

We are here to help your business.

QBE Dubai works across the Middle East and Africa (MEA) region – a fast-moving and diverse range of reinsurance markets. Here reinsurance needs to do more than simply respond to the dynamics. It needs to get ahead of them.

It is a challenge that can only be met through local decision-making, multi-discipline underwriting and bringing facultative and treaty reinsurance under one roof. It is a service that only QBE Dubai provides.

Across a range of products and sectors, QBE Dubai combines its local expertise with the group's global reach to give primary insurers the confidence and capacity they need to provide the security and choice their own customers demand.

We are the reinsurer the markets turn to when faced with complex risks; when they want to explore new opportunities; or when they just want to find a better way of doing what they do.

At QBE Dubai we are more than a capacity provider. We are a solution finder.

Be it property or engineering, financial institutions or casualty, QBE Dubai has the enthusiasm and expertise to find an approach and outcome that works for all parties.

We can be bold in our attitude to risk because our planning is always for the long term. Our underwriting is always sustainable and our partnerships are always forward-looking.

Our underwriters have more than 120 years of experience between them, built on almost more than 10 years of QBE operations in the region. We are confident that our knowledge and collaborative way of working can deliver a solution to even the most complex risk problems.

But while we believe that our local expertise is second to none, we also know we do not have all the answers. As part of QBE Insurance Group, embedded in the world's leading insurance markets, QBE Dubai can also share the benefits of a global insurer and reinsurer.

Put simply, at QBE Dubai, we bring the world's expertise to your doorstep.

Made possible



Who we are.

QBE employs nearly 12,000 people across the globe, from bases in Dubai, London, Paris, New York, Singapore and Sydney.

But while we are international in our outlook, we are also proudly local in our operations. Our people, wherever they may be, bind risk locally, settle claims quickly and build risk programmes tailored to local needs.

QBE is not a concept. It is your local office. We bring everything our international business has to offer to each and every one of our offices.

We have a large and ever-growing product, bespoke risk management and engineering expertise and a collaborative and energetic approach to claims settlement. We provide clients with direct access to the London Market as well as reinsurance facilities and a multinational placement programme that can support the ambitions of the most international of organisations.

So whatever service a client may need, from securing the operational safety of a chemical plant to settling an overseas liability claim, we will adapt our expertise to their individual business.

Offering a credible alternative

This capability is always evolving, expanding and diversifying, just as our clients are. We are continually investing in our people our processes and the technology we use to ensure we can offer a credible alternative in every market in which we operate.

We are a genuine alternative to the norm, not just another insurer or reinsurer. We do things differently. We underwrite on a case-by-case basis as we do not believe in an off-the-shelf approach. That is because we have never come across an off-the-shelf client.

We believe there is more to reinsurance than simply settling claims. Our first responsibility and priority is to use all our risk management and industry expertise to help our clients avoid having a claim in the first place.

Customer commitment

We are working hard to redefine the role of a reinsurance company because we know clients need more than just a slip.

They need insight, advice and the technical expertise we have in abundance to help them manage the risks of today and tomorrow, protect themselves from the unexpected and to help them forge new paths to profitability.

But our approach is not purely defensive. We seek to partner with clients for the long term, to learn from each other, identify new opportunities to grow together, step by step both domestically and internationally.

Our clients' security is our security and that means more than promising to pay a claim. It means applying all our expertise and intellectual property to every client we work with, regardless of size, location or sector.

We will always serve markets, risks, clients and brokers according to our guiding principle of sustainability. It applies to everything we do - and that starts with relationships. At QBE, we bring our commitment to sustainability to every one of our clients.

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We strongly believe that our client relationships, whatever form they may take, should never be transactional.

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We focus on relationships.

Our people know insurance and reinsurance. But this technical expertise is matched by first-hand experience of the industries and sectors in which we operate. Many of our team have worked in them. Insurance and Reinsurance must, after all, be about more than technical ability.

It is a deeply human business upon which lives, and livelihoods depend. We care about your business. Which is why we focus as much on the way we work – our relationships – as on what we do.

We never hide behind the small print

We are always honest, open and upfront with information, even when we cannot deliver good news. We never keep clients and their brokers in the dark. Our clients know they can count on us to be professional, reliable and on their side.

We are not scared of making tough decisions – someone has to – but we will never make them at the expense of a client or broker relationship. Whatever the challenge, our people are well established in local markets and have a depth and breadth of understanding and managing risk. We offer proactive and pragmatic solutions.

Meeting challenges with a creative approach

We tackle problems – and opportunities – with an open mind. We are flexible and creative in our thinking, and we give our people the freedom and confidence to develop innovative approaches to risk.

We continue to invest in technological solutions to improve our service and embrace the opportunities they bring. But we never lose sight of the value of human creativity, empathy and the ability to look at problems in new ways.

Our clients and brokers need to know who they are dealing with, so we keep relationships and decisions local and assign clients to one point of contact wherever possible.

Valuing diversity

We are also proud to have a diverse workforce, not only because everyone deserves equal opportunities, but also because diversity improves our decision-making. It gives us a broader, more inclusive perspective.

Our people are always encouraged to be themselves. We want them to be comfortable and authentic, and to bring the best of themselves to work and to our clients.

Working together for a better solution

Of course, we do not know it all. At QBE Dubai, we never shut ourselves off. We are confident in the ability and expertise we possess but are always ready to keep learning. And we know that the best results will always come from collaboration with clients and brokers.

QBE is a strong, reliable and flexible partner for any business or broker, making it an attractive option in a monochrome reinsurance market. But it is our people and the culture they have created – truthful, tirelessly seeking solutions whatever the need, approaching client problems as if they were their own – that truly make us stand out.

We act fast and we settle quickly.

We are a reinsurance company, so paying claims is what we do.

We act fast and we settle quickly. We can do this because we insist that all claims - large and complex or small and straightforward - are professionally managed to significantly reduce assessment and settlement time.

Our customers value our willingness to apply the benefit of the doubt when it comes to settling claims, with 80 per cent of our clients strongly associating our name with trustworthiness. But we believe this should only be a starting point for claims.

We integrate our claims expertise into the underwriting process. Not only does this give our underwriters and clients a better understanding of a particular risk, but it also means our handlers can move quickly, armed with knowledge about the client and that risk, in the event of a claim.

Paying claims is at the centre of what we do, but it forms part of a broader risk-management programme in which we continue to invest heavily. We offer the support and expertise to try to prevent our clients going through disruption and trauma in the first place.

Environmental, financial and political risks are increasing in severity and frequency. QBE research shows that of the least predictable risks of the past 30 years, most have been in the last decade. The unexpected is increasingly to be expected, and we're here to provide the resilience our clients need to withstand these shocks.

We have handled some of the most complex, high-profile and costly claims in our time, so you are in good hands. You can enjoy the peace of mind that our teams bring all their expertise, experience and empathy to every single claim.

Financial strength.

We exist to keep our clients secure. It is a responsibility we relish and which, in turn, is based on our own security and financial strength.

QBE Group Financial Performance, 2019

Gross Written Premiums	US\$14,643m
Combined Operating Ratio	104.2%
Profit	US\$(727)m

While the Gross Written Premiums highlight our size and influence, the Combined Operating Ratio and profit figures show that we approach the world of risk responsibly. The industry and sector expertise of our people allows us to write risks in the right way, with an ambitious but sustainable approach.

But this only tells part of the story. An external perspective on our financial strength is equally important. All of the ratings agencies give QBE Group a clean bill of health.

Standard & Poor's	A+ Stable
Fitch Ratings	A+ Negative
AM Best	A Stable

This financial stability and strength give QBE the ability and ambition to broaden existing horizons and reach out to new markets and clients. Our security is as important to us as the security we provide to our clients, and the decisions we take will never compromise on either.

We will find a solution to your needs.

We take on the risks of the risk takers. But the “how” is just as important as the “what” in our work. Our approach and offer – both facultative and treaty reinsurance – are unique in the MEA region.

We have a broad range of products available and we are confident that by working in partnership with you, we will always find a solution to your reinsurance needs.

General Liability

- > Chemicals
- > Construction
- > Energy
- > Engineering
- > Food and Drink
- > Petrochemicals
- > Transportation
- > Utilities
- > Hotels

Property

- > Education
- > Healthcare
- > Industrial
- > Manufacturing
- > Residential
- > Retail and General Commercial Property
- > Services and Hospitality
- > Telecoms and Communications
- > Utilities

Engineering

- > Commercial and Industrial
- > Housebuilding
- > Infrastructure
- > Contractor's Plant & Machinery
- > Residential
- > Utilities

Automotive protection

- > Auto Dealers
- > Banks
- > Finance and Leasing Companies
- > Manufacturers

Sabotage and Terrorism

- > Commercial and Real Estate
- > Construction
- > Education
- > Fine Art
- > Medical
- > Ports and Airports
- > Power and Utilities
- > Telecoms

Financial Lines

- > Financial Institutions (Crime, Professional Indemnity and Directors and Officers Liability)
- > Commercial and Technical Professional Indemnity
- > Commercial Directors and Officers Liability
- > Cyber

We cover a full range of professions

This is by no means an exhaustive list and our portfolio is expanding all the time. Flexible and proactive, we will consider most risks. If what you need doesn't fit into our existing portfolio, we will do everything we can to find a solution – whatever the challenge might be.

More than a safety net.

QBE's approach to risk provides more than a safety net - it saves our clients time, money and, in some cases, even the lives of their people.

Our goal is to support our clients for the long term. Of course, we are here to pay claims, but we would prefer that it did not come to that. And so would our clients.

A one-size-fits-all approach would not work. Our risk management is tailored to our client's specific needs, establishing their goals, assessing their risks, identifying vulnerabilities and building resilience.

With our digital tool, QRisk, clients can benchmark against best practice standards, identify where claims are likely to arise across their business, monitor risk improvements and access guidance on the latest risk-management thinking.

When we engage with clients, we will bring the right mix of expertise, drive, and empathy to the partnership to deliver pragmatic solutions to protect what you value.

Multinational.

Many of our clients are looking beyond their borders to maximise growth and sustainability. At QBE, we are with them every exciting step of the way.

International growth brings particular challenges. Logistics, cultural differences, market practices, local laws and regulations must all be understood.

Our dedicated multinational team is here to help. With a range of products including general liability, property, engineering, financial lines and D&O, our innovative underwriters and global network can help clients get established with a consistent, compliant reinsurance programme and stay safe in over 150 countries.

Crucially, we believe that however global the outlook, the programme risk management should always be local. So regardless of where a business's ambitions take it, QBE will always be there, bringing our international presence and expertise straight to the client's doorstep.

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