



## **Summary Annual Report 2014**

**INDEPENDENT CORPORATE INSURANCE BROKER**



# AlliA is unusual

AlliA is not satisfied with the conventional manner of doing business.

We may be called stubborn, obstinate or determined. Just don't call us ordinary.

By acting differently, AlliA has emerged as the second largest independent Belgian Insurance broker.



*Sol LeWitt*  
1984

This unique strategy permits AlliA to deliver unusually good results.

**A**lliA is not just a local insurance broker. Our home country may be Belgium but our teams are equally at home in other important insurance markets (Europe, US, Africa and Asia).

AlliA's know-how enables us to match optimal solutions with the specific needs of our customers wherever the customer may be located. As a member of Assurex Global, the world's largest network of independent insurance brokers, AlliA can cover your interests anywhere in the world.

AlliA is servicing broker for Belgium and Luxemburg of A.J. Gallagher (no. 3 worldwide), BB&T Insurance Services (no. 8 worldwide), Siaci (no. 3 in France) and Funk Gruppe (no. 1 of the independent German brokers).

With 165 years of know-how and specialists working in an innovative environment AlliA can provide the highest level of service in different market segments :

***Property and business interruptions***

***Liability***

***Workmen's compensation***

***Transport – marine cargo***

***Employee benefits***

***Motor & fleet***

***Financial risks***

***Reinsurance Brokerage & Captive Reinsurance Management***



*Kris Martin  
"For whom ..."  
2003*

## Continued Expansion...

In 2014, Allia Group recorded a consolidated brokerage income of about 18.4 mio EUR and a free operational cash flow of over 4.5 mio EUR.

The group's performance is the result of a balanced strategy that builds on both internal and external expansion and a growing commitment to introduce new products as a way to strengthen its position in the brokerage market. With its brokerage income for 2014, Allia Insurance Brokers is reaching the no.2 position of the Belgian independent brokers.

The external growth had been realised by the 2008 acquisition of Viaene and the 2009 acquisitions of Siaci Brussels and Verspieren. With these moves, Allia consolidated its position as the 4<sup>th</sup> largest player in the Belgian brokerage market.

In addition to the acquisitions, Allia introduced some new activities in a manner that provide the group with better opportunities to profitably exploit gains and utilize its potential to become more efficient in a high competitive market.

Another important activity is the development of Brokers Star, our insurance software program. The release of an entirely new platform was successfully implemented.

Today, Allia Insurance Brokers has 8 offices of which 3 abroad, in order to serve our clients with the utmost care.

The focus of Allia is not merely confined to the expansion of markets and volumes, our aim is also to invest in people and new products. In 2010 Allia introduced a.o. ARPPO, Allia Residential Private Property Owners, a product to insure fire and adjacent risks for private residential properties. Furthermore, other new products such as ARPAC en ACLIPP have been created. Also I-fleet, a new product introduced to handle fleet insurances in a more efficient way, has been further developed. As a result, this will help Allia to succeed in fulfilling customer needs and maintain a superb level of volume and earnings.

**7** core values guide our way of thinking, acting and being.



Bernard Venet  
"Undetermined Line"  
1988

**independence**

**integrity**

**prudence**

**reputation**

**service quality**

**fair pricing**

**commitment to  
people**

AlliA's strategy is to **grow** further as a **strong, independent corporate** insurance broker, with respect for our **7 core values**.



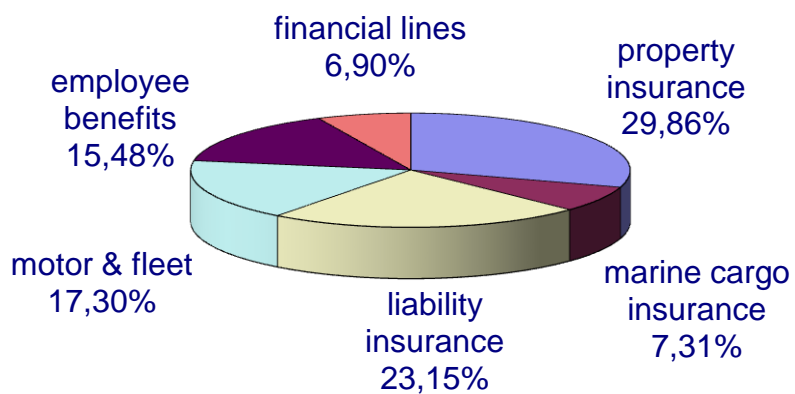
*Allan McCollum  
"Surrogates"  
1982-1983*

**Growth is not a random phenomenon; it is the result of the consistent way we do business.**

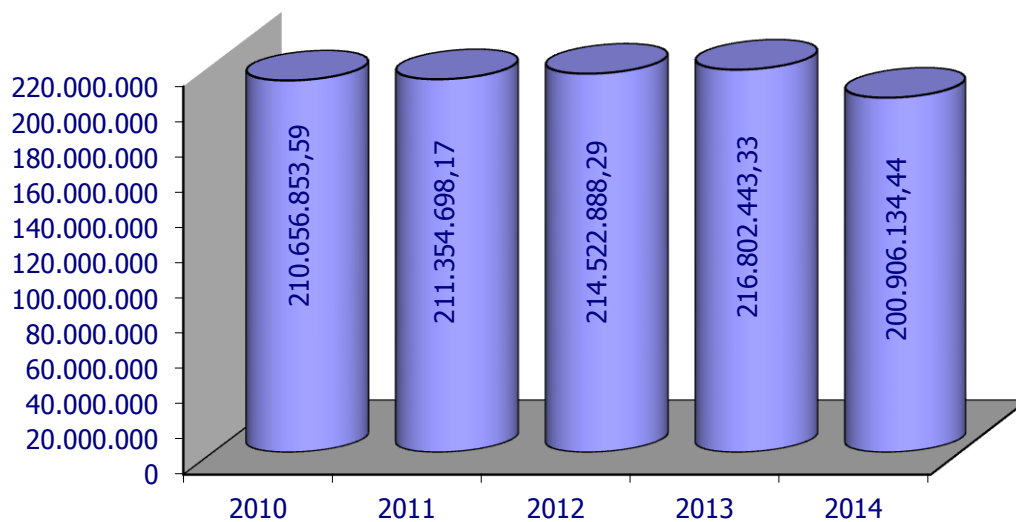
**Since its inception 35 years ago AlliA has deliberately chosen to expand incrementally with respect for our people and our business.**

## Allia Group

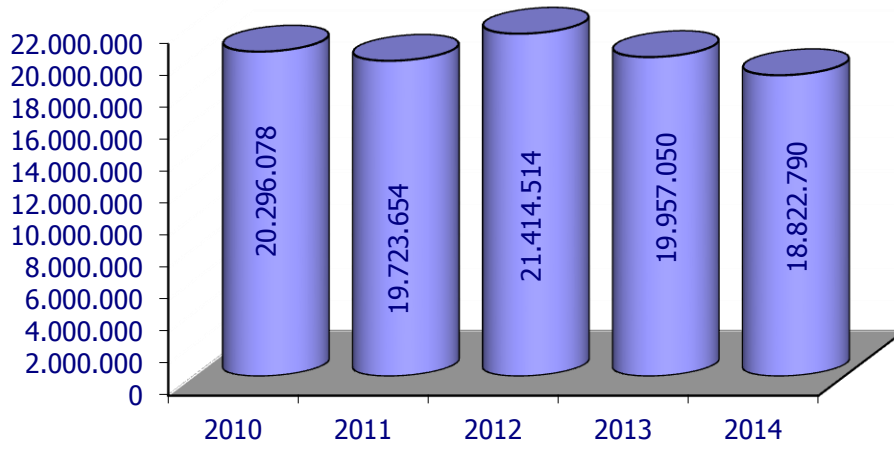
### Segmentation of Consolidated Brokerage Income 2014



### Collected gross written premiums (€)



### Consolidated Brokerage income (€)





## **Board of Directors**

Luc Vandewalle  
*Chairman*

Insurance Investments N.V.  
*Managing Director*  
With permanent representative  
Joseph M. Lebon

Guido Dedeyne  
*Director*

Christian Van Buggenhout  
*Director*

## **Executive Committee**

Joseph M. Lebon <sup>(1)</sup>  
*President*  
*Chief Executive Officer*

Erlin Varrewaere  
*Chief Operating Officer West Flanders*

Adnan Elabed  
*Chief Operating Officer Brussels, Wallonia & Africa*

Bart Demeulenaere  
*Head of Sales Engineering Support Team*

Koen Messely <sup>(2)</sup>  
*Chief Operating Officer Antwerp & Limburg*

Steven Van De Vijver  
*Commercial Manager National & International.*  
*Accounts*

Joseph J. Lebon  
*Chief Operating Officer East Flanders*

Ans Verachtert  
*Group Secretary, H.R. & Legal Officer*

Bieke Castelein  
*Personal Assistant C.E.O.*

(1) permanent representative of Insurance Investments N.V.

(2) permanent representative of De Beuken V.O.F.

## Consolidated Income statement Allia Group 2014 (\*)

### INCOME STATEMENT

	Discl.	Codes	Period
<b>Operating income</b> .....		70/74	19.125.785,63
Turnover .....	5.10	70	18.456.055,55
Stocks of finished goods and work and contracts in progress: increase (decrease) .....		71	.....
Own work capitalised .....		72	134.622,20
Other operating income .....	5.10	74	535.107,88
<b>Operating charges</b> .....		60/64	17.561.263,55
Raw materials, consumables .....		60	.....
Purchases .....		600/8	.....
Stocks: decrease (increase) .....		609	.....
Services and other goods .....		61	5.120.755,89
Remuneration, social security costs and pensions .....	5.10	62	10.821.652,45
Depreciation of and other amounts written off formation expenses, intangible and tangible fixed assets .....		630	1.591.737,99
Amounts written off stocks, contracts in progress and trade debtors: Appropriations (write-backs) .....		631/4	.....
Provisions for liabilities and charges: Appropriations (uses and write-backs) .....	5.10	635/7	.....
Other operating charges .....	5.10	640/8	27.117,22
Operating charges carried to assets as restructuring costs(-) .....		649	.....
<b>Operating profit (loss)</b> .....		9901	1.564.522,08
<b>Financial income</b> .....		75	1.993.818,85
Income from financial fixed assets .....		750	1.802.148,23
Income from current assets .....		751	4.667,55
Other financial income .....	5.11	752/9	187.003,07
<b>Financial charges</b> .....	5.11	65	302.707,86
Debt charges .....		650	181.857,52
Amounts written off current assets except stocks, contracts in progress and trade debtors: appropriations (write-backs) .....		651	.....
Other financial charges .....		652/9	120.850,34
<b>Gain (loss) on ordinary activities before taxes</b> .....		9902	3.255.633,07

(\*) Allia Insurance Brokers N.V., Allia Insurance Brokers Luxembourg S.A., Allia Corporate Insurance Brokers S.A., Brokers Star N.V., Insurance Investments N.V.

## **9 offices, 1 transparent structure:**

### **Roeselare**

Accent Business Park  
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### **Brussels**

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### **Antwerp**

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### **Ghent**

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### **Liège**

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### **Grand Duchy of Luxembourg**

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Grand Duchy of Luxembourg  
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Fax : + 352 45 66 99

### **Grand Duchy of Luxembourg**

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Grand Duchy of Luxembourg  
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*Headquarters Allia Insurance Brokers - Roeselare*

### **Kinshasa**

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33 Boulevard du 30 juin  
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Democratic Republic of Congo  
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Fax: + 32 2 212 00 99

### **Lubumbashi**

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Croisement Avenues Inmazaz et  
Ribambelle, Quartier Golf  
Lubumbashi  
Democratic Republic of Congo  
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