

## **OneBeacon Acquires International Bond & Marine Brokerage, Ltd.**

OneBeacon Insurance Group, based in Plymouth, Minnesota and the brand for the U.S. insurance company subsidiaries of Toronto based Intact Financial Corporation (TSX: IFC), recently announced that it has acquired International Bond & Marine Brokerage, Ltd. ("IB&M"), a privately held brokerage specializing in the international trade markets. Through this transaction, OneBeacon expands its owned-brokerage assets and innovatively reshapes its customs bonds market offerings through an end-to-end risk management platform.

Said Mike Seff, Head of Surety North America, "We are excited to welcome IB&M to the OneBeacon and Intact family. Their deep focus on international trade customers and ability to provide risk management solutions spanning customs bonds, cargo, liability and other important insurance coverages speaks to their expertise and track record. We look forward to a seamless transition for all affected brokers and their clients."

Added IB&M President Kevin Tattam, "On behalf of everyone at IB&M, we are very pleased to become part of OneBeacon, one of the leading providers of surety bonds. As a specialty carrier, they understand the value of dedicated expertise serving a specific market segment. This alignment well positions us for expansion and growth going forward."

IB&M will retain its brand and operate as a standalone brokerage, available to serve its clients', agents' and brokers' risk management needs through its current select markets, and now additionally through OneBeacon.

Silvergrove Advisors LLC initiated this transaction and acted as exclusive financial advisor to IB&M. Brian Moloney, CEO of Silvergrove, commented: "Over the thirty-five plus years since Kevin Tattam founded IB&M, the company has become a leading provider of risk management solutions to freight forwarders, customs brokers and other intermediaries serving importers throughout the U.S. for all commodities, countries of origin and ports of entry. OneBeacon will make an exemplary partner to expand this unique and differentiated platform and realize its full growth potential in the years to come."

### **About International Bond & Marine, Ltd.:**

Since 1986, International Bond & Marine has been a provider of specialized risk management solutions to freight forwarders, customs brokers, insurance agencies and other intermediaries serving importers throughout the U.S. for all commodities, countries of origin and ports of entry. Solutions include importer/broker, accelerated drawback, custodian of bonded merchandise, international carrier, foreign trade zone, importer security filing, carnet, ocean transportation intermediary and other customs and trade related surety bonds, as well as marine cargo, E&O/freight legal liability and other international trade and logistics related insurance. For additional information, please visit: [www.intlbondmarine.com](http://www.intlbondmarine.com).

### **About OneBeacon Insurance Group and Intact Financial Corporation:**

OneBeacon Insurance Group is the marketing brand for the insurance company subsidiaries of Intact Insurance Group USA LLC, a member of Intact Financial Corporation (TSX: IFC), the largest provider of property and casualty insurance in Canada, and a leading specialty insurance carrier in North America. Throughout the United States, Intact Insurance Specialty Solutions' underwriting companies offer a broad range of specialty insurance products through independent agencies, regional and national brokers, wholesalers and managing general agencies. Each business is managed by an experienced team of specialty insurance professionals focused on a specific customer group or industry segment and providing distinct products and tailored coverages and services. Targeted solutions include group accident and health; commercial and contract surety; entertainment; environmental; excess property; financial institutions; financial services; inland marine; management liability; ocean marine; public entities; technology; and tuition refund. For additional information, please visit: [www.onebeacon.com](http://www.onebeacon.com) and [www.intactfc.com](http://www.intactfc.com).

### **About Silvergrove Advisors LLC**

Silvergrove is a merger and acquisition advisory firm based in NYC which represents family, founder and entrepreneur owned companies in the middle market on strategic sales, recapitalizations, mergers and acquisitions with financial and strategic investors and acquirers. For more information on Silvergrove, please visit [www.silvergroveadvisors.com](http://www.silvergroveadvisors.com).