

## TWO OF SWITZERLAND'S LEADING BROKERS JOIN FORCES

**Qualibroker Group SA becomes the majority shareholder of IBC Insurance Broking and Consulting Holding SA, a renowned player in risk management consulting and insurance brokerage in Switzerland.**

The union of IBC and Qualibroker makes it possible to strengthen their positions on the market, and to become one of the Top 3 Swiss brokers. They thus consolidate their presence at national level, in all regions, as well as in Liechtenstein. Together, they manage a premium volume under management of almost CHF 920 million in the Swiss market.

The objective of IBC and Qualibroker is to face the current challenges of a rapidly changing market, particularly in view of digitalisation, and in a dynamic of consolidation. Whereas large companies need more and more specialised advice, SMEs are sensitive to the regional presence and new digitalised offers. By joining forces, IBC and Qualibroker will be able to best serve the evolving needs of clients of large companies and of SMEs.

In a first phase, the two brands and their respective organisations will be kept on the market with specific positioning and synergies, particularly in terms of personalised advice to clients.

**Jean-Maurice Cailler**, Chairman of the Qualibroker Group: “In a rapidly changing market, it is now necessary to strengthen the skills of employees, as well as to diversify our services. This alliance is part of our group's development strategy, in order to strengthen our offer in Switzerland and abroad.”

**Kurt Wicki**, founder of IBC, will continue to be chairman of the IBC board: “For the last thirty years, I have worked for IBC, and for the development of brokerage in Switzerland. I have always worked with enthusiasm and passion, and I have enjoyed finding innovative solutions for our clients. Today I am happy to pass IBC on. With the Qualibroker Group, we have found a good solution for both our clients and our employees. I am confident for the future of IBC, which I will support at the strategic level. I would like to sincerely thank our clients and our employees for having contributed to our success over the years.”

**About Qualibroker** - <https://qualibroker.ch/fr/>

The Qualibroker group is active in insurance and risk management in French-speaking Switzerland, Zurich and Lichtenstein. Whereas in German-speaking Switzerland, Qualibroker's activity is focused mainly on large accounts, its portfolio of French-speaking clients is largely made up of SMEs. Qualibroker is a well-positioned player in the healthcare sector. To date, Qualibroker has more than 130 employees, with a net turnover of just over CHF 25 million. Since 2010, the group has experienced good growth, mainly thanks to various acquisitions and several geographic agreements.



**IBC** INSURANCE BROKING  
AND CONSULTING  
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**qualibroker**

**About IBC** - <https://www.ibc-broker.com>

IBC Insurance Broking & Consulting SA, founded in 1987, is a 100% Swiss company based in Lausanne. A national player serving Swiss companies, IBC is a supplier of added value in terms of risk analysis and control, corporate health management and optimisation of insurance coverage. With some 100 employees and 9 offices in Switzerland, IBC guarantees its clients close relationships, while fully integrating local specificities. Its membership of the largest global network of independent brokers, Assurex Global, also enables it to offer insurance programmes for its clients in more than 100 countries. IBC currently manages the insurance portfolios of more than 1,000 companies in industry, commerce, services, and the public sector.

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From left to right: Samuel Wicki, Gregory Feret, Alexandre Wicki, Kurt Wicki, Jean-Maurice Cailler, Claude Kühne