



2018 QBE Insurance Group
Fixed Income
Investor Update

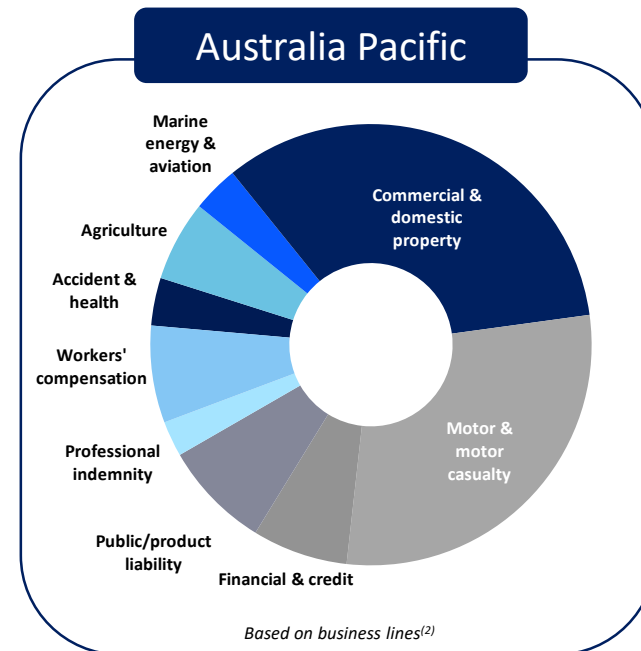
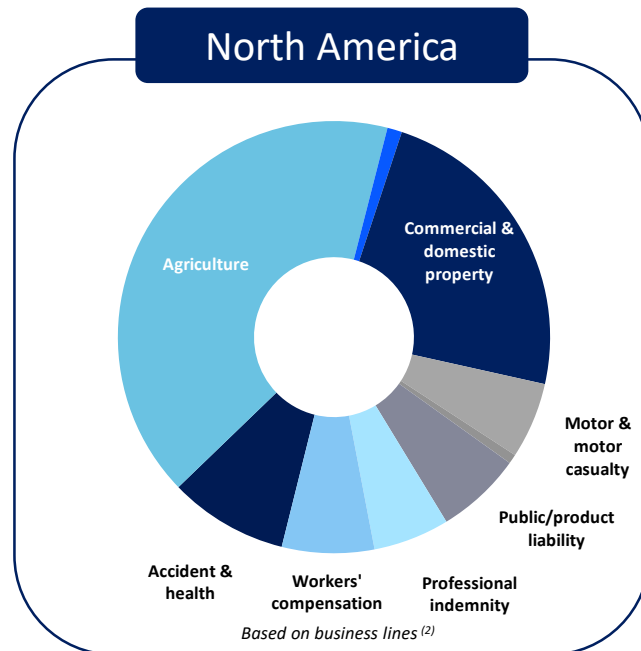
Monday 25 February 2019

All figures in US\$ and as at 31 December 2018 unless otherwise stated

QBE Insurance Group Limited (“QBE”) operates in 3 divisions⁽¹⁾ with operations in 31 countries globally

QBE is an international general insurance and reinsurance company, with meaningful operations in the major insurance hubs. QBE is listed on the Australian Securities Exchange and headquartered in Sydney, Australia.

QBE is a specialty property and casualty insurer and reinsurer, with primary focus on commercial lines.



1. Effective 1 January 2019 when QBE's operations consolidate into three divisions: International (consisting of European Operations and Asia), Australia Pacific (consisting of Australia, New Zealand, the Pacific Islands and India), and North America

2. Approximate representation of divisional premium by class, post consolidation of divisions

Maintaining a strong capital position

- PCA multiple at 1.78x (1.6x-1.8x range)
- Remains above S&P 'AA' minimum levels

Ratings

- S&P, Moody's, Fitch & AM Best affirmed QBE's credit rating
- Ratings are supported by the Group's globally diversified multiline business, strong market positions and robust balance sheet

Regulatory

- QBE is regulated by key global regulators in Australia, UK, Europe, USA and Bermuda

Reducing Debt

- Active liability management (borrowings reduced by \$428M since December 2017) via repurchase of \$399M (face value) senior debt
- Debt to Equity ratio down from 40.8% to 38.0% (closer to 25%-35% target range)
- Net reduction of \$1,744M in value of borrowings since December 2012



**Strong
Capital**



**Ratings
Strength**



**Globally
Regulated**



**Lower
Gearing**

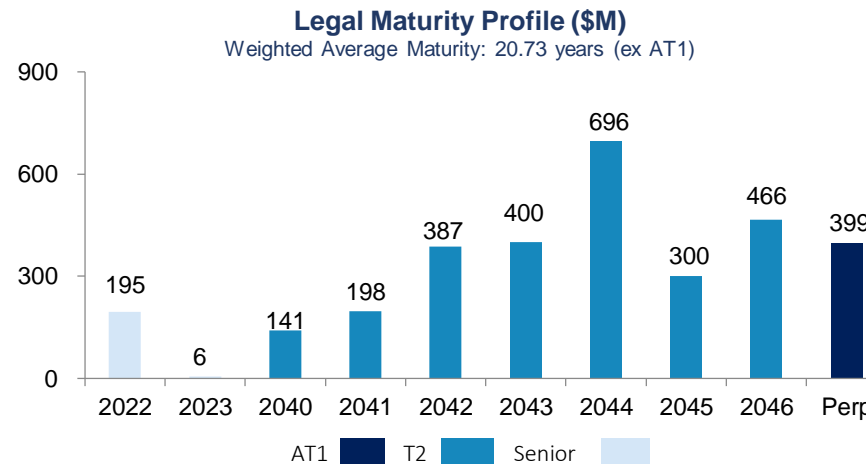
QBE Insurance Group is rated by 4 major rating agencies

	Long Term FSR ^{(1) (2)}	Debt Issue ICR ⁽³⁾	Outlook	Rating Affirmation
S&P	A+	A-	Stable	September 2018
AM Best	A (excellent)	bbb+	Stable	June 2018
Fitch	A+	A-	Stable	September 2018
Moody's	A1	A3	Negative	December 2018

1. Insurance Financial Strength ratings: reflects ability of an insurer to meet its obligations and claims

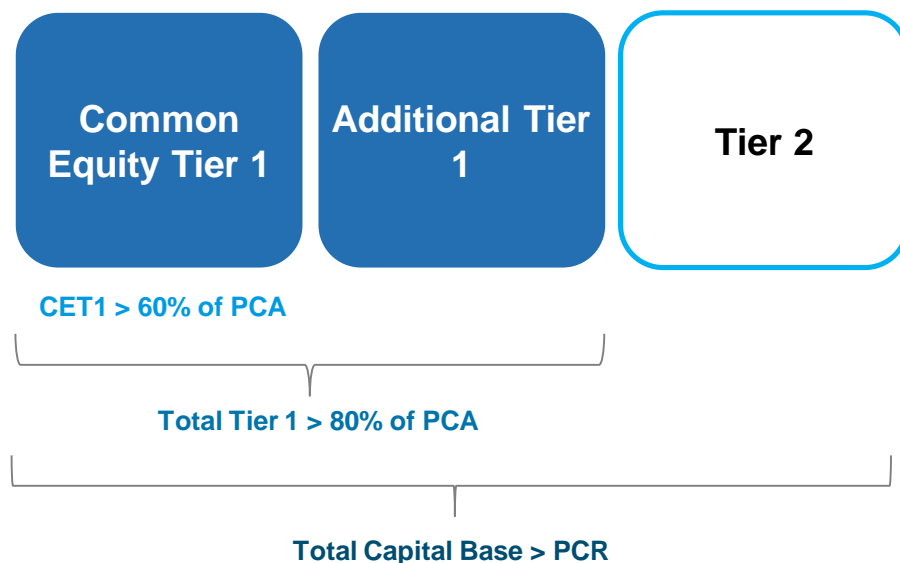
2. Insurance Financial Strength (IFS) ratings, as applicable to operating insurance entities. QBE Insurance Group Limited as the holding company is rated two notches lower

3. Debt ratings: reflects ability of the company to pay the security holder's interest in addition to principal repayment



ISN/CUSIP	Currency	Issue Date	Principal Amount (\$M)	Balance Sheet Value (USD)	Coupon	First Call Date	Maturity Date
Junior Subordinated (AT1)							
XS1707749229	USD	November 2017	400	399	5.250%	May 2025	Perpetual
Subordinated (Tier 2)							
AU3FN0029039	AUD	September 2015	200	141	BBSW + 4.0%	September 2020	September 2040
USG7306BAA29	USD	May 2011	1,000	167	7.250%	May 2021	May 2041
XS0615238473	GBP	May 2011	325	31	7.500%	May 2021	May 2041
XS1419859142	GBP	May 2016	327	387	6.115%	May 2022	May 2042
US74737DAA46	USD	October 2016	399	400	7.500%	November 2023	November 2043
XS1144495808	USD	November 2014	700	696	6.750%	December 2024	December 2044
XS1311098815	USD	November 2015	300	300	6.100%	November 2025	November 2045
XS1423722823	USD	June 2016	524	466	5.875%	June 2026	June 2046
Senior							
XS1589873097	USD	April 2017	300	195	3.000%	-	October 2022
XS1688390068	USD	September 2017	300	6	3.000%	-	May 2023
Total				3,188			

Capital Base / Tiers of Capital



Source: Prudential Standard GPS 112, "Capital Adequacy: Measurement of Capital", January 2013

	\$M	FY 2018
Capital Base		8,761
PCA		4,930
PCA Multiple		1.78x

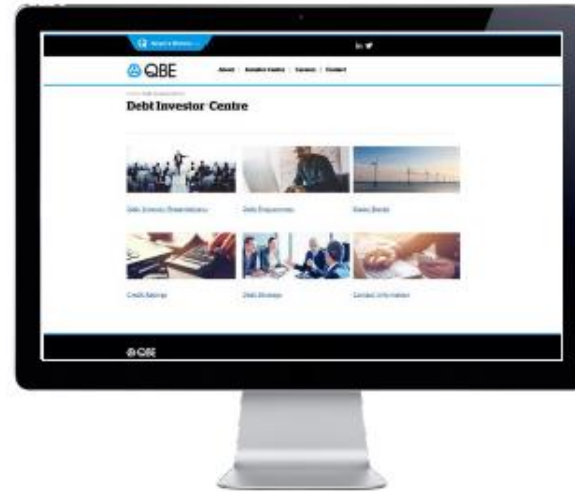
Point of Non-Viability Loss Absorption

- All Additional Tier 1 and Tier 2 must include loss absorption provisions (via conversion or write-down) upon a non-viability trigger event
- Both sequential (loss absorption hierarchy) and partial loss absorption amongst parity securities are permitted by APRA:

"A regulated institution may provide for Additional Tier 1 Capital instruments to be converted or written off prior to any conversion or write-off of Tier 2 Capital instruments. In these circumstances, conversion or write-off of Tier 2 Capital instruments will only be necessary to the extent that conversion of Additional Tier 1 Capital instruments has not resulted in APRA withdrawing the notice issued to the regulated institution" - Prudential Standard GPS 112, "Capital Adequacy: Measurement of Capital", January 2013

- APRA has stated that it is of the view that it is **less likely for insurers (compared to banks) to trigger non-viability** in Australia:

"A decision by APRA that it is necessary to trigger write off or conversion in circumstances where an insurer would otherwise become non-viable is expected to be less likely for insurers than may be expected to be the case for ADIs. This reflects the different nature of the circumstances that may lead to an insurer becoming non-viable and the options available to APRA and the insurer to address such situations." - APRA Response to Submissions – Review of capital standards for general insurers and life insurers, December 2011



www.group.qbe.com/investor-centre/disclaimer/debt-investor-centre

Contact our Global Treasury team

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The information in this presentation provides an overview of the results for the year ended 31 December 2018.

This presentation should be read in conjunction with all information which QBE has lodged with the Australian Securities Exchange (“ASX”). Copies of those lodgments are available from either the ASX website www.asx.com.au or QBE’s website www.qbe.com.

The information is supplied in summary form and is therefore not necessarily complete. Prior to making a decision in relation to QBE’s securities, products or services, investors, potential investors and customers must undertake their own due diligence as to the merits and risks associated with that decision, which includes obtaining independent financial, legal and tax advice on their personal circumstances. No representation or warranty is made as to the accuracy, completeness or reliability of the information.

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Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and

other factors, many of which are beyond the control of QBE that may cause actual results to differ materially from those either expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. You are cautioned not to place undue reliance on forward-looking statements. Such forward-looking statements only speak as of the date of this presentation and QBE assumes no obligation to update such information.

Any forward-looking statements assume large individual risk and catastrophe claims do not exceed the significant allowance in our business plans; no reduction in premium rates in excess of our business plans; no significant fall in equity markets and interest rates; no major movement in budgeted foreign exchange rates; no material change to key inflation and economic growth forecasts ;recoveries from our strong reinsurance panel; no unplanned asset sales and no substantial change in regulation. Should one or more of these assumptions prove incorrect, actual results may differ materially from the expectations described in this presentation.

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