

Press Release - November 21, 2022

Insurance broker AlliA partners with Ergon for future growth

Today, Belgian-based insurance broker, AlliA (Roeselare - BE, www.AlliA.be) announces a partnership with Ergon to realize its future growth ambitions.

AlliA, founded in 1979 by Mr. Joseph M. Lebon, is a family business that has organically and through acquisitions grown to a leading independent player in insurance brokerage for corporates, SMEs and entrepreneurs. Over the years, AlliA realized a remarkable growth track record through continued focus on customer intimacy, innovation, tailored service levels and profound knowledge of AlliA's team members about increasingly complex insurance products. Furthermore, AlliA successfully integrated multiple acquisitions such as Callens, Assudeva, Atelia West, Siaci Belgium, Verspieren Belgium, Ch. Le Jeune, FB Brokerage Luxembourg, Viaene, VHS, Excel & Co, Assumax, Nuytten, Tassigny, ACD Courtalux. Last week AlliA acquired Groupe Bastin Assurances (Marche-en-Famenne) and Assur-Risques (Bastogne). As a result, the company reached nationwide presence in Belgium and Luxembourg, and offers a broad range of insurance products to its clients ranging from fire, property, liability, work accidents insurance, marine, fleet, employee benefits, credit, cyber, etc.

Today, AlliA starts a new chapter in its development and intends to further accelerate its growth in Belgium, Luxembourg as well as internationally. To assist the founding family and management in their organic and external growth ambitions and to continue investing in the company's service offering, organization and systems, AlliA has entered into a partnership with Ergon, an independent, mid-market value investor with a track record of growth acceleration together with founders of family businesses.

As a result, Ergon acquires part of the shares of AlliA, next to the Lebon Family and management. The Lebon Family and AlliA's current management team remain in charge of the daily management of the company.

Joseph M. Lebon, Founder and CEO of AlliA, explains: *"We welcome Ergon as a true partner that shares the same vision and values. Our family character and our corporate culture and values will remain unaffected as our family will continue to be part of the next phase of the company's growth trajectory. Since the foundation of AlliA, we have constantly focussed on delivering the best service possible to our clients through personal relationships, and we will continue to do so. By partnering with Ergon, we will anchor our local roots and together with our fabulous team we will be ready to further accelerate our growth strategy."*

Joseph J. Lebon, CCO of AlliA, mentions: *"Excited to be joined by Ergon and to be able to excel even further with our reinforced board and management team. Our mission from day one has always been to continuously lift AlliA to the next level with consistent passion for our business, tremendous added value to our ever growing client base and respectfully making the difference for all stakeholders. This will continue to an even higher level now."*

Pieter Lambrecht, Partner at Ergon, on this new partnership: *"We are thrilled and humbled by the opportunity to partner with the Lebon Family and the AlliA team. AlliA is a true 'local champion' in insurance brokerage with an excellent reputation and the potential to expand its unique position"*

while growing internationally. Ergon's DNA is well aligned with Allia as a family business being led by an experienced management team. We will support the Lebon Family and management as a partner to invigorate Allia's current leading position in Belgium and Luxembourg as well as internationally through organic growth and through acquisitions."

The transaction is subject to customary regulatory approvals.

About Allia

Allia is a leading independent insurance broker in Belgium and Luxembourg with premium sales of more than €550 million and a consolidated brokerage income of over €50 million. Since 1979, the company focusses on serving clients by insuring risks via tailored solutions. Allia's distinctive strength is the totally independent insurance advice which is provided thanks to the partnerships with a wide range of insurance companies. Allia services local companies with sites abroad as well as international companies with subsidiaries in Belgium and Luxembourg. With a large portfolio of international clients, Allia has over 25 years' experience in designing, coordinating and servicing international insurance programs. Today, Allia employs more than 300 people with 9 offices in Belgium (Roeselare, Brussels, Antwerp, Ghent, Zonhoven, Liège, Arlon, Marche-en-Famenne and Bastogne) and 1 office in Luxembourg.

For more information, visit Allia.be

About Ergon

Ergon is a mid-market private equity investment company with ~€2.5 billion of assets under management from select European institutional investors and families. Ergon is a disciplined, discreet and responsible value investor, which provides "patient and friendly capital" to entrepreneurs and managers, who need capital, industrial know-how or technological solutions to accelerate the development of their companies. Ergon makes equity investments in leading companies with a sustainable competitive position in attractive niche markets located in the Benelux, France, Germany, Italy and Spain, with a constant focus and active support on environmental, social and governance ("ESG") matters throughout its investment period. Ergon is advised by Ergon Capital Advisors which has offices in Brussels, Amsterdam, Paris, Munich, Milan and Madrid. Since its inception in 2005, Ergon has raised more than €3.0 billion, invested in 36 companies (12 in the Benelux, 4 in France, 6 in Germany, 9 in Italy and 5 in Spain) and completed ~105 add-on acquisitions for a total aggregate transaction value in excess of €6.0 billion. Ergon's current portfolio consists of 21 companies across its target sectors, representing a group of more than €2.0 billion sales and 18,000 employees.

For more information, visit ergoncapital.com

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