



Wilson M. Beck and RSA: 2-5-10 Home Warranty in BC

BURNABY, BC, - May 20, 2010 – Today, Wilson M. Beck Insurance Services Inc., a market leader in construction insurance and surety in British Columbia, and Royal & Sun Alliance Insurance Company of Canada (RSA), a leading Canadian property and casualty insurance company, are announcing that they have signed a letter of intent to establish a new partnership. Under the proposed terms, Wilson M. Beck will act as the exclusive distributor and administrator of the 2-5-10 Home Warranty product, which will be underwritten by RSA.

“Today’s announcement is the natural pairing of two strong insurance players in the BC marketplace,” said Shawn DeSantis, Senior VP at RSA. “It will return RSA to the 2-5-10 Home Warranty market and further our existing commitment to residential construction in the province. Wilson M. Beck is an ideal partner, with their long standing reputation as leaders in providing risk management, insurance and surety solutions for the construction and development industry in BC.”

The proposed alliance would create a new provider of the 2-5-10 Home Warranty Insurance product that is offered by builders on the majority of new homes constructed in BC, as well as multi-family complexes that undergo building envelope repairs. Under the proposed terms, Wilson M. Beck will act as the exclusive distributor and administrator of the 2-5-10 Home Warranty product and RSA will act as underwriter for the program. The proposed partnership will target established multi-family developers, single family and subdivision home builders, as well as building envelope contractors and engineers.

“RSA is recognized as one of the largest and most reputable insurance companies in Canada,” said David Beck, COO at Wilson M. Beck. “We jumped at the opportunity to partner with RSA due to their experience in the 2-5-10 Home Warranty industry. We’re excited to be the only broker that can truly offer one stop shopping by being able to bond, insure and provide the 2-5-10 Home Warranty on new residential and multi-family refit projects. New and existing clients will benefit from our economies of scale to offer a superior risk solution for residential construction projects.”

Specific launch details will be announced in the forthcoming months.

About Wilson M. Beck

Wilson M. Beck Insurance was incorporated in 1981 as a general insurance broker with an emphasis on providing bonding and insurance to the construction industry. Today, we have expanded to include an office in the Okanagan and we are one of the largest privately-held brokers in British Columbia specializing in providing insurance and surety solutions to the construction and development industry in Canada.

About RSA

RSA is part of the larger RSA Canada group of companies. RSA Canada includes Roins Financial Services Limited, Royal & Sun Alliance Insurance Company of Canada, Quebec Assurance Company, Johnson Inc., Western Assurance Company, Ascentus Insurance Ltd., Canadian Northern Shield Insurance Company and is part of RSA Insurance Group plc. RSA Canada employs approximately 3,200 people and is represented by a large network of brokers across the country. In 2009, the Canadian Group wrote \$1.9 billion in direct premiums with assets exceeding \$5.5 billion.

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