



WHEN DOES THE ACQUISITION TAKE AFFECT?

July 1, 2015

WHY DID MARSH & MCLENNAN AGENCY (MMA) SELECT VEZINA?

MMA is always looking to join forces with the highest quality agencies. MMA was attracted to Vezina because of its prominent middle-market position in the Canadian marketplace and strong regional presence, leadership team, entrepreneurial culture, excellent reputation and commitment to client service.

WHAT IS MMA?

Marsh & McLennan Agency (MMA) was created in 2008 as a separate operating subsidiary of Marsh, LLC, a global leader in insurance broking and risk management, to primarily serve the needs of the middle market. Since November 2009, MMA has been building its national platform by strategically partnering with high quality insurance and consulting firms across the country.

MMA successfully bridges the gap between what global brokers like Marsh offer and the advice, solutions, and programs that smaller and midsize businesses require. Unique to MMA is that while it operates separately from Marsh, it has access to the broad resources, solutions, and intellectual capital of all the Marsh & McLennan Companies (MMC) operating companies - Marsh, Mercer, Oliver Wyman and Guy Carpenter.

MMA maintains a small corporate staff headquartered in White Plains, New York, that partners with local management teams within each region to make collaborative business decisions that are critical to the operating model.

On a standalone basis, MMA would rank as the 11th largest insurance broker in the US with annualized revenues of approximately \$750 million.

WHAT ARE THE ADVANTAGES OF BEING PART OF MMA?

Joining MMA allows Vezina to keep its leadership, service model and culture in place, while adding the support and resources of the world's leading insurance broker and risk management advisor.

For Vezina, this transition is an opportunity to grow and help our clients grow. It is not about consolidation or cost reduction.

For clients, joining MMA enables us the ability to preserve and strengthen our service while offering a wider range of solutions, more specialized expertise and more resources to invest in technology and people.

For employees, there will be more opportunities for career advancement in a firm that will benefit from local and National expansion. No positions will be eliminated as a result of this transaction.

WHAT ROLE WILL VEZINA PLAY AT MMA?

Vezina will serve as MMA's first Canadian hub and will focus on growing operations and partnering with firms in contiguous cities and provinces.



VÉZINA

A Marsh & McLennan Agency LLC company

WHERE CAN I FIND OUT MORE ABOUT MMA?

www.marshmcclennanagency.com

WILL ANY JOBS BE LOST AS A RESULT OF THIS TRANSACTION?

No positions will be lost directly due to this acquisition. We expect no changes to our current operating structure or service teams. Clients, vendors and partners can continue to work with their Vezina points of contact as they have in the past. No contact information has changed.

WHAT HAPPENS TO THE OWNERSHIP STRUCTURE?

As an MMA company, Vezina's current ownership model is dissolved. Pierre's and Patrice's titles and positions do not change. They now report to David Eslick, CEO of MMA.

WILL THE VEZINA NAME CHANGE?

Yes. Our new name is: Vezina Assurances Inc. and Vezina Associates Inc., a Marsh & McLennan Agency LLC company. We can still be referred to commonly as "Vezina".

For additional questions please refer to the following contacts:

Clients: Contact your Vezina Account Executive or service team

Media: Contact Fatima Andrade (514-253-5221)