

**BROKERLINK GROWS IN SEVEN ONTARIO LOCATIONS**

*Adriatic Insurance Brokers Ltd., Magermans & Raes Insurance Brokers Ltd., and Insurance Protection Group Inc. join BrokerLink*

TORONTO, July 4, 2018 – Ontario brokerages Adriatic Insurance Brokers Ltd., Magermans & Raes Insurance Brokers Ltd., and Insurance Protection Group Inc. announced today they will join BrokerLink, one of the largest Canadian property and casualty insurance brokerages. Terms of the transactions were not disclosed. BrokerLink will welcome seven Ontario locations — Sarnia, Chatham, Petrolia, Woodbridge, Cobourg, Norwood, and Peterborough.

The company's reputation, local experts, and emphasis on customer service were key reasons why the brokerages decided to join.

"We're known for our commercial insurance expertise," said Adriatic President Don Bowden. "We wanted to become part of a company which could carry on our positive reputation and where our team could enhance their skills. BrokerLink offered both; we're confident our decision will have long-term benefits for our employees and customers."

In addition to a positive reputation, BrokerLink is known for its "local" approach. This was important to Magermans & Raes.

"We have local offices with local insurance experts; it enriches the service we provide. We understand insurance, our customers, and the community," said company President Tony Magermans. "BrokerLink takes the same approach. Customers are served at local offices by experts who are also community members. It was a natural fit for us to join BrokerLink."

Insurance Protection Group Inc. President, Dwayne Day, said joining BrokerLink will enhance the service customers receive.

"Providing high-quality customer service has always been a priority for us. We wanted to join a company that took this as seriously as we do," said Day. "Our customers will benefit from the positive relationships BrokerLink has developed with insurance providers and the company's commitment to tailoring insurance to their needs."

For BrokerLink President, Joe D'Annunzio, the reasons why the brokerages joined highlight the benefits of the company's model.

"Our reputation, local experts, and commitment to excellent service mean brokerages that join BrokerLink can be assured their customers and employees are a top priority," explained D'Annunzio. "We welcome the employees and customers of Adriatic, Magermans & Raes, and Insurance Protection Group and look forward to the growth and development opportunities."

### **About BrokerLink**

Established in 1991, the BrokerLink companies, which include Canada BrokerLink Inc., Canada BrokerLink (Ontario) Inc. and Macdonald Chisholm Incorporated, together constitute one of the largest Canadian property and casualty insurance brokerage operations with over 130 offices supported by more than 1,700 employees across Ontario, Alberta and Atlantic Canada. The BrokerLink companies are subsidiaries of Intact Financial Corporation (TSX: IFC).

### **About Adriatic Insurance Brokers Ltd.**

Located in Woodbridge Ontario, Adriatic has served the insurance needs of customers since 1942, when Sam Sorbara started in the insurance business. The company has a wide variety of insurance offerings which include commercial, personal, and financial insurance.

### **About Magermans & Raes Insurance Brokers Ltd.**

With operations in Sarnia, Chatham, and Petrolia, Magermans & Raes Insurance Brokers Ltd. is a family-based business. In addition to personal and commercial insurance, the company also offers special event and travel insurance.

### **About Insurance Protection Group Inc.**

Insurance Protection Group Inc. serves customers in three Ontario locations — Cobourg, Norwood and Peterborough. With roots tracing back to the late 1800s, the company continues its tradition of providing peace of mind to customers for their personal and commercial insurance needs.

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