

Press Release

Closer Affiliation in the European Broker Market

Ecclesia Group with partners from London, Paris and Vienna

Detmold, July 27th 2010 - the Ecclesia Group, one of the largest insurance brokerages in Germany, starts international offensive. As disclosed by the company at its head office in Detmold on Tuesday, the agreements for this *JLT International* Network have been signed in London. The Ecclesia Group, the Jardine Lloyd Thompson Group (JLT) of London, SIACI Saint Honoré of Paris and the GrECo Group of Vienna form the alliance. "In this high performance network we are able to provide international operating businesses worldwide with those outstanding service capabilities which have made Ecclesia great in Germany," commented Norbert Noehrbass, CEO of the Ecclesia Group who is responsible for industrial business within the Executive Board of the Ecclesia Group.

The partners from UK, France and Austria are, such as the Ecclesia, independent insurance brokers and leading in their markets in the sectors of insurance broking, risk management and employee benefits activities. They all have own industry specialist skills, and by linking services they establish a broad service platform for bespoke insurance and risk management concepts around the globe.

According to Noehrbass, "the individual client with his individual requirements and preferences sets the standard for the cooperation between the partners which is somewhat closer than is known from conventional networks, since particular emphasis is placed on entrepreneurial flexibility and initiative of the partners".

Ecclesia, JLT, GrECo and SIACI are committed to put in place the full service program with clients who are referred on a reciprocal basis.

"A unified high-quality standard which is reviewed constantly applies always and everywhere", emphasized Noehrbass. The cooperation is not restricted to the partnership-based servicing of international industrial companies which benefit from the outstanding access to the London insurance market. Wholesale business activities are also covered worldwide. Moreover, it has been agreed to bringing together and further develop industry expertise and specialist knowledge of the individual partners in the interest of high-quality client-oriented services.

Ecclesia holds an entrepreneurial participation in GrECo and joins the partnership together with this broker group which is most important to the Central and East European market. JLT continues to hold its longstanding 20% shareholding in SIACI and takes a 20% stake in the GrECo Group, in which the Ecclesia already has a 13.33% shareholding. The Ecclesia Group remains without outside shareholders.

"The partnership does not directly affect the largely national-oriented business units, i.e. churches, hospitals, health care and social facilities which form the traditional business of the Ecclesia. It is however expected that the international cooperative exchange of experience also innovatively strengthens the traditional insurance broking activities combined with new opportunities of cooperation", said Manfred Klocke, CEO, Ecclesia.

The JLT International Network replaces for Ecclesia the good cooperation with the partnership EOS RISQ within a year's time.

- With approximately 1,200 employees, the Ecclesia Group is considered one of the heavyweights in the insurance broking industry. As leading broker in its traditional business segments, the company has also grown considerably in industrial lines business in recent years, inter alia by integrating the deas Deutsche Assekuranz-Makler GmbH. The group operates 28 offices in Germany, and 3 offices in Switzerland.
- As an international group for risk management and employee benefits, the JLT is one of the largest companies in this sector worldwide. The group, which is characterized by independence and specialization, employs more than 6,200 people and operates more than 100 offices in 35 countries.
- GrECo is the largest Austrian insurance broker and market leader in the regions CEE/SEE/CIS. The group is represented in 15 countries, operating in 50 offices with 625 employees. GrECo develops individual solutions in risk and insurance management for corporations, associations and authorities.
- As the 5th largest insurance broker in the French market, SIACI Saint Honoré has over 1,000 employees and counts 30 of the top 40 French listed companies as their clients. Moreover, SIACI operates through specialist subsidiaries in Switzerland, Luxembourg, Shanghai, Dubai and Calgary.

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