



PRESS RELEASE

QBE AND SUTTON SPECIALIST RISKS CELEBRATE 20 YEARS OF SUCCESSFUL SCHEMES ARRANGEMENT BASED IN BRISTOL

BRISTOL 25 JUNE 2009

QBE, one of the UK's largest insurers of business risk; and Bristol-based broking company Sutton Specialist Risks Ltd (SSR), today announced that they will celebrate a 20-year partnership in 2009. Together, QBE and SSR offer three specialist schemes of insurance: for the security and fire protection industry, cleaning contractors and electrical contractors.

Currently almost 4,000 insureds across the UK are covered through the three schemes which are managed from SSR's and QBE's offices in Bristol.

Comprehensive schemes offering both property and casualty cover

The initial scheme, which started life in 1989, was focused on companies operating in the security and fire protection sector. These, often small, companies need comprehensive insurance that covers them for the liability risks they face, combined with reinsurance that the physical possessions of their trade and work premises are also insured. The provision of complete, comprehensive cover that gives certainty should the worst happen, was the driving force behind the creation of this insurance scheme. The success of the scheme led to diversification and the launch of two complementary schemes – cleaning and electrical in 2001 and 2005 respectively.

Skills of both teams bring combined benefits to insureds

All three of the schemes have their own underwriting challenges: these include; complex cover requirements and changing statutory regulation. These issues have been overcome through combining QBE's financial strength, underwriting and claims expertise with SSR's industry knowledge and close proximity to placing brokers.

As a result, the joint team have developed insurance products that are closely aligned to the needs of end clients and remain committed to servicing them and understanding the evolving requirements of each industry. This extends to offering high quality claims and risk management services.



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Chris Parker, Commercial Manager of QBE's Bristol Office, said: "It has been QBE's great pleasure to work with Sutton Specialist Risks over the past 20 years. Our shared commitment to understanding a client's insurance needs and being prepared to adapt and tailor policies in a changing and an ever more challenging market place is the secret of its longevity. As such we are all looking forward to another 20 years of successful co-operation together."

"One of the great strengths of the schemes is SSR's relationships with many sub-brokers. SSR are working across the length and breadth of the UK, delivering a personal service to sub-brokers and our clients alike. This factor, combined with QBE's commitment to providing capacity, has delivered the continuity that clients value, ensuring the long-term success of the schemes."

John Ludley, Director of Sutton Specialist Risks, commented: "The insurance market over the last 20 years has been ever-changing and continually challenging, and the success of these schemes is due to the successful partnership we have formed with QBE over that time. That partnership enables us to deliver quality products with stability and service levels second to none."

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For further information please contact:

Victoria Cork, QBE European Operations
Tel: +44 20 7105 4428; email victoria.cork@uk.qbe.com

Samantha Whiteley, Haggie Financial
Tel: +44 20 7417 8989; email samantha.whiteley@haggie.co.uk



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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 45 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 2008, the company underwrote gross written premium totalling £6,025 million and held shareholders' funds of £5,364 million.

QBE's European Operations, which accounts for almost 40% of QBE Group turnover, is a leading specialist in London market and European commercial lines business. Active in both the Lloyd's and company market, QBE offers considerable diversity to the broking community, via eight product-focused underwriting divisions - casualty, QBE Re Europe, property, motor, marine & energy, specialty, aviation - all operations have the ability to write on both Lloyd's and company market paper.

About Sutton Specialist Risks

SSR Ltd are part of the Sutton Group of Companies whose roots can be traced back to 1948. Based in Bristol we specialise in arranging bespoke covers for the security & fire protection, cleaning & electrical contracting industries. Our policies are sold to clients through their local broker & we deal with over 2000 brokers throughout the UK & Ireland ranging from the smaller high street operators to the multi nationals.

www.QBEeurope.com