

M&T Insurance Agency Introduces its New Real Estate & Construction Practice Group

Jamie Cutler Hired as Group Practice Leader

NEW YORK, N.Y.; Nov. 13, 2019—M&T Insurance Agency (MTIA), Inc. announced today the launch of its Real Estate & Construction Practice Group. The new group will be led by industry veteran Jamie Cutler, who was appointed Group Practice Leader and joins MTIA from Willis Towers Watson, where he was an Executive Vice President and led a top-tier production team. Throughout his career, Cutler has provided risk management and alternative risk solutions to clients across a variety of sectors.

With a team of experienced industry professionals, MTIA collaborates with clients to provide a data-driven consultative approach to safeguarding their assets, employees, and reputation. The launch of the Real Estate & Construction Practice Group allows MTIA to offer unique vertical expertise, aligning with M&T Bank's commercial banking operation.

"We see insurance as a critical part of the financial services spectrum," said Kyle Samuel, President of MTIA. "Through M&T Insurance we provide customers comprehensive solutions to protect their investments. The new Real Estate & Construction Group will work closely with our clients to assess the needs of their portfolio and their level of risk to provide personalized protection."

The Real Estate & Construction Practice Group will work with property owners, managers, developers, general contractors, and subcontractors on every step of the real estate development and management journey. The group will assist with property, liability, environmental, cyber and other complex risks while also providing specialized administrative support for complex real estate organizations.

For more information, visit: www.mtia.com.

About M&T Insurance Agency

M&T Insurance Agency is a full-service insurance agency providing property & casualty, surety and employee benefits solutions to commercial customers as well as personal insurance for business owners, executives and high net worth individuals. The firm has locations across the Mid-Atlantic and Northeastern United States and works with a wide variety of clients to understand their organizations and industry dynamics to find solutions that safeguard businesses. M&T Insurance Agency, Inc. is part of the M&T Bank family, which has more than 160 years of experience providing financial services to businesses and consumers.

About M&T Bank

M&T Bank Corporation is a financial holding company headquartered in Buffalo, New York. M&T's principal banking subsidiary, M&T Bank, operates banking offices in New York, Maryland, New Jersey, Pennsylvania, Delaware, Connecticut, Virginia, West Virginia and the District of Columbia. Trust-related services are provided by M&T's Wilmington Trust-affiliated companies and by M&T Bank.

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