



PRESS RELEASE

QBE AND SUTTON TARGET HEATING, VENTILATION AND REFRIGERATION INDUSTRIES WITH SPECIALIST SCHEME

Bristol, 08 July 2010

QBE, the specialist business insurer, and Bristol-based broking company Sutton Specialist Risks Ltd (SSR), today announce that they have extended their joint offering to provide bespoke insurance solutions for heating, ventilation and refrigeration contractors through a dedicated scheme.

The existing electrical scheme has been extended and will now deliver specialist solutions for a full range of risks in not only electrical contracting but also heating, ventilation and refrigeration engineering trades for domestic, commercial and industrial clients.

This development, which builds upon QBE and SSR's twenty-year scheme partnership, adds to and complements the existing specialist schemes of insurance provided by the two companies, which cater for the security and fire protection industry and cleaning contractors.

Chris Parker, Commercial Manager of QBE's Bristol Office, said: "Through our long-standing partnership, we have been able to combine QBE's financial strength, underwriting and claims expertise with SSR's industry knowledge and close proximity to placing brokers. Together we are committed to further building our specialist offering and we are delighted to be able to meet the individual needs of businesses in this sector."



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John Ludley, Director of Sutton Specialist Risks, commented: "Heating, ventilation and refrigeration contractors have complex insurance needs and this new scheme has been designed to allow us to bring market leading cover, expertise and customer service to fit the individual risk profiles of these businesses."

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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 48 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.



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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.

