

News release



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QBE appoints Marcelo Teixeira as Global Head of Bancassurance and Head of Strategic Development Emerging Markets

QBE today announced the appointment of Marcelo Teixeira to a dual role as the Global Head of Bancassurance for QBE Insurance Group and the Head of Strategic Development for the Emerging Markets Division.

As Global Head of Bancassurance, Marcelo will be responsible for driving QBE's strategy and growth in partnering with banks across multiple markets globally. To further expand this strategically important business for QBE, Marcelo will provide oversight of the global Bancassurance strategy and operation with an aim to increase QBE's share in personal, SME and specialty lines of insurance business.

In his role as the Head of Strategic Development for Emerging Markets, Marcelo will direct and drive the development of strategy to achieve the Division's overall business objectives in alignment with the Group strategy. He will also be responsible for identifying business opportunities and solutions, cross-regional synergies and collaboration opportunities to take growth of the Emerging Markets Division to the next level by further leveraging the profitable growth strategy.

David Fried, Chief Executive Officer, Emerging Markets, QBE Insurance Group said: "This leadership appointment represents another milestone in the strengthening of our senior management capabilities as Marcelo brings with him a wealth of experience in insurance and retail banking. He has a proven track record of growing businesses profitably in the global markets, in addition to leadership experience in strategy. We are confident that Marcelo will help drive expansion of the QBE's global bancassurance and emerging market businesses."

Marcelo joins QBE from HSBC, where he was the Group Head of Insurance with overall responsibility for the HSBC Group's insurance and pension businesses globally from 2011 to 2015. Marcelo has been involved in the insurance and retail banking industry for more than 30 years and has extensive leadership experience in strategy, mergers and acquisitions, corporate development for profitable growth, risk management and governance. Prior to joining HSBC in 2006, he also served in various leadership roles with MasterCard International, Santander and Banco do Brasil.

**Marcelo Teixeira's photograph attached.*

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About QBE Insurance Group

QBE Insurance Group Limited is one of the top 20 insurers and reinsurers worldwide. QBE Insurance Group's 2016 first-half results can be found at www.group.qbe.com. Headquartered in Sydney, Australia, QBE operates out of 37 countries and territories around the globe, with a presence in every key insurance market.

The Emerging Markets Division has a presence in 23 markets in Asia Pacific and Latin America.