



VERSPIEREN GROUP

Brokerage for your company

An aerial, high-angle photograph of a large, paved public square. The square is filled with many people walking in various directions. The pavement is made of light-colored, rectangular tiles. The overall scene is busy and urban.

*We are France's leading
family-held insurance
brokerage group,
at your service to bring you
the very best in insurance.*



*Insurance brokerage is our passion.
We aim to support all of your plans and projects
and give you the freedom you need to take action.
The Group's 2,000 employees are by your side
every step of the way, working to bring you
the very best insurance every day around the world.*

The strength **of a family-run group**

THE STRENGTH OF OUR ENTREPRENEURIAL MODEL

“The Verspieren Group is based on a unique model: that of a family of companies that allows its members freedom to take action and the ability to support all of our clients through their national and international development plans. We foster entrepreneurial spirit that enables our family to grow and share our experiences and value created while supporting all clients in their plans. We aim to promote all areas of insurance brokerage specialisation, boosting awareness of our profession, our expertise and our values throughout the insurance industry. Our collective energy combined with the Group’s financial stability allow us to obtain the very best insurance solutions at the very best prices. This in turn allows us to continue working for our clients’ interests.”

Pierre-Anthony Verspieren
CEO

WE ARE ENTREPRENEURS WORKING FOR ENTREPRENEURS

As a family-run group, we have all the tools we need to plan long-term development. This lends us a significant advantage, as it means we keep complete, independent control over our investments. Today, our growth strategy is driven by an ambition to bring together all specialised fields in insurance brokerage, thus keeping control over each and every component.

Our organisation’s agility allows us to take decisions quickly and implement solutions to support you in the long term.

WE HELP YOU TAKE ACTION

As France’s third leading insurance brokerage group, we are in a strong negotiating position to help you get the fairest rates with insurers. In the event of an accident, we tirelessly defend your case to ensure you receive the very best compensation. By drawing on the financial leverage of our family of companies, you’ll be helping ensure the success of your projects and plans.

JOINING THE VERSPIEREN GROUP’S FAMILY OF BROKERS

To be a part of the Verspieren Group is to share our values and beliefs:

- Drawing on the collective strength and financial leverage of the Group to boost clients’ success;
- Increasing opportunities for collaboration and making use of other members of the Group’s know-how and expertise to find effective, innovative solutions for our clients at the very best price;
- Committing to promoting all the diversity inherent to the insurance brokerage trade and working to improve the industry and employees’ professional development;
- Managing your company independently.

Verspieren Group's history

All of the Group's businesses are driven by the same entrepreneurial spirit that Alfred Verspieren displayed in founding Verspieren back in 1880. They share a desire to be a part of a powerful, independent group that respects values such as commitment, passion and creativity.

1880: VERSPIEREN'S ROUBAIX ROOTS

Everything began in Roubaix in 1880. The textile industry here was flourishing. The spinning mills were working at full capacity, but poor health and safety conditions resulted in devastating fires. Alfred Verspieren decided to turn his attentions to insurance, a market he believed had huge potential. He was to become the insurer for some of the textile industry's biggest names. Thanks to the fire insurance he provided, his company met with incredible success.

1880-1980: THE COMPANY PICKS UP SPEED

In the early 20th century, Pierre Verspieren, son of Alfred, joined the company. In order to adapt to the new economic landscape of the twenties (the rise of industrialisation), the directors turned to brokerage and founded Lloyd Continental.

As the company turned fifty the third generation of the family was preparing to take over: Pierre and Charles Verspieren.

In the sixties, the textile industry was hit by the financial crisis. Market changes needed adapting to, and once again, creativity and responsiveness were required. Pierre-Dominique, son of Pierre, and Charles-Henri, son of Charles, were responsible for restructuring the company. They are the fourth generation of the Verspieren family.

In the seventies, Verspieren opened its first Paris office.

1980-2007: THE VERSPIEREN GROUP IS BORN

Verspieren turned 100 in 1980! After a century of development in France, the company was at the dawn of a new era of significant development. Pierre-Dominique and Charles-Henri Verspieren were tasked with overseeing this growth.

They founded several companies to diversify the group's brokerage activities: Verspieren Credit Management, specialising in insurance/credit brokerage, reinsurance broker Verspieren Global Markets, Platus, an insurance broker specialising in political risk, and Cirano, especially for the automotive industry.

In parallel to this, they launched an extremely ambitious external growth strategy. Solly Azar, Labalette, Montmirail and Assurances Deleplanque, as well as SLA, the SAAM Verspieren Group and IPAC 64 joined the Verspieren Group.

Finally, they looked to Europe and the wider world and opened offices abroad. Between 1998 and 2000, Mediator, Alkora and Asseurop in Portugal, Spain and Belgium respectively were tasked with supporting the Group's clients in Europe. In 1999, Verspieren took part in founding Assurex Global, the leading international network for independent brokers.

The Verspieren Group was born. It immediately ranked amidst France's top five brokers.

2007-2015: INTERNATIONAL EXPANSION

2007 was a milestone year for the Verspieren Group as leadership of the group passed into the hands of the fifth generation of the family: Pierre-Anthony and Maxence Verspieren, the sons of Pierre-Dominique Verspieren, took over management of the group.

The Group's expansion plans continued. New businesses joined the family of companies: DIF, Cabinet Branchet, Collecteam, ACE (Verspieren Côte-d'Azur) and Assurances & Conseils added to the Verspieren Group's portfolio of skills in leading sectors such as the medical, transport and construction industries.

The Group began expanding globally with the founding of the Verspieren International network in 2012, which aims to support our clients and better serve them in their international development plans and projects.

Partnerships were formed with German broker Funk Gruppe and American broker Arthur J. Gallagher. Verspieren Italy opened its doors in Milan and Swiss broker Optimum also joined the Group.

2016-2017: THE DIGITAL AGE

The Verspieren Group continues its own digital revolution with Verspieren Smart Up, a company that aims to provide support, particularly financial, to insurtech start-ups and innovative young companies.

THE BOARD OF DIRECTORS

Pierre-Antony Verspieren
CEO

Maxence Verspieren
Member of the board of directors

Charles Verspieren
Member of the board of directors

Pierre Dominique Verspieren
Member of the board of directors

Charles-Henri Verspieren
Member of the board of directors

Monique Verspieren
Member of the board of directors

Alfred Hauttecoeur
Member of the board of directors

Dominique Sizes
Member of the board of directors
and managing director of Verspieren International

Stéphane Lepoutre
Member of the board of directors

KEY FIGURES FOR THE VERSPIEREN GROUP

€345m
turnover
in 2016

2,100
employees including
125 abroad

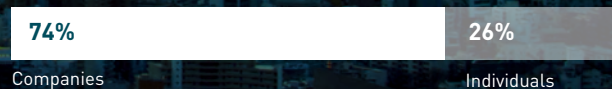


BREAKDOWN OF INCOME OF THE VERSPIEREN GROUP'S TURNOVER IN 2016

By branch of insurance



By type of risk



Corporate risk



€180.4m in turnover
1,080 employees

Personal insurance



€75.2m in turnover
490 employees

Partnerships and individuals



€89.4m in turnover
530 employees



The Verspieren International network aims to better serve and support you through your development plans and operations outside of France.

Verspieren International

www.international.verspieren.com



VERSPIEREN INTERNATIONAL IS YOUR GATEWAY TO THE REST OF THE WORLD

"Defending your interests around the globe is our priority. We act with the same rigorous standards as we do in France, drawing on the Verspieren International network, our network of subsidiaries and partners abroad."

Dominique Sizes,
Member of the board of directors
Managing director of Verspieren International

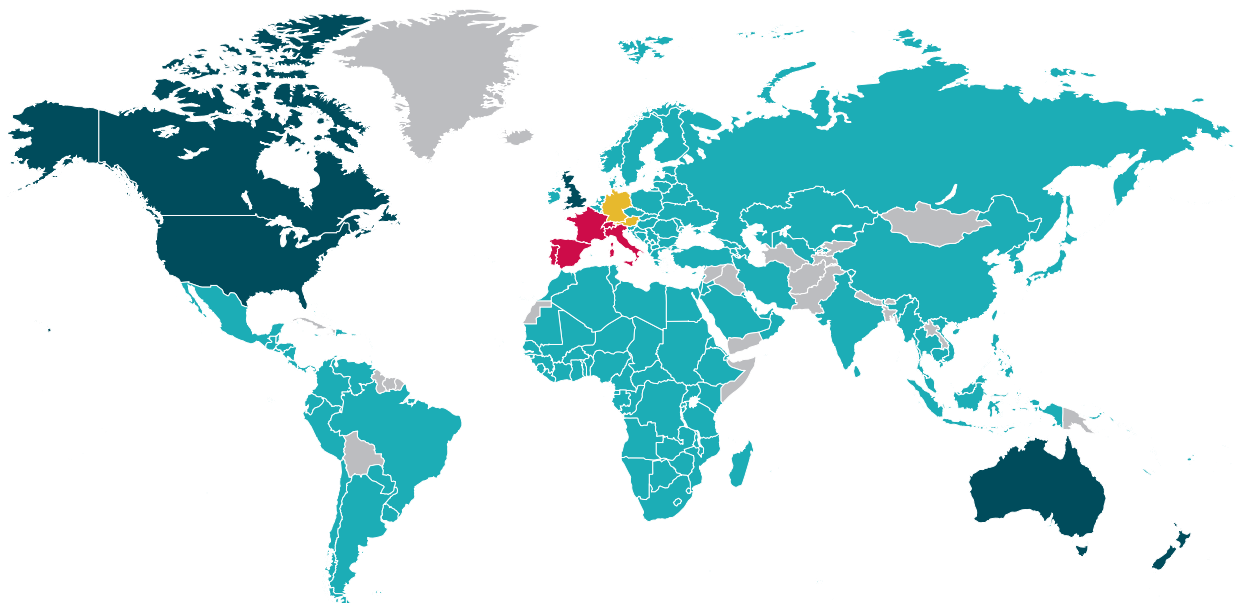
SUPPORTING YOU WHEREVER YOU ARE TO THE SAME HIGH STANDARDS

To provide you with a quality service wherever you are, we draw on our team of 85 employees in France, our European subsidiaries Verspieren Italy, Alkora in Spain, Mediator in Portugal and Optimum in Switzerland, as well as on our 85 partners, all leaders in their markets, who have been meticulously selected from around the world.

VEGA: GIVE YOUR RISK MANAGERS THE BIGGER PICTURE

With VEGA, enjoy a comprehensive overview of all your contracts. Vega is an extranet website that gives your risk managers visibility across all policies and accidents abroad at any given moment, wherever they are in the world. Our website displays data by country, subsidiary and branch of insurance, and is regularly updated by our network and monitored by us.

BY YOUR SIDE IN 135 COUNTRIES



■ Verspieren Group subsidiaries ■ Strategic alliance: Gallagher ■ Strategic alliance: Funk ■ Partners



The Verspieren Group encompasses over 20 companies, whose expertise covers all insurance brokerage fields. We provide you with a 360° degree overview of the market, as well as an expert to handle each of your streams.

Verspieren Group's companies



MADRID – SPAIN P&C INSURANCE AND EMPLOYEE BENEFITS

A multi-specialist insurance broker working with companies, local authorities and private individuals, Alkora offers a wide selection of solutions for risk assessment and investment for all sectors.

Alkora is one of the Spanish market's leading independent insurance brokers and operates across mainland Spain with five regional offices (Madrid, Barcelona, Bilbao, Vitoria and San Sebastian).

Insurance plans for local authorities and public administration bodies, education establishments, vehicle fleet insurance, insurance and self-insurance plans for transport companies (land, sea and air), construction, health expenses, retirement.

For private individuals: basic insurance, yachts, art, sports (golf, etc.), hunting and fishing.

www.alkora.es



LILLE – FRANCE P&C INSURANCE AND EMPLOYEE BENEFITS

Assurances Deleplanque is one of the five biggest brokers north of Paris. Anchored in its local roots, it draws on its national reputation and international expertise to meet the needs of clients and prospects.

Its teams support SMEs, large companies and local authorities through the expertise of their specialised departments, working in various partnerships and with a number of innovative services. The company has developed four major areas of expertise: construction, industry and energy, health and medical, and business, services and transport.

For its private individual clients, the broker has developed an approach based on proximity and trust.

Established in 1927, Assurances Deleplanque enjoys the assets of an international body with which to support its clients' growth. Without ever forgetting its family-based culture, the company is now renowned for the high quality of its services.

Assurances Deleplanque joined the Verspieren Group in 1997.

www.assurances-deleplanque.fr



PARIS – FRANCE
CONSTRUCTION, P&C INSURANCE AND EMPLOYEE
BENEFITS

Assurances et Conseils is one of France's 20 leading generalist brokers. This auditing and brokerage firm brings together over 100 employees tasked with defending your interests with complete independence, supporting you through risk assessment, contract management and damage compensation.

At Assurances et Conseils, enjoy a single, objective advisor who looks after your file for the duration of your contracts. Your advisor will work closely with you to offer personalised solutions that meet your needs. Your advisor is on hand to guide you through the complex processes of reducing costs by taking adapted preventative measures, negotiating contracts, monitoring changes to the market and legislation. Your contact's knowledge of who's who in the world of insurance as well as their skills and financial stability will allow them to advise and defend you to the very best of their abilities.

Assurances et Conseils joined the Verspieren Group in 2013.

www.groupepac.fr



LILLE – FRANCE
FORMATION AND CONSULTING

Brisset Partenaires is an insurance audit firm specialising in three areas:

Audit: its experts help you optimise your insurance plan and make savings. They can carry out an extensive audit of the risks faced by your company, as well as an audit of your insurance plans, to see if they're as effective and adapted as they could be. Following on from this, they can organise private or public calls for tenders on your behalf.

Guidance: Brisset Partenaires lends you its expertise in 3 key stages: ahead of time, helping you make the right decisions; after an accident, to help you receive the best compensation; and throughout your contract, to continuously check you're receiving the right services for you as your business develops.

Training: the company offers customised insurance training in an array of areas to help your employees get up to scratch when negotiating with insurers. You choose the topic, participants and pace of the training – we take care of the rest.

www.brisset-partenaires.com

CABINET
BRANCHET

GRUPE VERSPIEREN

GRENOBLE – FRANCE
MEDICAL

The Cabinet Branchet is the only company on the French market exclusively dedicated to medical professional liability insurance for operating theatre staff and to legal assistance. As the unrivalled leader in this highly specific market, it insures close to 5,900 of the 10,000 practitioners working in operating theatres.

The uniqueness of its structure is based on its partnership with ASSPRO, an association of doctors committed to preventing risk and defending their colleagues.

The professional liability contract offers practitioners guarantees that are perfectly adapted to ensuring they enjoy peace of mind in their work. As well as basic guarantees such as professional civil liability, operations, employer insurance, it also insures for work abroad, volunteering and locums under some conditions.

Its legal protection contract is extremely comprehensive, and features no assistance threshold, or waiting periods. Its maximum litigation cover is high and covers practitioners around the world. All litigation related to the profession is covered.

The Cabinet Branchet joined the Verspieren Group in 2011.

www.cabinetbranchet.fr





PARIS – FRANCE CONSTRUCTION



Capra Assurances is a brokerage company that primarily focuses on corporate risk, with 3 areas of specialisation:

Homebuilders: its CAPRAMI software ensures it remains at the cutting edge of technology in the administrative and commercial management of this type of risk. Additionally, its in-depth knowledge of the market and the trust it places in its insurer partners allow it to lend you its invaluable expertise.

Construction insurance: whether you're a tradesman, a construction company, an architect or project manager, a developer, an estate agent, a trader or manufacturer of construction materials or whether your work is governed by the Spinetta Law, the company offers you its experience and expertise to find the insurance solutions best suited to your circumstances.

Transport insurance: its in-depth experience of this very particular type of insurance allows it to provide a highly technical, comprehensive overview of your needs.

Capra Assurances also offers corporate insurance (property, liability and life and health insurance) and insurance for private individuals, in particular work damage insurance.

Capra Assurances joined the Verspieren Group in 2013.

www.capra.fr



AMIENS – FRANCE MOTOR INSURANCE

In France and abroad, Cirano develops its own plans to suit each individual client.

Cirano offers mechanical breakdown insurance and maintenance contracts for new and second-hand vehicles via a network of 2,000 partner points of sale.

Warranties and warranty extensions for cars: manufacturer warranty add-ons (mechanical cover), manufacturer warranty extensions, 'all risks except' mechanical cover, with or without diminished value.

Two-wheel vehicles: warranties and manufacturer warranty extensions for new and second-hand vehicles.

Camper vans: warranties and manufacturer warranty extensions for second-hand vehicles.

Cirano has been a member of the Verspieren Group since it was founded in 2002.

www.cirano.com



ORLÉANS – FRANCE EMPLOYEE BENEFITS

As a specialist in the field of complementary social security protection, COLLECTeam sets up and manages complementary social security plans for private companies and regional authorities.

It works to boost your social security policy while consolidating your complementary social security plans.

For private companies: complementary social security plans are part of a complex, ever-changing legal landscape made all the more complicated by the recent emergence of multiple, often contradictory, texts. Set against this social and financial backdrop, COLLECTeam helps you through the entire process of setting up retirement and healthcare plans.

For regional authorities: the decree dated 8 November 2011 grants regional government civil servants financial aid paid by their employer to cover retirement and healthcare costs, a decision that has revolutionised the regional civil service context. Having worked in the public sector for close to 20 years, COLLECTeam naturally began specialising in contribution agreements that result in setting up collective retirement and healthcare plans.

Collecteam joined the Verspieren Group in 2011.

www.collecteam.fr



AVIGNON – FRANCE WHOLESALE AND MOTOR INSURANCE

DIF is a brokerage firm specialising in transport. DIF is the market's only wholesale broker to offer insurance plans for public goods and passenger transport fleets via a network of 1,200 general agents and brokers.

Its main area of business lies in selling insurance to vehicle fleets operating in the following sectors:

- public goods transport;
- public passenger transport;
- own account transport;
- short rental vehicles;
- assistance.

DIF Assurances joined the Verspieren Group in 2007.

www.difassurances.com



PARIS – FRANCE WHOLESALE

Established in the nineties, IPAC 64 was originally a wholesale broker specialising in high risk car insurance. Its professionalism and efficiency earned it the trust of insurance companies that handed full management of their accounts over to it.

In 2008, IPAC 64 founded the Best Assurances website open to partner brokers and private individuals, allowing clients to sign up to and manage insurance contracts online, whether in mainland France or its overseas territories.

IPAC 64 joined the Verspieren Group in 2003.

www.best-assurances.com



PARIS – FRANCE WHOLESALE

JP Labalette creates, develops and designs new insurance products. The group is the brain behind the 'SOS Malus' car insurance designed for high-risk drivers. The group thus meets the needs of millions of policyholders in difficulty.

The group also offers innovative solutions for motorbike insurance, temporary car insurance, complementary health insurance and healthcare cover for expats. JP Labalette has been supporting expats from major NGOs and the French civil service for nearly 20 years now.

www.jplabalette.com



LISBON – PORTUGAL P&C INSURANCE AND EMPLOYEE BENEFITS

Established in 1979, Mediator is a generalist insurance broker. It oversees all branches of insurance, from general non-life insurance to complex civil liability cover, including life insurance. It can also offer plans abroad.

Its client list includes many French agri-feed groups and manufacturers. In addition to companies, Mediator also offers services for private individuals.

Mediator joined the Verspieren Group in 1997.

www.mediator.pt



MARSEILLE – FRANCE CONSTRUCTION AND EMPLOYEE BENEFITS

Boasting over a century of experience in Mediterranean insurance brokerage, Montmirail guides its clients through the process of researching and implementing insurance solutions adapted to their line of business.

A coverholder at Lloyd's of London, Montmirail is very active in the field of construction insurance, one of its specialties. Its teams have forged a number of partnerships with key players in the construction industry (developers, engineers, construction companies, developers and project managers) in the south of France.

Montmirail is also well-known in the fields of industrial risk, corporate risk and SME and professional insurance (damage to property, civil liability, vehicle fleets), maritime and transport insurance and supporting clients on a social and fiscal level thanks to its Life Insurance department.

www.montmirail.com





ZURICH, GENEVA, LUGANO – SWITZERLAND P&C INSURANCE AND EMPLOYEE BENEFITS

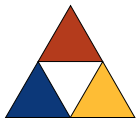
Established in 2004, Optimum is active on the Swiss market with three offices based in Geneva, Zurich and Lugano. The Swiss broker offers clients tailored services in three broad areas: the life/retirement/mortgage department, the non-life department (primarily professional civil liability and accidents) and the transport department, with finely honed specialisation in jewellery, art, valuable items and raw material international trading.

Its human scale ensures it is able to adapt rapidly to clients' needs by offering a completely personalised service.

Optimum is certified by Lloyd's.

It joined the Verspieren Group in 2014.

www.optimum-mfs.ch



PLATUS

PARIS – FRANCE POLITICAL RISKS

Platus is entirely dedicated to political risk, international credit insurance and surety bonds.

The broker has been certified by Lloyd's since 2004, giving it direct access to the London market's policyholders.

Platus lends its expertise to companies and large groups, encompassing all sectors of trade, industry, engineering and finance, primarily in France and Europe, but in other parts of the world, too. It manages over a third of CAC 40 companies as well as a number of SMEs.

Platus embraces its own approach to brokerage: a win-win relationship for all in which the interests of both policyholders and insurers meet.

- Political risks: threats related to decisions taken by public authorities (nationalisation, embargo, expropriation, discriminatory taxation) or a political situation (revolution, coup, terrorism, conflict).
- Commercial risks: risks of non-payment for suppliers, insolvency or debt payment refusal.
- Surety bonds: financial and technical negotiation upon implementing surety bonds, market (offsetting, advance payment, etc.) or legal (customs, reclaiming) guarantees.

www.platus.eu



PARIS – FRANCE AVIATION



SAAM Verspieren Group specialises in aeronautical risk management and placement.

It advises, supports and provides the most suitable solutions to its professional and private individual clients.

Loss of license, death, temporary total work disability for pilots and cabin crew staff, civil responsibility, damages, individual accident, etc. It is active in all aspects of aeronautics, from free flight to airlines via kite-surfing, gliding, parachuting, general aviation and aeronautical companies of all sizes.

Saam Verspieren Group is currently the only broker to offer such a broad and comprehensive range of aeronautical insurance solutions.

www.saam-assurance.com



S. L. A.

Courtier en Assurances

LIMOGES – FRANCE HIGH NET WORTH INSURANCE

SLA is a brokerage firm specialising in insurance for castles, historical monuments and mansions.

Thanks to its expertise and in-depth knowledge of the sector, SLA offers precise risk assessment, develops personalised guarantees and puts forward prevention recommendations for owners of mansions with or without a commercial function.

SLA has added to its portfolio of services by developing insurance solutions dedicated to areas of business that can be operated out of castles and mansions: tours, guest rooms, private and professional receptions, filming, etc.

Insurance for old listed mansions and castles, civil responsibility for overnight guests, insurance for art work, insurance for luxury guest rooms and wedding insurance.

www.assurancesdechateaux.com



PARIS – FRANCE WHOLESALE



Established in 1977, Solly Azar, a pioneering wholesale broker, has tirelessly reinvented itself since its beginnings to stay ahead of its intermediaries' and clients' needs.

As France's second biggest wholesale broker, it develops, distributes and manages non-life and life insurance for private individuals and professional clients.

Solly Azar is also well-known on the tenants' risks market. It distributes its products via a network of 8,000 intermediaries and through its partnerships with key accounts (car manufacturers, mass retail, financial establishments).

Solly Azar has been working on a new corporate project since 2016 in a bid to become more attractive: a pioneering leader in its market with a taste for exploring new territory.

To foster trust and strengthen its proximity to the brokers in its network, it set up a shared work space on its premises (Solly Factory) and is putting new sales teams into action in the field as well as by distance via the Solly Hub, which will enjoy the very latest interactive tools to promote its offers, train intermediaries and help them sell.

Solly Azar also plans to invest heavily in digital in order to develop business while simplifying processes: online payment and services, new mobile apps and websites, web services, etc. Finally, the Solly Box is an innovative transactional space open to policyholders, intermediaries and the Solly Azar teams to optimise and facilitate how private individuals and professionals manage their insurance.

Solly Azar joined the Verspieren Group in 2005.

www.sollyazar.com



**LILLE, PARIS, MONTPELLIER, NICE, NANTES,
TOULOUSE – FRANCE
P&C INSURANCE, EMPLOYEE BENEFITS AND
SPECIALTIES**

Verspieren is a generalist broker with over 135 years of experience, offering services for companies and private individuals. Its goal is to give its clients the freedom to take action. Verspieren helps you take the right risks, gives you the trust you need to move forward and guarantees maximum security with which to invest with peace of mind. To do so, Verspieren grants you access to the very best services and insurance solutions at the very best price.

Verspieren has developed strong corporate experience in the fields of corporate risk, life insurance and affinity. Whatever your line of business, size or projects, Verspieren has the solutions you need to do business. Thanks to its expert knowledge in each area of business, Verspieren takes brokerage to the highest possible levels of precision and innovation.

In partnership with key players in the field of insurance, unions and professional associations, multi-skilled Verspieren has developed industry-specific solutions especially for you: construction, property professionals, regulated professions, renewable energies, jewellery, etc.

www.verspieren.com



**PARIS – FRANCE
TRADE CREDIT INSURANCE**

Verspieren Credit Management is a brokerage firm specialising in trade receivables financing and cover.

Tracking down credit, factoring, surety bond and leasing insurance solutions.



**PARIS – FRANCE, LONDON – ENGLAND
REINSURANCE AND INTERNATIONAL MARKETS**

Verspieren Global Markets specialises in global brokerage as an insurance and reinsurance broker, insurance agency and specialist in engineering products.

For the past 25 years it has been active on the insurance, reinsurance and financial markets, working for clients that include brokers, large companies, insurers, cooperative insurance bodies and retirement institutions in France and abroad.

A Lloyd's Broker since December 2015, it has an office in London. Verspieren Global Markets is consolidating its existing partnerships, whether partnerships with specialised brokers, Lloyd's union or insurance and reinsurance companies based in the British capital.

It also operates as an insurance agency for jewellers, night clubs, construction insurance, individual accidents, forest insurance, athlete insurance and sports clubs (Sport Pro Ré), property insurance, professional civil liability and special risks.

www.verspierenglobalmarkets.com



**MILANO – ITALY
P&C INSURANCE AND EMPLOYEE BENEFITS**

Verspieren Italy primarily focuses on P&C insurance for companies. The Italian broker also boasts expertise in life insurance and in aviation.

Corporate risk, employee benefits, automotive, food, maritime insurance, automobile risks, works of art, affinity, aviation, construction.

Risk Management, Risk Assessment, Claims Management.

www.verspieren.it



**PARIS – FRANCE
INVESTMENT**

Verspieren Smart Up is dedicated to financial investment for start-ups.

Its objectives are three-fold: to promote Verspieren among companies gearing up to revolutionise the world of insurance, to strengthen ties between the group and the digital industry, and to invest in high growth potential companies through capital.

Verspieren Smart Up is an integral part of the brokerage group's wider digitalisation strategy.

www.groupeverspieren.com

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