



FOR IMMEDIATE RELEASE

Navacord expands footprint in BC with addition of Allwest Insurance —bringing local-touch service to clients across British Columbia

TORONTO, ON, May 5, 2021 – Navacord Corp. is pleased to announce the most recent addition to its growing list of Broker Partners, BC-based Allwest Insurance, a top provider of P&C insurance solutions.

With five locations across Vancouver, including Burnaby and Langley, the addition of Allwest strengthens Navacord's position as a leader in the western province while adding market share, new technology capabilities, product and service options for clients.

"We're excited to welcome the Allwest team and to expand on the synergies that will exist with our other Broker Partners across the province," says T. Marshall Sadd, Executive Chairman, Navacord. "Allwest's solutions-oriented focus on client delivery and service, eye on growth and deep local relationships makes them an ideal addition to Navacord."

In business for 50 years, Allwest has a strong presence and deep relationships in the Vancouver area and is known for its team's high level of professional service. Having built its reputation as the leader in auto insurance and leasing for high-end dealerships, Allwest's expertise also spans home insurance, particularly among high-net worth clientele across West Vancouver, as well as best-in-class commercial solutions for small- to medium-sized businesses.

With Navacord's national backing and shared resources, Allwest will have access to greater business opportunities, and the ability to provide enhanced risk solutions and products to meet their customers needs.

"Navacord provides an ideal platform for the development of our team, clients, and business," says James Beaulieu, Chief Operating Officer, Allwest Insurance. "They share our vision and provide a collaborative model that enhances what we've built within our market while providing the resources to go even further."

David Rowntree, founder of Highland West Capital Ltd., Allwest's financial partner, adds, "It has been a great experience partnering with the Allwest team and its founders, Devina and Paul Zalesky, to significantly grow the business over the last five years. We are excited about what this new partnership with Navacord will bring to Allwest's employees and customers."

"Allwest is a great example of like-minded brokers who wish to partner with a national organization such as Navacord, where they can continue to build out their service offerings in order to help clients grow with them," says Shawn DeSantis, President and CEO, Navacord.

Navacord is one of Canada's top four commercial insurance brokerages and a leader in risk management services.

About Navacord

Founded in 2014 and headquartered in Toronto, Ontario, Navacord is one of Canada's top four commercial insurance brokerages. With over \$2 billion in annual premium, Navacord stands as a leader in group insurance and risk management solutions. From commercial and personal insurance to surety, employee benefits and retirement consulting, Navacord leverages national strength and resources with the local-touch service of industry-specialized Navacord Broker Partners to deliver the trusted advice, expertise and custom insurance solutions our clients need to face the future with confidence.

With a unique ownership model and value proposition, Navacord is the preferred partner for entrepreneurial insurance brokerages seeking to grow as a part of something bigger, while maintaining their distinct identity and culture. More information is available at navacord.com.