

**DUAL Asia Pacific** commenced operations in 2004 with a Financial Lines product range and expanded to become a Speciality Lines agency in 2009 with its entry into the Accident and Health insurance market.

**DUAL Asia Pacific** is the local subsidiary of DUAL International a global Speciality Lines underwriting agency.

**DUAL Asia Pacific** has achieved compound growth of 28% annually, with offices in Sydney, Melbourne, Perth, Brisbane and Hong Kong and now has 42 employees. It has a cumulative premium income of \$200M with over 13,000 active policy holders.

**DUAL Asia Pacific** with its mid market focused foundations is now expanding into the corporate segment where DUAL Asia Pacific is involved in insuring 22 companies in the ASX 100.

### PRODUCTS

#### PROFESSIONAL LINES PRODUCTS

- Financial Consultants
- Accountants
- Design and Engineering
- Financial Planners
- Consultants
- Real Estate
- Information Technology

#### FINANCIAL LINES

- Management Liability
- Association Liability
- Financial Institutions
- Directors and Officers
- Crime

#### ACCIDENT & HEALTH

- Corporate Travel
- Group Personal Accident
- Voluntary Workers
- Expatriate Medical
- Journey
- Individual Personal Accident and Sickness

### INSURER CAPACITY

#### ABOUT LLOYD'S

- DUAL Australia underwrites exclusively on behalf of certain underwriters at Lloyd's (Arch Syndicate 2012).
- Lloyd's of London is an APRA regulated insurer.
- Financial strength ratings from Fitch "A+" (Strong); Standard & Poor's "A+"(Strong); and A.M. Best's "A" (Excellent).
- Since the late seventeenth century, the name Lloyd's has been synonymous with insurance.
- Many of the world's leading underwriters are based at Lloyd's.
- The market is internationally renowned and has an impeccable claims record.
- In Australia, Lloyd's is proud to be a member of the Insurance Council of Australia, and strives to comply with the agreement we have made under the General Insurance Code of Practice.

### CLAIMS APPROACH

DUAL Australia has appointed an independent claims manager, Proclaim Management Solutions Pty Ltd, to manage all incident notifications and claims for policies issued by DUAL Australia. Proclaim was set up in 1999 and specialises in Professional Lines claims utilising in-house lawyers with a commercial focus to provide superior service. In addition to this, DUAL Australia has also appointed a panel of external lawyers (with representation in every state) to assist on complicated claims matters.

### KEY PEOPLE

#### MANAGEMENT

**Damien Coates**  
B.Bus., Ass. Dip. Accounting/Bus  
Managing Director  
dcoates@dualaustralia.com.au

**Nick Goritsas**  
Finance Director  
ngoritsas@dualaustralia.com.au

**Katherine Newton**  
Operations Manager  
knewton@dualaustralia.com.au

#### UNDERWRITING

**Leo Abbruzzo**  
ANZIIIF (Snr Assoc) CIP  
Underwriting Director  
labruzzo@dualaustralia.com.au

**Aimee Pozoglou**  
BA Languages  
Technical Underwriting Manager  
apozoglou@dualaustralia.com.au

**Jayson Symonds**  
B.Bus., AAICD, Ass. Dip Business/Marketing  
Financial Institutions Product Manager  
jsymonds@dualaustralia.com.au

**Clinton Evans**  
ANZIIIF (MEM)  
Accident and Health Manager  
cevens@dualaustralia.com.au

#### GEOGRAPHIC MANAGERS

**Rob Collyer**  
Ass. Dip. Accounting/Bus  
Northern Region Manager  
rcollier@dualaustralia.com.au

**John King**  
Cert Bus (Ins)  
Southern Region Manager  
jking@dualaustralia.com.au

**Mark Spadaccini**  
Dip. Fin Serv  
Western Australia Manager  
mspadaccini@dualaustralia.com.au

**Craig Wincote**  
Dip. Fin Serv, B.Bus. - completing  
Queensland Manager  
cwincote@dualaustralia.com.au

**Phil Chiu**  
DUAL Hong Kong  
General Manager Asia  
pchiu@dualasia.com

### GROUP STRUCTURE



Founded in 1994 in the UK as a wholesale broker, now an international insurance group it's 2 main brands are DUAL Underwriting and Howden (Broking) with 36 offices in 18 countries employing over 600 people around the world. Achieved an annual compound growth rate of over 30% since 1995.

#### HYPERION INSURANCE GROUP LIMITED



# DUAL

## A U S T R A L I A

Level 4 332 Kent Street Sydney NSW 2000 Tel: 1300 769 772 Tel: +61 (0)2 9248 6300 Fax: +61 (0)2 9248 6301  
 Level 11 470 Collins Street Melbourne VIC 3000 Tel: 1300 769 772 Tel: +61 (0)3 8611 3500 Fax: +61 (0)2 9248 6301  
 Unit 68 177 Oxford Street Leederville WA 6007 Tel: 1300 769 772 Tel: +61 (0)8 9443 1455 Fax: +61 (0)2 9248 6301  
 Level 7 127 Creek Street Brisbane QLD 4000 Tel: 1300 769 772 Tel: +61 (0)7 3218 2728 Fax: +61 (0)2 9248 6301  
 enquiries@dualaustralia.com.au www.dualaustralia.com.au