

**BROKERLINK A “FIT” FOR THREE BROKERAGES**

*Full Circle Insurance Ltd., Fairview Insurance Brokers Inc. and Steven Kaluski Insurance Brokers Ltd. join BrokerLink*

TORONTO, ONT., April 4, 2017 – Alberta-based Full Circle Insurance Ltd. and Ontario brokerages Fairview Insurance Brokers Inc. and Steven Kaluski Insurance Brokers Ltd. announced today they will join BrokerLink, one of the largest Canadian property and casualty insurance brokerages. Terms of the transactions, effective April 3, 2017, were not disclosed.

After considering different options, the brokerages chose BrokerLink as the best fit for their businesses because of the back-office and integration support, investment into brand and technology, employee development opportunities and increased access to insurance products.

“It’s a big decision to sell a business; BrokerLink’s process and resources gave us peace of mind,” explained Stan Humphries, president of Edmonton’s Full Circle Insurance Ltd. “BrokerLink has the capacity to provide technology and administrative support. Also, their human resources, marketing and operational support allows for a smooth integration.”

Brokerages who join BrokerLink have access to employee development resources such as support for professional development and increased career opportunities.

“As business owners, we’re responsible for the well-being of our employees,” said Fred De Francesco, one of the founding partners of Mississauga’s Fairview Insurance Brokers Inc. “We know BrokerLink has the tools and resources our employees need to succeed and grow in their careers.”

Debra Leadbetter, president of Steven Kaluski Insurance Brokers Ltd. (located in Ottawa, Ont.), said BrokerLink’s scale benefits both customers and employees.

It’s a “win-win situation,” said Leadbetter. “BrokerLink has access to a wide range of insurance products which helps expand our brokers’ customer base and their ability to offer more options to existing customers. The customer, in turn, receives the best insurance for their needs.”

In addition to employee development resources, brokerages which join BrokerLink access a network of professionals.

“BrokerLink has over 1,400 employees across Alberta, Atlantic Canada and Ontario,” said Peter Weightman, president of BrokerLink. “This network allows employees to learn from one another and share best practices. It also allows us to stay connected with the needs of communities we serve. We welcome the employees of Full Circle Insurance Ltd., Fairview Insurance Brokers Inc. and Steven Kaluski Insurance Brokers Ltd. to the BrokerLink network and community.”

**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 115 offices supported by more than 1,400 employees across Ontario, Alberta and Atlantic Canada. The BrokerLink companies are subsidiaries of Intact Financial Corporation (TSX: IFC).

**About Full Circle Insurance Ltd.**

Full Circle Insurance Ltd. has served the city of Edmonton, Alta. since 1985. The company specializes in personal insurance, offering coverage for home, auto and recreation/travel. Full Circle also serves the needs of commercial customers.

**About Steven Kaluski Insurance Brokers Ltd.**

Steven Kaluski Insurance Brokers Ltd. has over 50 years of experience protecting what is important to its customers. The company, which operates in Ottawa, Ont., offers expertise in both commercial and personal insurance.

**About Fairview Insurance Brokers Inc.**

Fairview Insurance Brokers Inc. (located in Mississauga, Ont.) was formed in September 1982 as a full service independent insurance brokerage. Fairview offers a wide variety of insurance products to serve the needs of drivers, homeowners, tenants and commercial customers.

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