

Welcome to PHILADELPHIA

29 APRIL - 2 MAY 2026

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Verlingue News #29

As the global risk landscape is being reshaped at unprecedented speed, Multinational organisations are navigating growing complexity across borders - from geopolitical instability and sanctions to regulatory divergence, supply chain fragility and emerging cyber, climate and demographic exposures - making international collaboration and coordinated risk management more critical than ever.

In this context, Verlingue continues to accelerate its international development, strengthening its expertise and reinforcing its commitment to supporting clients wherever they operate. Another milestone in this journey is the appointment of Axel Zoma as Executive Director of our newly created Multinational Line of Business, a role that reflects our ambition to better support our global clients within WBN the world's largest network of independent brokers.

In this new edition, we highlight several initiatives led by our teams across Europe - from specialised support by our Construction's team in France, to the launch of VIE, our Employee Benefits marketplace in the UK. These examples demonstrate our continuous effort to combine local expertise with global reach.

We hope you enjoy the read.



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Dear friends and partners,

It is, as always, a true privilege to join WBN international conference alongside our valued partner brokers from across the globe. This moment reinforces Verlingue's commitment to the long-term success of our partnerships and to the collective strength of our network.

At the core of our operating model is a strong focus on quality of service, driven and executed by our dedicated local teams in all our countries of presence. Verlingue Multinational Business teams draw on decades of insurance market expertise and an in-depth understanding of WBN dynamics.

We continue to invest in technical expertise and technological innovation to better support partner brokers and drive shared value creation.

Our organisation is designed to simplify operations, strengthen collaboration, and accelerate sustainable growth. Integrity, consistency, and trust guide the way we work with you, our partners, every day.

Verlingue Multinational Business teams remain fully available for meaningful discussions and high-quality meetings during this conference.

We would be delighted to welcome you, present our new organisation, and introduce our latest innovations, built to serve you even better.

Axel ZOMA
Director of the Multinational Business Division



WHAT'S NEW?



Adelaïde Group continues its growth trajectory across Europe

The Adelaïde Group, parent company of Verlingue, Génération, Cocoon and Dune, continues its growth trajectory in 2025, confirming the strength of its model with an aggregate turnover of €495 million, up 10% year-on-year.



Advisory and brokerage activities, led by Verlingue and Angelus Courtage, reached €344 million (+9.5%), while Génération recorded €134 million in revenues (+10%), driven by strong growth in health and employee benefits management. Distribution and underwriting activities (Cocoon and Dune) posted the highest increase, up 20% to €17 million. With 3,100 employees, a client satisfaction rate of 88% and a 95% retention rate, the Group continues to strengthen its European footprint, with nearly a quarter of its revenues generated internationally.

"Our ambition remains unchanged: to build a leading, independent and family-owned European group, drawing on the strength of our model, the quality of our teams and a structured, sustainable growth strategy." Benjamin Verlingue, Chairman and CEO, Adelaïde Group.



VIE Platform - expanding choice, without expanding cost

VIE Platform is Verlingue UK's voluntary benefits marketplace, delivered through their VIE platform. VIE Platform is designed to help employers broaden their employee benefits offering without adding cost or complexity. It brings together a growing range of employee-funded voluntary benefits in one easy-to-use platform, giving employees year-round access to a growing range of meaningful options focused on wellbeing, lifestyle support and everyday value.

With trusted, pre-vetted providers and the flexibility to introduce new benefits at any time, VIE Platform enables UK employers to enhance choice and engagement, while remaining fully supported by Verlingue UK's consultancy and ongoing expertise.



> [Find out more](#)

Verlingue London Markets at a glance

Verlingue London Markets is a specialist wholesale insurance broking company part of the Verlingue Group in the UK, supporting broker partners with access to Lloyd's of London and the wider London insurance market. As an accredited Lloyd's broker, the business works closely with brokers to place complex and hard-to-place risks, combining specialist expertise, strong market relationships and a practical, hands-on approach. Our brochure outlines the specialist expertise Verlingue London Markets offers in support of broker partners internationally.



> [Read more](#)

WHAT'S NEW?



Massimiliano Aloï, International Senior Account Executive

Massimiliano Aloï is a Senior Account Manager within the international division of Verlingue Spa, with over 30 years' experience in insurance brokerage and the management of complex multinational insurance programmes. Specialising in multinational insurance programmes and employee benefits, he has extensive experience in managing relationships with international broker networks (notably the WBN) as well as with multinational companies and clients.



Paul Berchtold, Managing Director Zurich & Director International

Paul Berchtold serves as a member of the executive board at Verlingue Switzerland, overseeing both the Zurich branch and the multinational business division.

With more than 25 years of expertise in the insurance sector, Paul is specialised in risk management and advisory services. Throughout his career, he held international leadership positions across Europe, where he managed operational and strategic responsibilities. His background includes senior management roles with leading global brokers and insurers. Paul's professional focus encompasses business development, optimising processes, and providing effective team leadership.



New FINMA Rule

Secure Swiss insurance business under the new FINMA rule. Direct advice and placement from abroad are not permitted.

Even where limited exceptions exist, local execution remains key. With us as your Swiss broker partner, you stay compliant, close to your clients and fully operational in the Swiss market.

> **Contact our team for more information!**

WHAT'S NEW?



Axel Zoma appointed Director of Verlingue's new multinational Business Division

Verlingue has created a new Multinational Business Division to strengthen its support for international clients. Led by Axel Zoma, the division brings together expertise in international programmes, corporate risks, and employee benefits of all Verlingue entities across Europe. With experienced, multilingual teams and strong global partnerships, Verlingue delivers integrated solutions for multinational companies.

[\[Read more\]](#)

Our construction specialty

Verlingue's construction team is ready to support every client of yours which has an ambitious project: to build new facilities in France.

Offices, factories, warehouses, housing, hotels, commercial spaces... All these projects are subject to strict legal requirements aiming at protecting the project owner, alongside the valuation and transfer of assets.

1. Construction damage insurance

Ten-year insurance, known as Dommages Ouvrages insurance : it covers damage to the structural integrity of buildings. It also protects against any damage that compromises the stability or intended use of the building.

2. Ten-year civil liability

The work, whether carried out by you or by service providers, is also subject to an insurance obligation: ten-year civil liability.



[Learn more in our video](#)

Our specialised team will assist you in confirming the applicability of the obligations defined by French regulations and in defining a compliant and optimised risk placement strategy. We combine these guarantees with other solutions: All Risks Construction, Project Owner Liability, and set up specific Ten-Year Liability if companies not registered in France are involved.

KEY FIGURES

An insurance broker specialising in corporate protection, **Verlingue** provides its clients with simple and effective solutions to protect their business (corporate risks) and their staff members (employee benefits).

With offices in **France, Portugal, Switzerland, United Kingdom, and Italy**, Verlingue is now present in 5 countries. With WBN partners around the globe, Verlingue advises, negotiates, and manages insurance programmes for corporate clients.

And one overriding customer service ambition: **Protecting today, imagining tomorrow.**

5 countries - 1 600 employees
+35 offices in France, UK, Switzerland, Portugal and Italy
3 400 M€ Premiums



Verlingue is part of the Adelaïde Group:



Let's meet in PHILADELPHIA

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