

Press release

Quimper / Paris / Marseille / London
5 September 2019

Verlingue bolsters its Marine and Transport expertise with the acquisition of the Groupe Eyssautier

Today, Verlingue announces a new external growth operation in France with the acquisition of the Groupe Eyssautier (Paris, Marseille, London), and bolsters both its marine and transport expertise in addition to its geographical network.

In March, Verlingue introduced its 2022 strategic plan—characterised by transformation, innovation and growth—with the aim of strengthening its expertise and speeding up its development in France and abroad.

Against this backdrop, Verlingue has acquired one of the world's top specialists in marine and transport insurance with a turnover of €9 million and a workforce of more than 50 employees from 10 countries.

Founded in 1935 and run by the Eyssautier family for three generations, the Groupe Eyssautier generates 70% of its business internationally and benefits from direct access to the world's leading insurance market (Broker at Lloyd's since 2005).

The Groupe Eyssautier has grounded its development in the same criteria and values as Verlingue, based on expertise in consultancy, contract management as well as customer satisfaction.

The Groupe Eyssautier's managers and executives will continue to manage the company and will work closely with the Verlingue teams to pool their strengths and develop synergies for the benefit of their customers and employees, in France and internationally.

With the objective of generating 40-50% of its turnover abroad in the short term, Verlingue will be able to rely on Eyssautier, which generates the majority of its business internationally. The sharing of skills between both entities' teams will also benefit clients by facilitating their access to new countries and insurance programs.

Jacques Verlingue, Chairman of Verlingue and the Adelaïde Group says: *"This acquisition forms part of our 2022 strategic plan, illustrating our ambitions for Verlingue both in France and abroad. With the integration of Eyssautier, Verlingue will benefit from a high level of expertise in the extremely promising marine and transport risk market, and from an unrivalled international experience. Pooling our strengths and skills will be beneficial for our clients and partners, and for all our teams in France and Europe."*

Mathieu Berrurier, Chairman of the Groupe Eyssautier: *"Choosing Verlingue seemed to be the obvious choice for Eyssautier. We share the same values and commitments to our customers and employees. Verlingue is a successful company with high ambitions; it is a great opportunity for Eyssautier, its customers and its teams who will benefit from the strength of a large broker while retaining the values of a family owned company to which we are committed."*

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Insurance broker specialising in marine and transport insurance
 Founded in 1935 and run by the Eyssautier family for three generations
 Broker accredited by Lloyd's since 2005
 65% of its turnover is generated internationally
 50 employees
 €9m in turnover
 Offices in Paris, Marseille and London
www.groupe-eyssautier.com

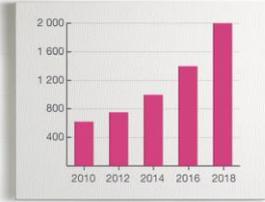


Insurance broker specialising in business protection
 (business risks and complementary employee benefits).

1,100 employees
€2,000m in premiums negotiated for its customers
22 offices in France, the UK and Switzerland

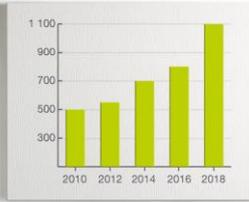
www.verlingue.fr  

Business volumes



Amount of negotiated premiums for commercial risks and employee benefits

Employees



Verlingue is a member of the WBN, the world's largest global network of independent brokers, operating in more than a hundred countries.
 20,000 employees
 More than 500 offices worldwide
 \$50bn in negotiated premiums for its customers



Verlingue is part of the Adélaïde Group, which has operated for over 85 years, specialising in insurance consultancy, mediation, distribution and management. The Adélaïde Group is made up of three firms (Verlingue, Génération and Coverlife).

2,000 employees
€2,600m in negotiated premiums
24 offices in 4 countries
1.9 million insured parties (health expenses and life insurance)
6th largest insurance broker in France.