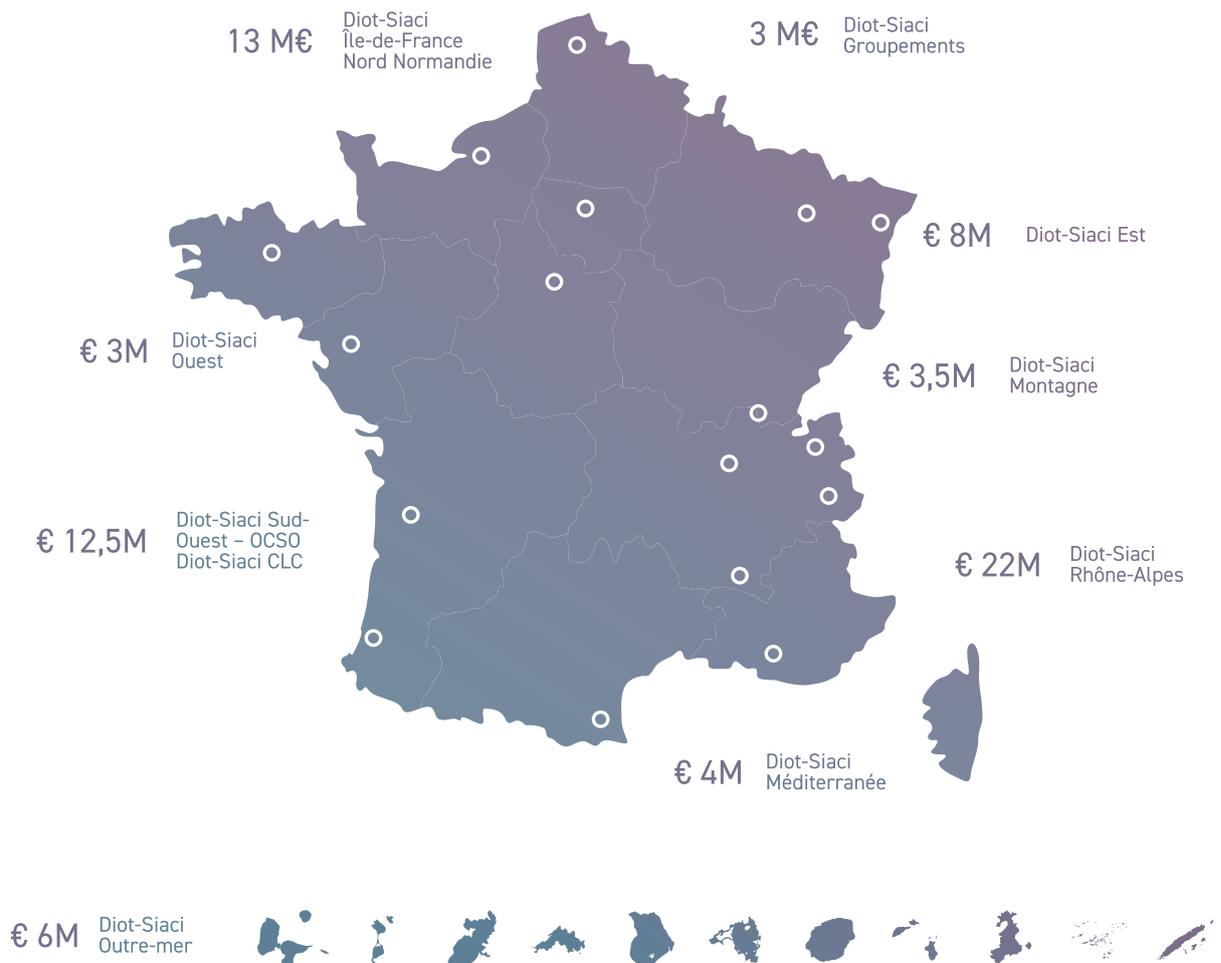


MIDDLE MARKET

Diot-Siaci Corporate Solutions has created a Middle Market France division that covers all companies with turnover of less than 500 million euros, operating throughout France.

The Diot-Siaci Corporate Solutions Middle Market division is organized in 9 regions covering 100% of the country, which reflects the Group's desire to be close to all of its clients.



DIOT-SIACI'S EXPERTISE

What is our operational technical expertise?

Each region has a full range of business skills (commercialization, applications for insurance, administration, and claims) enabling it to provide operational management and a decision-making center that is as close as possible to the client, while seeking optimal efficiency, which may lead us to pool certain functions.

We have a global vision of our clients and cover P&C and Life and Health risks.

How do we support you?

All the regional Diot-Siaci teams offer local support and advice on all insurance issues, in France and abroad, by providing coordinated access to all the skills, services and expertise of a leading insurance brokerage group in Europe.

What makes us different?

Organizational principles: a balance between local and central models

Diot-Siaci's Mid-Market services are based on a subtle balance between local and central models. They continue the tradition of an entrepreneurial model that has existed and been recognized in the regions for many years and which will be all the more effective with the support of the skills of a market-leading group.

Autonomous regions with a strong sense of responsibility for the development and quality of service delivered to all our clients, with the ability to take initiative and place business.

Complementarities between regions and with major accounts based on the comparative advantage coming from expertise acquired on specific risks.

National platforms to pool the development and management of specific markets with a view to delivering expertise and optimizing processes.

"Product facilities" made available to all regions and managed in a centralized and optimized manner.

What can we do for you?

Our goal is to offer regional companies of all sizes the benefit of Diot-Siaci's skills and expertise across all insurance lines (DSCS, PSC, Trade Finance, MSH, and Specialties) while remaining available at a local level.

Some of our regional specialties

Diot-Siaci has many regional specialties, particularly in Lyon with the Jewelry Department since the takeover of Dufaud in 2016. As a long-standing leader in this market, we have built up a relationship of trust with companies over many years.

Thanks to its presence throughout France, Diot-Siaci is also developing specific expertise by drawing on the fabric of the local economy. For example, a subsidiary in Bourg-Saint-Maurice is dedicated to mountaineering insurance.

In the Bordeaux region, a specialty line covering the wine and agriculture sector is being developed.

In addition, some regions have developed sector specialties that are benchmarks for the entire group: private passenger transportation at Diot Siaci Méditerranée and biotech/clinical testing at Diot-Siaci Ouest.



450 specialists



17 offices



€ 75M in turnover



Jean-Marc Voisin
Executive Director Middle Market France