
Asia: Demand for specialty and facultative solutions grows in the region



By Sarah Si (/Authors/AuthorsDetails/id/48183) | 01 Dec 2025



There is healthy and growing demand for specialty and facultative solutions right across Asia, and it is not limited to developed markets, according to the CEO of Wholesale Markets Asia at QBE Ronak Shah.

Speaking to *Asia Insurance Review*, he said, “Our core markets—Singapore, Malaysia, Hong Kong and Vietnam—continue to be steady contributors. These are well-established hubs where clients and brokers understand the value of facultative capacity, particularly in complex areas like property, financial lines and engineering.

But the real growth potential lies in the wider region. We see exciting opportunities emerging from markets such as Korea, Taiwan, Japan, Thailand, Indonesia, India and selectively mainland China. In fact, we already have dedicated desk representation for places like Korea, Taiwan, Greater China and Japan, and that is helping us build connectivity and insight into these markets.”

He continued, “What is important is that these opportunities align with our underwriting appetite and capability, as well as our ability to build sustainable partnerships, particularly through brokers and other distribution channels, including digital platforms.”

“We also look carefully at factors like risk-adjusted returns, regulatory stability and macroeconomic drivers such as middle-class expansion and infrastructure development,” Mr Shah added. These are strong tailwinds that will continue to fuel specialty insurance demand across both developed and emerging markets, he said.

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