



PRESS RELEASE

NEW QBE – FUELCARD COMPANY DEAL CUTS COSTS FOR MOTORISTS

28 June 2010

QBE, the specialist business insurer, has announced a new partnership with The Fuelcard Company, the UK's largest commercial fuel card reseller.

From 1st July, all qualifying QBE motor fleet clients will have access to preferential prices on diesel, using one of the Fixed Price fuel cards on offer from The Fuelcard Company giving them estimated savings of around 4p a litre over the course of a year.

Through the deal, approximately 215,000 commercial vehicles managed by QBE insured fleet operators will have access to competitive fuel prices beating rising pump prices and benefiting from an exclusive fixed weekly diesel price. Users will also benefit from HMRC approved VAT invoices and The Fuelcard Company's free fuel analysis in order to assess current spend and analyse efficiency.

QBE motor fleet clients will have the choice of four different fuel card products offered by the Fuelcard Company, including Keyfuels, Texaco, Shell and Esso.. Businesses can start using this service straight away at no cost and are not bound by any contract. The Fuelcard Company's only requirement is that a minimum of £300 is spent by each business every month.

The real benefit of a fuel card comes from the increased control managers have over fuel usage which can lead to substantial long term savings. Businesses are able to monitor the fuel usage of individual drivers as well as the entire fleet, providing managers with a wealth of information. This can help to identify areas where savings can be made, such as routing, or training drivers to adopt a more fuel efficient driving style.



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Matthew Crane, the Managing Director of Motor QBE European Operations, said: “In the current economic environment, cost savings are essential. We appreciate the pressure our clients are under and are constantly striving to find ways to alleviate that when we can.”

Jakes de Kock, Marketing Director at The Fuelcard Company, added: “With oil prices rising and fuel duty at an all-time high, it has never been more expensive to operate a fleet than it is today. With operators so hard-pressed, we are pleased to be able to offer them a service that is certain to make their lives easier and their businesses more efficient and cost effective.”

-ENDS-

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Notes to editors

About QBE

QBE Insurance Group is Standard & Poor's 'A+' rated and is one of the world's leading international insurers and reinsurers, headquartered in Sydney, Australia. We operate out of 47 countries across the globe, with a presence in all key insurance markets, and are lead underwriters within our chosen markets, setting rates and conditions. For the year ended 31 December 2009, the company underwrote gross written premium totalling £7,241.86 million and held shareholders' funds of £5,670.07 million.

QBE's European Operations, which accounts for 35% of QBE Group turnover, is a leading specialist in London market and European commercial lines business. It provides a wide range of insurance cover, including property, motor, liability and professional indemnity across a broad range of business types and sizes.

QBE is proud to be the Official Insurance Partner of the Guinness Premiership and England Rugby. Our partnerships with two elite properties in the sport will allow QBE's brand to continue to develop and business to grow.



About The Fuelcard Company

The Fuelcard Company (www.thefuelcardcompany.co.uk) is the largest commercial fuel card reseller in the United Kingdom, enjoying partnerships with many commercial fuelling networks including: Shell, Esso, Texaco and Keyfuels. The company directly serves more than 40,000 business fleets. In May 2007, The Fuelcard Company was acquired by FleetCor, the largest global fleet card processor.

About FleetCor

FleetCor (www.Fleetcor.com), The Global Fleet Card Company, is the worldwide leader in managing and processing commercial fuel cards, which save businesses money on their fuel purchases while bringing incremental business to fuel merchants. FleetCor serves over 750,000 businesses with its fleet card programs in North America, Europe, Asia and Africa. FleetCor's card programs are marketed under a variety of brand names including: CCS, CFN, Fuelman, The Fuelcard Company, Keyfuels, Mannatec and PPR. FleetCor and its subsidiaries employ more than 1,100 associates located in 20 offices globally. FleetCor is privately owned by management, and a group of institutional private equity investors including Bain Capital, Summit Partners, Advent International, Advantage Capital, Nautic Partners, HarbourVest Partners, and Performance Equity Management.