,689)	(6,340)	(4,921)
Other income	(384)	(402)	(748)	(693)
Organic Revenue	\$ 53,038	\$ 47,445	\$ 101,214	\$ 88,523
Organic Revenue Growth <sup>(2)</sup>	\$ 5,047	\$ 5,747	\$ 10,678	\$ 10,386
Total Revenue Growth Rate <sup>(3)</sup>	13.8 %	17.2 %	15.1 %	16.5 %
Organic Revenue Growth Rate <sup>(2)</sup>	10.5 %	13.8 %	11.8 %	13.3 %

(1) Represents revenues generated from the acquired businesses during the first 12 months following an acquisition.

(2) Revised Organic Revenue for the three months ended June 30, 2024 and 2023, and for the six months ended June 30, 2024 and 2023 used to calculate Organic Revenue Growth for the three months ended June 30, 2025 and 2024, was \$48.0 million, \$41.7 million, \$90.5 million, and \$78.1 million respectively, which is adjusted to reflect revenues from acquired businesses with over \$0.5 million in annualized revenue that reached the twelve-month owned mark during the three and six months ended June 30, 2025 and 2024, respectively. Organic Revenue Growth Rate represents the period-to-period change in Organic Revenue divided by the total adjusted Organic Revenue in the prior period.

(3) Represents the period-to-period change in total revenues divided by the total revenues in the prior period.

## Reconciliation of Organic Revenue and Organic Revenue Growth to Revenue

<i>Revised Calculation Methodology Applied to Current Period</i>				
	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Total revenues	\$ 60,308	\$ 53,011	\$ 114,131	\$ 99,155
Acquisition adjustments <sup>(1)</sup>	(1,524)	(1,217)	(2,133)	(2,684)
Contingent income	(2,033)	(1,258)	(3,696)	(2,334)
Fee income	(3,329)	(2,689)	(6,340)	(4,921)
Policy fee income	1,082	933	2,134	1,446
Other income	(384)	(402)	(748)	(693)
Organic Revenue	\$ 54,120	\$ 48,378	\$ 103,348	\$ 89,969
Organic Revenue Growth <sup>(2)</sup>	\$ 5,196	\$ 6,159	\$ 11,366	\$ 10,756
Total Revenue Growth Rate <sup>(3)</sup>	13.8 %	17.2 %	15.1 %	16.5 %
Organic Revenue Growth Rate <sup>(2)</sup>	10.6 %	14.6 %	12.4 %	13.6 %

(1) Represents revenues generated from the acquired businesses during the first 12 months following an acquisition.

(2) Revised Organic Revenue for the three months ended June 30, 2024 and 2023, and for the six months ended June 30, 2024 and 2023 used to calculate Organic Revenue Growth for the three months ended June 30, 2025 and 2024, was \$48.9 million, \$42.2 million, \$92.0 million, and \$79.2 million respectively, which is adjusted to reflect revenues from acquired businesses with over \$0.5 million in annualized revenue that reached the twelve-month owned mark during the three and six months ended June 30, 2025 and 2024, respectively. Organic Revenue Growth Rate represents the period-to-period change in Organic Revenue divided by the total adjusted Organic Revenue in the prior period.

(3) Represents the period-to-period change in total revenues divided by the total revenues in the prior period.

# KPI Information and Non-GAAP Reconciliations – Q2 YTD 2025 vs Q2 YTD 2024

## Reconciliations of Adjusted EBITDA and Adjusted EBITDA Margin to Net Income and Net Income Margin

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Total revenues	\$ 60,308	\$ 53,011	\$ 114,131	\$ 99,155
Net income	\$ 9,000	\$ 6,918	\$ 15,853	\$ 13,547
Interest expense	68	872	151	1,714
Interest income	(1,751)	(255)	(3,614)	(424)
Depreciation and amortization	3,901	2,968	7,260	5,981
Income tax expense	620	—	1,276	—
EBITDA	11,838	10,503	20,926	20,818
Acquisition-related expenses	19	—	52	—
Equity-based compensation	1,515	—	2,719	—
Interest income	1,751	255	3,614	424
Other non-recurring items <sup>(1)</sup>	10	—	10	(1,477)
Adjusted EBITDA	\$ 15,133	\$ 10,758	\$ 27,321	\$ 19,765
Net Income Margin	14.9 %	13.1 %	13.9 %	13.7 %
Adjusted EBITDA Margin	25.1 %	20.3 %	23.9 %	19.9 %

(1) Represents a one-time adjustment reducing commission expense, which resulted from the branch conversions. In January 2024, nine of our Branches converted to Corporate Branches. Upon conversion, agents of the newly converted Corporate Branches became employees and received salaries, employee benefits, and bonuses for services rendered instead of commissions. As a result, we released a portion of the unpaid commissions related to the converted branches that we no longer are required to settle.

## Reconciliation of Adjusted Free Cash Flow to Cash Flow from Operating Activities

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Cash Flow from Operating Activities	\$ 9,615	\$ 7,400	\$ 25,260	\$ 17,154
Purchase of property and equipment	(44)	(39)	(59)	(47)
Tax distribution to members <sup>(1)</sup>	(6,728)	(3,685)	(8,752)	(6,104)
Acquisition-related expenses	19	—	52	—
Adjusted Free Cash Flow	\$ 2,862	\$ 3,676	\$ 16,501	\$ 11,003

(1) Tax distributions to members represents the amount distributed to the members of TWFG Holding Company, LLC in respect of their income tax liability related to the net income of TWFG Holding Company, LLC allocated to its members.

# Income Statement and Balance Sheet Snapshot – Q2 YTD 2025 vs Q2 YTD 2024

## Income Statement

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>Revenues</b>				
Commission income <sup>(1)</sup>	\$ 54,562	\$ 48,662	\$ 103,347	\$ 91,207
Contingent income	2,033	1,258	3,696	2,334
Fee income <sup>(2)</sup>	3,329	2,689	6,340	4,921
Other income	384	402	748	693
<b>Total revenues</b>	<b>60,308</b>	<b>53,011</b>	<b>114,131</b>	<b>99,155</b>
<b>Expenses</b>				
Commission expense	34,151	31,962	65,965	58,405
Salaries and employee benefits	9,493	6,816	17,689	13,070
Other administrative expenses <sup>(3)</sup>	5,400	3,744	10,124	6,874
Depreciation and amortization	3,901	2,968	7,260	5,981
<b>Total operating expenses</b>	<b>52,945</b>	<b>45,490</b>	<b>101,038</b>	<b>84,330</b>
<b>Operating income</b>	<b>7,363</b>	<b>7,521</b>	<b>13,093</b>	<b>14,825</b>
Interest expense	68	872	151	1,714
Interest income	1,751	255	3,614	424
Other non-operating income, net	574	14	573	12
Income before tax	9,620	6,918	17,129	13,547
Income tax expense	620	—	1,276	—
<b>Net income</b>	<b>9,000</b>	<b>6,918</b>	<b>15,853</b>	<b>13,547</b>
Less: net income attributable to noncontrolling interests	7,043	6,918	12,558	13,547
<b>Net income attributable to TWFG, Inc.</b>	<b>\$ 1,957</b>	<b>\$ —</b>	<b>\$ 3,295</b>	<b>\$ —</b>
<b>Weighted average shares of common stock outstanding:</b>				
Basic	14,904,083		14,896,951	
Diluted	56,278,869		15,083,695	
<b>Earnings per share:</b>				
Basic	\$ 0.13		\$ 0.22	
Diluted	\$ 0.13		\$ 0.22	

(1) Commission income - related party of \$2,784 and \$1,912 for the three months ended and \$5,918 and \$3,021 for the six months ended June 30, 2025 and 2024, respectively

(2) Fee income - related party of \$893 and \$561 for the three months ended and \$1,727 and \$915 for the six months ended June 30, 2025 and 2024, respectively

(3) Other administrative expenses - related party of \$779 and \$382 for the three months ended and \$1,549 and \$783 for the six months ended June 30, 2025 and 2024, respectively

## Balance Sheet

	June 30, 2025	December 31, 2024
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 159,827	\$ 195,772
Restricted cash	11,174	9,551
Commissions receivable, net	25,234	27,067
Accounts receivable	9,353	7,839
Other current assets, net	2,937	1,619
Total current assets	208,525	241,848
<b>Non-current assets</b>		
Intangible assets, net	125,901	72,978
Property and equipment, net	3,263	3,499
Lease right-of-use assets, net	4,381	4,493
Other non-current assets	779	610
Total assets	\$ 342,849	\$ 323,428
<b>Liabilities, Redeemable Noncontrolling Interest and Equity</b>		
<b>Current liabilities</b>		
Commissions payable	\$ 16,223	\$ 13,848
Carrier liabilities	15,225	12,392
Operating lease liabilities, current	1,355	1,013
Short-term bank debt	1,942	1,912
Deferred acquisition payable, current	1,954	601
Other current liabilities	8,695	9,851
Total current liabilities	45,394	39,617
<b>Non-current liabilities</b>		
Operating lease liabilities, net of current portion	3,008	3,372
Long-term bank debt	3,028	4,007
Deferred acquisition payable, non-current	2,448	1,122
Other non-current liabilities	—	24
Total liabilities	53,878	48,142
Commitments and contingencies (Note 13)		
Redeemable noncontrolling interests	9,761	—
<b>Stockholders' Equity</b>		
Class A common stock (\$0.01 par value per share - 300,000,000 authorized, 14,904,083 and 14,811,874 shares issued and outstanding at June 30, 2025 and December 31, 2024, respectively)	149	148
Class B common stock (\$0.00001 par value per share - 100,000,000 authorized, 7,277,651 shares issued and outstanding at June 30, 2025 and December 31, 2024)	—	—
Class C common stock (\$0.00001 par value per share - 100,000,000 authorized, 33,893,810 shares issued and outstanding at June 30, 2025 and December 31, 2024)	—	—
Additional paid-in capital	59,889	58,365
Retained earnings	18,583	15,288
Accumulated other comprehensive income	52	83
Total stockholders' equity attributable to TWFG, Inc.	78,673	73,884
Noncontrolling interests	200,537	201,402
Total stockholders' equity	279,210	275,286
Total liabilities, redeemable noncontrolling interest and equity	\$ 342,849	\$ 323,428