



Damien Coates **DUAL Asia Pacific**

Damien Coates is the Managing Director of DUAL Asia Pacific, where he is responsible for managing the company's assets and developing business across the region, operating in the Financial Lines and Accident & Health segments of the market. DUAL Australia underwrites on behalf of Arch syndicate 2012 at Lloyd's and has offices in Sydney, Melbourne, Perth, Brisbane. In 2009 DUAL expanded into Asia with the opening of an office in HK and the formation of a partnership to underwrite on behalf of MSIG (Mitsui) throughout Asia. Damien is on the board of DUAL International Ltd with the responsibility of developing DUAL businesses throughout the region.

Mr. Coates founded DUAL Australia in 2004 and has overseen the growth of now DUAL Asia Pacific to \$60M in premium income, with 13,000 active clients. DUAL Asia Pacific's capability now represents 45 staff with offices in 5 locations.

Mr. Coates is also the Chairman of the Underwriting Agencies Council in Australia, which is the peak representative body for underwriting agencies in Australia. Underwriting agencies are a segment which is estimated to control \$2.5B in premium income and employ 1,600 people and represent one of the highest growth segments of the insurance market.

Prior to DUAL Australia, Mr. Coates has 18 years of solid experience in the insurance industry. During his career he has held senior roles ranging from accounting/internal auditing to underwriting at a number of renowned international insurers in several major markets, including Australia, the UK, Ireland and Africa. Damien holds a Bachelor of Business degree and an Associate Diploma in Accounting.