

BROKERLINK EXPANDS IN ALBERTA TO INCLUDE TWO NEW LOCATIONS

Acquisition of Berglund & Dubray Insurance Services Inc. establishes operations in Edson and Hinton, Alberta

CALGARY, April 5, 2016 – BrokerLink, one of Canada’s largest property and casualty insurance brokerages, today announced the successful acquisition of Berglund & Dubray Insurance Services Inc., expanding its service footprint into the new markets of Edson and Hinton, Alberta. The terms of the transaction were not disclosed.

“We are pleased to be joining BrokerLink,” said Sonny Bennett, President of Berglund & Dubray Insurance Services Inc. “This transaction will allow Berglund & Dubray to continue to service the Edson and Hinton regions under a successful brand. I will be staying on with the organization and we look forward to being able to take advantage of BrokerLink’s robust resources, scale and capabilities to better serve our customers.”

“The acquisition of Berglund & Dubray provides us the opportunity to showcase the BrokerLink brand as we extend our service offering to new customers,” said Keith Jerke, Head of Alberta for BrokerLink. “Sonny Bennett and her team will be vital in helping us serve the local needs of customers.”

“We’ve found that transactions such as these often generate questions from other brokers,” added Jerke. “When we share the benefits of the BrokerLink business model, many are surprised to learn how much back office support is provided to the local team. This support, in addition to the expertise and local connections from employees, results in a winning combination for local customers.”

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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