

VISION INSURANCE BROKERS LTD. AND STEELE & FERRARO INSURANCE BROKERS LIMITED JOIN BROKERLINK

BrokerLink expands commercial and farm insurance expertise with new acquisitions

TORONTO, ONT., March 2, 2017 – Vision Insurance Brokers Ltd. and Steele & Ferraro Insurance Brokers Limited announced today they will join BrokerLink, one of the largest Canadian property and casualty insurance brokerages. Terms of the transactions, finalized March 1, 2017, were not disclosed.

Vision Insurance (based in Vaughan, Ont.) will grow BrokerLink's offerings for commercial group insurance. Located in Guelph, Ont., Steele & Ferraro will build on BrokerLink's presence in the area.

"Vision Insurance is the exclusive insurance provider for the Ontario Opticians Association and we provide group coverage for home and auto to several professional associations," said Richard Ambler, president of Vision Insurance. "We look forward to contributing our affinity insurance expertise to BrokerLink and continuing to provide customers with excellent service."

Joining BrokerLink aligned with Steele & Ferraro's values and insurance specialty.

"It was the right fit," said Bruce Kurtz, president of Steele & Ferraro. "As with BrokerLink, we strive to provide high-quality service and insurance products to customers. Our experience in farm insurance is a strong complement to BrokerLink's Farm Advantage program."

Both Ambler and Kurtz, along with their existing teams, will join BrokerLink. They will help their staff through the transition, continue to serve the needs of customers and focus on growing the business.

"Welcoming Steele & Ferraro and Vision Insurance to BrokerLink will expand our expertise and service offerings," said Paul Meyer, head of acquisitions of BrokerLink. "We look forward to integrating our teams and continuing to serve our local communities."

About Steele & Ferraro Insurance Brokers Limited

Since 1993, Steele & Ferraro Insurance Brokers Limited has been meeting the insurance needs of clients with a strong commitment to service and retention. In addition to expertise in farm insurance, the company offers personal, business and speciality insurance solutions.

About Vision Insurance Brokers Ltd.

Vision Insurance Brokers started in 1970 when Ray Collins opened R.H. Collins Insurance Brokers Ltd. In 2003, the company expanded with the acquisition of Forfar Insurance Brokers Ltd. and was re-named Vision Insurance Brokers Ltd. In addition to traditional retail personal and commercial business, Vision Insurance Brokers Ltd. offers specially-tailored group home and automobile insurance plans for several professional associations and occupations.

About BrokerLink

Established in 1991, the BrokerLink companies, which include Canada Brokerlink Inc., Canada Brokerlink (Ontario) Inc. and Macdonald Chisholm Trask Insurance, 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).

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