

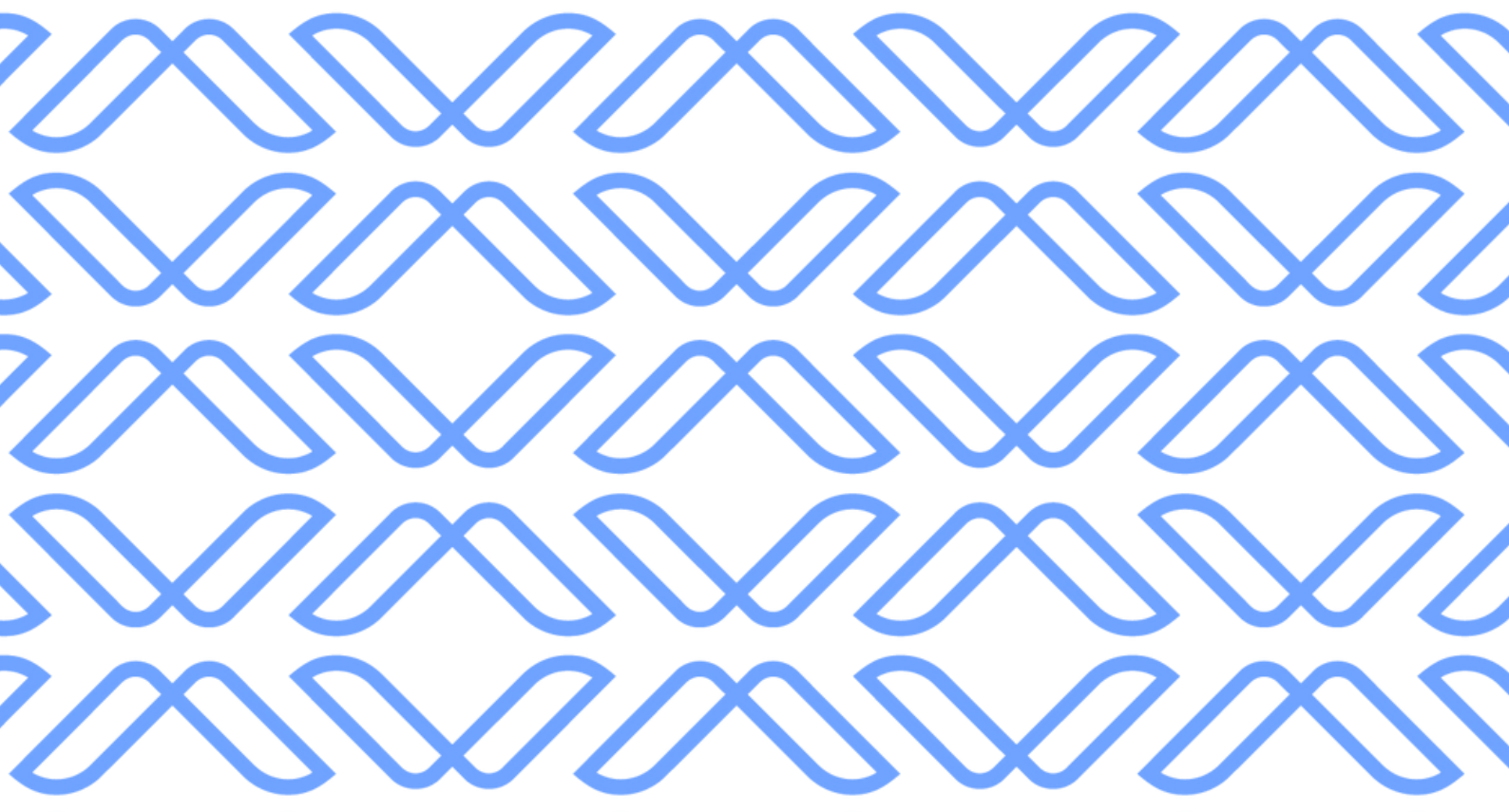


In the 24th edition of Verlingue News, sent to our WBN Partners before the annual global conference, this year taking place in San Diego, we take a look back at our results for the year 2023, Benjamin Verlingue presents our new Head of P&C for France, Sébastien Lenne and we also share some interesting news from the international Verlingue Teams.

During WBN's 70th Global Annual Conference, Benjamin Verlingue will be taking part in the "**independance and entrepreneurship**" round table, a theme which defines Verlingue perfectly.

Our participating team looks forward to sharing experiences, targeting business and creating long lasting relationships with all those attending the conference.

We hope you enjoy the read.



MORE CLIENT SATISFACTION

The Adelaïde Group, parent company of Verlingue, Génération and Cocoon, announced the Group's performance and achievements for the previous year on April 4th. The Group achieved an aggregate turnover of €400 million in 2023, recording 18% growth compared with 2022. Verlingue reported a total turnover of €285 million in 2023, a 19% increase, supported mainly by a strong organic growth but also targeted acquisitions, with around 35% of Verlingue's business generated outside France. Génération, which specialises in managing Health Insurance and pension contracts, is consolidating its growth with an 18% fully organic increase in comparison with 2022, achieving a turnover of €102 million in 2023. And with a turnover of 13 million euros, Cocoon, which specialises in the distribution of health and personal protection insurance for individuals, aims to become a recognised stakeholder in the digital and ethical distribution of supplementary Health insurance solutions.

"As an independent, family-run business, we aim to maintain this identity as we expand our operations both in France and abroad. These results confirm our ability to offer an alternative to large global or financialized brokers." Benjamin Verlingue, Deputy CEO, Adelaïde Group.

NEW APPOINTMENT

In October, Verlingue announced the appointment of Sébastien Lenne as Head of P&C for France. In his new role, Sébastien will be responsible for enhancing the range of services offered across all P&C lines to meet client's expectations, including structured solutions (ART, international programs). He will focus in particular on developing the technical expertise of the sales teams and consultants in charge of structuring and placing insurance programs. He will guarantee high value-added service quality throughout the entire client process.

"2024 promises to be an exciting year! We have top-level technical resources and tools that are constantly evolving. Our aim is to further improve the customer experience through digitalisation and consultancy quality. I'm delighted to join you for this WBN conference, which is a unique opportunity to share our ambitions with you, to discuss our business expertise and to share market insights. These meetings are important and support our ambitions for growth in property and casualty insurance." Sébastien Lenne, Head of P&C for France.



WHAT'S NEW?



Verlingue London Markets

Verlingue has launched Verlingue London Markets following the rebranding of specialist Lloyd's and London market wholesale broker NBJ London Markets. The business has also made a number of additional senior hires to expand its access to markets and expertise for its broker panel.

Verlingue London Markets specialises in placing domestic and international wholesale risks for marine cargo, motor fleet, property, and casualty. Barry Reynolds, who has over 35 years' London market insurance experience, has been appointed Executive Director and leads our expanded London Markets team.

The team will support the Verlingue group companies across Europe and our WBN partners across the globe.



New Italian Law requires companies to insure against catastrophic events

Italy has experienced devastating occurrences in recent months, leading the government to mandate that all Italian companies, both domestic and foreign with a permanent establishment in the country, must now acquire insurance covering natural disasters and catastrophic events.

Inser, a Verlingue company, can provide valuable expertise in catastrophic event insurance. Our specialists are well-equipped to assist companies in managing these risks.



Insurance intermediation in Switzerland: new regulation from January, 1st 2024

To operate on an untied basis, all insurance intermediaries must now acquire and prove the skills and knowledge required for their activity by means of a recognised diploma. They also have to be supervised by FINMA (Swiss Financial Market Supervisory Authority). As one of the largest insurance brokers in Switzerland, Verlingue AG's specialists meet all required standards and are registered in FINMA's public register therefore enabling high service-level support in this matter.

Come discuss these subjects with us!



KEY FIGURES

An insurance broker specialising in corporate protection, **Verlingue** provides its clients with simple and effective solutions to protect their business (corporate risks) and their staff members (employee benefits).

With offices in **France, Portugal, Switzerland, United Kingdom**, and most recently **Italy**, with the acquisition of a majority stake in INSER, Verlingue is now present in 5 countries. With WBN partners around the globe, Verlingue advises, negotiates, and manages insurance programmes for corporate clients.

And one overriding customer service ambition: ***Protecting today, imagining tomorrow.***

5 countries - 1 500 employees
35 offices in France, UK, Switzerland, Portugal and Italy
2 350 M€ Premiums



LET'S MEET IN SAN DIEGO!

1 - 4 MAY, 2024



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