



**A DECADE OF
EXPERIENCE COVERING
A WORLD OF RISK**



■ A DECADE OF DISTINCTION

WE'RE REWRITING THE BOOK ON HOW TO BETTER MANAGE RISK.

Integro is a Latin word meaning, "make better, make well." Ten years ago we chose it for our name because it embodied our purpose to deliver dedicated, quality insurance brokerage services through client-first, transparent business practices. This personal, ethical approach to risk management sparked a decade of growth.

Today, we've matured into an agile leader, equipped for the new age of global risk management, to help

clients thrive in the face of unprecedented change, connectivity and complexity. We're well on the way to establishing ourselves as the world's leading specialty insurance brokerage over the next decade.

Join our celebration. Experience the difference of working with a global leader who specializes in you.



■ A DECADE OF INSIGHT

WE'RE SPECIALISTS DELIVERING TAILORED SOLUTIONS.

Integro's global team of specialized risk experts are passionate, proactive professionals who build an intimate understanding of our clients' specific circumstances, plans and operating environments. As a result, our clients benefit from tailored, cost effective solutions and the highest standards of practices in our influential relationships with underwriters around the world.

Our specialty practices serve the needs of more than 25,000 clients in 125+ countries with a comprehensive array of risk solutions. Our specialty practices include:

- Integro Aviation
- Integro Benefits
- Integro Construction
- Integro Entertainment
- Integro Healthcare
- Integro Marine
- Integro Re
- Integro Trade & Logistics

In addition, our expert brokers handle a wide range of solutions, including:

- Accident & Health
- Alternative Risk & Captives
- Casualty
- Claims Management and Consulting
- Contingency
- Cyber Liability
- Energy
- Environmental
- Global Programs
- Loss Control
- Management Risk
- Mergers & Acquisitions
- Private Client & Personal Services
- Professional Liability
- Property
- Reinsurance
- Risk Control
- Surety
- Terrorism
- Trade Credit & Political Risk
- Workers' Compensation



■ A DECADE OF PROTECTION

WE'RE DEFENDERS PROTECTING CLIENTS IN NEARLY EVERY INDUSTRY.

Our mission to protect our clients' interests drives our growth. Those clients come to us from nearly every industry. Integrated, multi-disciplinary, passionate client teams respond with solutions, state-of-the-art modeling, data and technology that deliver broader coverage, lower costs, and ideal program design.

- Agri-business
- Aviation & Aerospace
- Biotech | Life Sciences
- Bloodstock & Livestock
- Construction
- Consumer / Food Processing
- Education
- Entertainment & Media
- Financial Institutions
- Health Care
- Life Sciences / Medical Products
- Marine
- Pharma | Chem
- Professional Services
- Real Estate
- Retail
- Senior Care
- Sports & Events
- Technology
- Transportation & Logistics
- Waste Management



■ A DECADE OF INNOVATION

WE'RE LISTENERS FORMING TRANSPARENT, TRUSTED RELATIONSHIPS.

Since 2005, we've pioneered a unique approach to managing risk that should be commonplace – we take the time to get to know our clients before we start designing solutions to cover their risk. Our investment in relationship building pays off with the best program design and coverage to fit each client's specific needs.

Today, Integro is one of the 25 largest brokers in the world based on P&C volume, employs more than 800 brokers, has over 36 offices, and serves clients with exposures in more than 125 nations. While we continue to grow, we recognize the value of pausing to consider what our clients have helped us accomplish.

- 43 Risk & Insurance Power Brokers™
- 36 Offices in 4 countries
- 7th largest private broker in the U.S.
- 14th largest broker of U.S. business in 2014, ranked by P&C revenue
- 1st in growth among top 20 Lloyd's market and reinsurance brokers
- \$1.86 billion in annual insurance premiums
- \$210+ million in annual revenue and growing
- 23% growth rate, five years running

WE'RE INNOVATORS DELIVERING GLOBAL EXPERTISE.

We apply creativity to our structure and operations to ensure our ability to facilitate yours. Our commitment to innovation has spurred expansion and transformed Integro into a leading global specialty insurance brokerage.

Our innovation is driven by expertise that stretches back more than 100 years and spans the globe. Our presence across the North and South America as

well as the United Kingdom strengthens our ability to provide innovative risk management and insurance solutions to clients looking to diversify their operations around the globe.



■ A DECADE OF RESULTS

WE'RE CRAFTSMEN BUILDING BETTER OUTCOMES FOR YOUR BUSINESS.

The proof of a brokerage's value is not in the eloquence of its statements but the results it achieves for its clients. At Integro, we're privileged to provide innovative, personal solutions to a wide variety of commercial and private clients with large, complex or delicate risks and specialized insurance needs. We assess risk and secure competitive insurance programs for large companies, small and midsize businesses, individuals, group benefits managers and risk managers around the globe.

Clients are drawn to our refreshingly personal, intensely analytical and consistently thorough approach to managing risk. Our 98% client loyalty rating indicates we don't take our clients for granted and the results we achieve for them substantiate our claims.



■ A DECADE OF SERVICE

WE'RE LEADERS PRESENTING ANALYSIS WITH INSIGHT.

Superior service is the foundation of lasting growth. We know that climbing higher requires an ever-deepening engagement in serving our clients. We continually hone our world-class analytical methodologies to ensure we consistently deliver in-depth and timely information that helps our clients operate and expand with confidence.

TEN Hallmarks of our Service Include:

- Exceptional Knowledge
- Superior Market Influence
- Attentive Service
- Creative Solutions
- Practical Answers
- Specialty Insurance Brokerage Solutions
- Global Presence
- Innovative Approach
- In-Depth Expertise
- Applied Ingenuity

CORPORATE STRUCTURE

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- John Clements, Chairman of the Board
- Rocco Nittoli, Vice Chairman of the Board

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- **Marc Kunney**, President, North America Operations
- **John Sutton**, President, UK & International Operations
- **Toby Humphreys**, Chairman of Integro Insurance Brokers Ltd.
- **William Costantini**, Managing Principal and General Counsel

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- | | | |
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| ■ Anne Anderson | ■ Ruth Kilduff | ■ Scott Schanen |
| ■ Neil Clayton | ■ Michael Klaschka | ■ Steve Titus |
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