

By country

Product / Country	Underwriting Capacity	Hong Kong & Macau	Malaysia	Singapore	Vietnam
Worker's Compensation / Employee's Compensation/ Workmen's Compensation	US\$100M	√	✓	✓	✓

Appetite at a glance

Target occupation / industry

Below are occupations / industries QBE has identified as target growth areas:

- Education
- Food and beverage manufacturing
- Health and community services
- Hotels
- Metal product manufacturing / machinery and equipment manufacturing / other
- Motion picture, radio and television services

- Motor vehicle retail and services
- Non-metallic mineral product manufacturing
- Personal services beauty salon, hairdressing, laundry and massage
- · Places of worship
- Printing, publishing and recorded media
- Retail personal and household goods
- Services finance, insurance, communication, business and property
- Sport and recreation except diving
- Textile, clothing, footwear and leather manufacturing
- Wholesale manufacturing
- Wood and paper product manufacturing

Moderate appetite

QBE has a moderate appetite to support the following occupations / industries due to the nature of the risks. They include:

- Air conditioner installation workers / repairer
- Blasting
- Cafes and restaurants
- Cleaning
- Construction projects (excluding Construction Projects in Hong Kong)
- Crane operator
- Demolition work
- Diving
- · Drain repairer
- Earth removal

- Excavation
- Filling & reclamation
- Food retailing
- Gondola worker / window cleaner
- Logistics
- Neon light signboard installation worker / repairer
- Offshore Oil and Gas (including maintenance activity)
- Recycling
- Renovation and Decoration Projects
- Scaffolding

- Ship repairer
- Steel bending & erection
- Steeplejacks
- Stevedores
- Transport water, road and other and services to transport
- Tunnelling
- Well sinkers and borers
- Work on board launch / river trade vessel

Appetite by occupation / industry

Occupation / Industry	QBE's appetite
Air conditioner installation workers / repairer	
Blasting	
Cafes and restaurants	
Cleaning	
Construction projects (excluding Construction projects in Hong Kong)	
Crane operator	
Demolition work	
Diving	
Drain repairer	
Earth removal	
Education	
Excavation	
Filling & reclamation	
Food and beverage manufacturing	
Food retailing	
Gondola worker / window cleaner	
Health and community services	
Hotels	
Logistics	
Metal product manufacturing / machinery and equipment manufacturing / other manufacturing	
Motion picture, radio and television services	
Motor vehicle - retail and services	

Occupancy / Industry	QBE's appetit
Neon light signboard installation worker / repairer	
Non-metallic mineral product manufacturing	
Offshore oil and Gas (including maintenance activity)	
Personal services - beauty salon, hairdressing, laundry and massage	
Places of worship	
Printing, publishing and recorded media	
Recycling	
Renovation and decoration projects	
Retail - personal and household goods	
Scaffolding	
Services - finance, insurance, communication, business and property	
Ship repairer	
Sport and recreation except diving	
Steel bending & erection	
Steeplejacks	
Stevedores	
Textile, clothing, footwear and leather manufacturing	
Transport - water, road and other and services to transport	
Tunnelling	
Well sinkers and borers	
Wholesale	
Wood and paper product manufacturing	
Work on board launch / river trade vessel	

Legend: Target Moderate appetite

Your QBE Team



Andy White
CHIEF UNDERWRITING OFFICER ASIA

T: +65 8339 8258 E: andy.white@qbe.com



Ben Patrick
ASIA HEAD OF EMPLOYEES COMPENSATION ASIA

T: +852 2253 3512 E: ben.patrick@qbe.com

Hong Kong & Macau	Ben Patrick MARKET LEAD EMPLOYEES COMPENSATION & LIABILITY
	T: +852 2253 3512
	E: ben.patrick@qbe.com
Singapore	Rachel Pu COUNTRY LEAD, WORKERS COMPENSATION & MOTOR
	T: +65 6477 1142
	E: rachel.pu@qbe.com
Malaysia	Fahmin Wan Ali HEAD, FINANCIAL LINES AND LIABILITY
	T: +60 3 786 187 70
	E: fahmin.wanali@qbe.com.my
Vietnam	Linh Pham COUNTRYUNDERWRITING MANAGER
	T. 104 20 C207 FF24
	T: +84 28 6287 5524
	E: linh.pham@qbe.com

QBE Asia is part of the International Division of QBE Insurance Group Limited, one of the world's top 20 general insurance and reinsurance companies. Headquartered in Sydney, Australia, the QBE Insurance Group is listed on the Australia Securities Exchange and operates out of 31 countries in key insurance markets.

