

# Marble: Sell-Side M&A Case Study

Stonybrook served as an Exclusive Financial Advisor to InsurTech Marble on its sale to The Zebra

## Marble Overview

- ▶ Founded in 2020 as Marble Pay Inc., (the “Company” or “Marble”), is a one-hub digital wallet that allows members to shop, compare, and optimize their personal insurance.
- ▶ The Company was incubated by IA Capital and received \$10M in funding from leading investors such as Distributed Ventures, MS&AD, and Reciprocal Ventures.
- ▶ Stuart Winchester served as the founder and CEO of Marble

## The Zebra Overview

- ▶ Founded in 2012 as The Zebra, was created to simplify the shopping experience and employer consumers to regularly compare rates and policies. Currently The Zebra is the nation’s leading car and home insurance comparison site.
- ▶ The Zebra’s last financing round was a **\$150M in a Series D round** that propelled The Zebra into unicorn territory.

## Stonybrook Capital’s Role

- ▶ Stonybrook Capital, LLC and its affiliates (registered representatives of Weild & Co, member FINRA and SIPC) acted as the Exclusive Financial Advisor in connection with the acquisition.

July 2024



**Marble**

Acquired by

**THE  
zebra**

Price Undisclosed

**STONYBROOK CAPITAL**

Served as Exclusive Financial Advisor