

Welcome to **AMSTERDAM**

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Verlingue News #28

As global economic, geopolitical and environmental pressures continue to reshape the risk landscape, international collaboration is becoming more essential than ever. Across all markets, organisations are facing increasing complexity — from cross-border operations to evolving regulatory environments and growing supply-chain exposure.

In this context, Verlingue continues to accelerate its international development, strengthening its expertise and reinforcing its commitment to supporting clients wherever they operate. A recent milestone in this journey is the appointment of Benjamin Verlingue as Treasurer of the Worldwide Broker Network (WBN), a role that reflects our long-standing involvement and ambition within the world's largest network of independent brokers.

In this new edition, we highlight several initiatives led by our teams across Europe — from long-term care solutions in Italy, to the expansion of Employee Benefits capabilities in the UK, and specialised support for the rapidly growing construction sector in Portugal. These examples demonstrate our continuous effort to combine local expertise with global reach.

We hope you enjoy the read.



WHAT'S NEW?



Benjamin Verlingue joins WBN Board as Treasurer

Benjamin Verlingue has been appointed Treasurer of the Worldwide Broker Network (WBN) and joins the network's Board of Directors. He will work alongside Gurpal Dhingra, newly appointed Chairman of the Board.

This appointment comes at a time when international and geopolitical challenges are increasingly shaping corporate risk management. It highlights the strong commitment of Verlingue and the Adelaïde Group to supporting clients worldwide through local expertise, digital tools and a solid global network.

👉 [\[LEARN MORE\]](#)



Nicolas Naftalski joins Verlingue

With more than 25 years of experience in France and internationally, Nicolas Naftalski brings strong expertise in performance management, transformation and ESG strategy. His arrival marks a new milestone in Verlingue's development and international expansion.

As part of the Better Future 28 plan and the Adelaïde Group's ambition to become Europe's leading independent family-owned insurance broker, Verlingue is evolving its organisation around three strategic pillars:

- The **Verlingue Enterprise** division covers the French corporate market.
- The **Specialty & Affinity** division brings together Real Estate, Eyssautier-Verlingue and [Loan insurance activities](#).
- The **Verlingue International** division unites operations in the UK, Switzerland, Italy and Portugal, representing more than 37% of the group's revenue. This division will reinforce synergies across countries and support local growth.

👉 [\[Read more about it!\]](#)



Nicolas Naftalski

Deputy CEO, Specialty & Affinity and in charge of international subsidiaries operations - Verlingue

WHAT'S NEW?



Demographic ageing in Italy: key risks & insurance answers

Italy is facing a rapid demographic shift: longer life expectancy combined with one of Europe's lowest birth rates is increasing the proportion of people over 65, while the working-age population continues to shrink. Today, more than 3.5 million people are non-self-sufficient, a number expected to reach 5.6 million by 2040. This trend puts strong pressure on the public healthcare and welfare system, especially long-term care services.

As life expectancy rises without equivalent gains in healthy life years, families increasingly face significant costs linked to home assistance, specialised facilities and long-term support. In this context, insurance solutions play a crucial role in complementing public coverage.

Long-Term Care (LTC) insurance provides a lifelong monthly annuity when an individual becomes unable to perform key daily activities independently.

Verlingue Italy has recently launched a new LTC solution with Zurich, offering:

- a **€1,500 lifetime monthly benefit** in case of non-self-sufficiency,
- a **competitive annual premium**,
- **digital onboarding** with **no medical exams**,
- and the option to insure **first-degree relatives up to age 70**.

Once considered a niche product, LTC is now gaining traction among individuals seeking to protect their assets, and among companies looking to enhance employee welfare in the context of an ageing workforce.



Verlingue UK acquires Cambridge based Employee Benefits specialist EBCam

Verlingue UK has acquired Cambridge-based Employee Benefits specialist EBCam, marking a new milestone in its international expansion and strengthening its Employee Benefits capabilities across key markets. The acquisition builds on the successful integration of Brunsdon Employee Benefits in 2023 and supports Verlingue's Better Future 28 strategy.

EBCam brings strong expertise, trusted client relationships and a culture closely aligned with Verlingue's values. The partnership expands Verlingue's UK footprint and creates new opportunities to enhance services for organisations operating internationally.

"We are proud of what the EBCam team has built and excited about what this partnership will mean for our clients and colleagues."

James Bolton, CEO at EBCam

👉 [\[Read the full article here\]](#)

WHAT'S NEW?



Switzerland: Verlingue Affinity - attractive employee benefits

Verlingue Switzerland has launched Verlingue Affinity, a dedicated service that helps employers strengthen their employer brand by offering employees and their families access to attractive insurance benefits with minimal effort for the organisation.

With Verlingue Affinity, companies can provide preferential conditions on selected insurance solutions, including optional coverage for family members living in the same household. Special terms are negotiated directly by Verlingue with its insurance partners, allowing employees to benefit immediately while employers remain fully relieved of administrative tasks and contract handling.

As a pragmatic and effective fringe benefit, Verlingue Affinity offers clear advantages:

- no additional workload for HR or payroll teams
- simple internal communication via intranet, email or payslip information
- advice, policy conclusion and claims handled directly by the insurance partners

Demand for employee benefits continues to grow, with insurance solutions consistently ranking among the most valued benefits. In this context, Verlingue Affinity provides a scalable and practical way to enhance employee engagement and retention without adding complexity.

Learn more about Verlingue Affinity ?

👉 [\[More information\]](#)



Specialised risk solutions for Portugal's construction growth

According to recent reports, the construction sector in Portugal is expected to grow by around 4.4% in 2026. In this context, Verlingue Portugal operates in an integrated manner to support its Clients, beginning with an analysis of the activities and works to be carried out, ensuring that the insurance policies adequately reflect the needs of each project.

Based on the portfolio, technical information is prepared, along with proposed actions and solutions to be presented to the insurance market, ensuring protection both during the execution of the works and after their completion. The Portuguese subsidiary develops and negotiates solutions such as Public Liability for Construction Activities, CAR, Single Project and international solutions, and can also structure comprehensive programmes for companies with broader portfolios.

Following the placement of the policies, it provides training to site management teams to ensure they understand the scope of cover and know how to act in the event of a claim. Finally, Verlingue Portugal ensures specialised support throughout the claims-handling process, a stage in which the value of the insurance policy as a risk-management tool is demonstrated in practice, and where Clients experience the reassurance of having the support of a specialised broker.

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 Italy**, 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 - 1 600 employees
+35 offices in France, UK, Switzerland, Portugal and Italy
3 200 M€ Premiums



Verlingue is part of the Adelaïde Group:



Let's meet in **AMSTERDAM**

1-2 February 2026



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