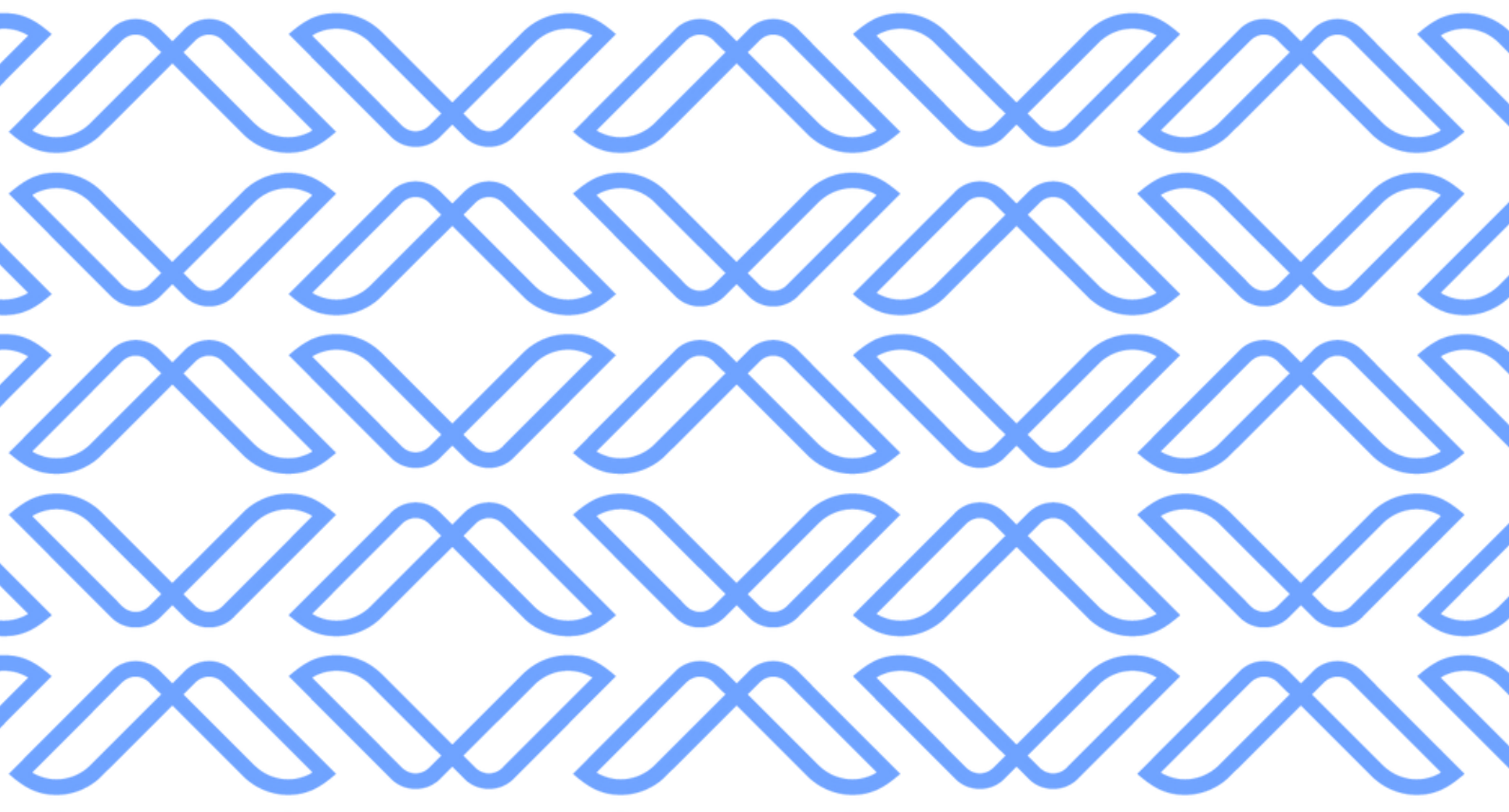




As we move forward into a new chapter with Benjamin Verlingue taking over the presidency of the group and the launch of our new Better Future 28 strategic plan, we're excited to share our 25th edition of Verlingue News, sent to our WBN Partners before the 71st global conference taking place in Marrakech.

In this edition, we share our latest news about INSER joining WBN, we announce our Lloyd's Broker accreditation for branch Verlingue London Markets Europe and we update you on different hot topics from each of our subsidiaries.

We hope you enjoy the read.



A NEW CHAPTER



The Adelaïde Group, parent company of Verlingue, announced the appointment of Benjamin Verlingue as its new Chairman and Chief Executive Officer (CEO) in June. Alongside this leadership change, the company has introduced a new strategic plan called "Better Future 28." This initiative aims to strengthen the Group's position by doubling its revenue by 2028, becoming Europe's leading family-owned and independant brokerage company.

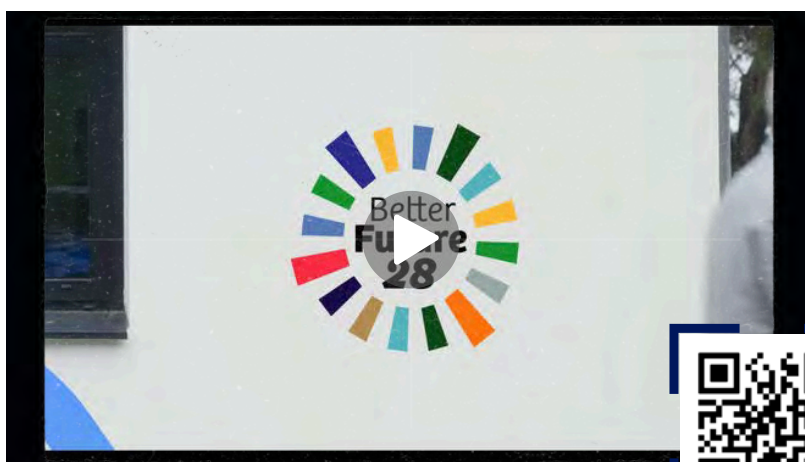
Each of the Adelaïde Group's companies have their own strategic roadmap. **Verlingue's plan is an ambitious project that aligns with Adelaïde's broader objectives, driven by the ambition to positively impact all stakeholders involved.**

To achieve this, Verlingue will intensify its sales efforts, focusing on client engagement and pursuing growth through acquisitions.

Key initiatives include improving efficiency, making greater use of data, digital tool development, ambitious training programmes and strengthening the ESG component of our offerings.

Over the next five years, over 400 new employees will join this growth initiative in France and Europe.

Find out more about our Better Future 28 plan:



INSER JOINS WBN



Inser, Verlingue's Italian subsidiary, has taken a significant step in its international expansion by joining WBN, therefore solidifying its role as a reliable broker, ready to address the specific challenges of both national and international clients with tailored solutions.

We met with David Lee Rodriguez, Head of the International Division of Inser, to speak about this new partnership:

David, how does Inser's affiliation with Verlingue and access to the WBN network benefit clients?

Inser's affiliation with Verlingue and its access to WBN's extensive network enable us to provide a seamless experience for our clients. We can ensure that their insurance needs are met with a high level of expertise and compliance, offering strong support both in Italy and abroad. Our deep understanding of local regulations and market dynamics further enhances this support.

What role does Inser aim to play for global companies?

Inser positions itself as a key partner for companies operating on a global scale, offering competitive and customized insurance solutions. Our goal is to be the trusted partner that helps businesses navigate the complexities of international markets.

How does joining WBN impact Inser's and Verlingue's long-term vision?

This partnership marks a new chapter in our commitment to supporting businesses in their global growth journey with integrated and secure risk management. It also strengthens our relationship with WBN, allowing us to build solid foundations for sustainable growth. We are well-positioned to deliver high-quality, tailored solutions that meet the evolving needs of our clients worldwide.

David Rodriguez
Head of the International Division - Inser



WHAT'S NEW?



Verlingue SAS has obtained Lloyd's Broker accreditation for its European activities through its branch Verlingue London Markets Europe.

The accreditation of Verlingue London Markets Europe compliments those already held by the group through our subsidiaries Eyssautier-Verlingue and Verlingue London Markets in the UK. This accreditation will enable us to place risks in the Lloyd's market for clients located in the European Union and Switzerland. We will also be able to place risks on a wholesale basis, for our broker partners.

Verlingue are amongst a small number of brokers globally with direct access into the Lloyd's market and this means we are able to provide our clients and partners with specialist cover and capacity solutions, particularly for difficult and complex Property, Casualty, Motor and Marine risks..



Swiss Pension System 2024: Two Votes, Two Outcomes.

Switzerland's pension system consists of three pillars: the state pension (AHV), occupational pension (BVG), and private savings. This year, two significant votes were held on retirement provision. In spring, the introduction of a 13th AHV pension was approved, granting pensioners an additional annual payment from 2026, equivalent to an 8.3% increase. In contrast, a reform of the occupational pension (BVG) was rejected in September due to its complexity, fears of pension cuts, and union opposition.

The outcome highlights the challenges in pension reform and the need for clear communication and social consensus. Many companies already offer enhanced BVG benefits, aiming to attract talent and improve conditions for part-time workers.

NEW TEAMS



France's Prevention Department welcomes new leadership.

Set up in 2009, the Prevention Department was created to offer companies top-tier support and protection against risks that could threaten their business continuity, while also helping them optimize their insurance programs. The team is made up of multidisciplinary engineers specializing in risk management and property and casualty insurance, conducting over 300 risk assessments annually. Following Ahcène Abid's retirement, Roland Baudu has been appointed as the new Head of this division.

"After 7 years with Verlingue, I am delighted to be taking over as head of the Prevention department. Management's priority this year is to develop our range of services to support and enhance our clients' Risk Management" - said Roland Baudu.



Launch of specialist Marine team

Verlingue UK has announced the launch of their new specialist UK and International Marine Division which will be headed by Maxime Nicolas. The Marine team has extensive experience of arranging specialist marine cover including:

- Hull and Machinery Insurance
- Cargo Insurance
- Marine Liability Insurance
- Protecton and Indemnity (P&I) Coverage
- Financial Protections

Marine insurance can be a complex issue and the UK's new team can help partners understand their client's risks and enable them to provide the most suitable UK or International placement solutions.



Luiza Fragoso Teodoro is appointed to the position of CEO of Verlingue Portugal.

In her role as CEO, Luiza Teodoro will be responsible for steering Verlingue Portugal towards sustainable development and growth across all its business sectors. This appointment is a key step in the continuity plan for Verlingue Portugal, which began in March 2021 following the full acquisition of its capital.

"I am very excited to join this fantastic team and hope to contribute to this ambitious project in a constantly transforming sector. The main challenge is to add value to the extraordinary work the team has been developing, while maintaining a focus on sustainable business growth," said Luiza Teodoro.



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 MARRAKECH!

23-26 OCTOBER, 2024

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