

# IBISWorld Company Report

## QBE Insurance Group Limited

### Premium Report

Balance Date: December 2015

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## Details

### Company Details

Major Business Line	K6322 - General Insurance in Australia
ACN Number	008 485 014
ABN Number	28 008 485 014
ASX Code	QBE
Incorporated In	Australian Capital Territory
Incorporation Date	11/24/1970
Company Type	Public Company
Ownership Type	Local
Sector	Non Government
Listed on Stock Exchange?	Yes
FY Balance Date	31-Dec-2015
IBISWorld Rank*	10

### Company Contact Details

Company Registered Name	QBE Insurance Group Limited
Commonly Used Name	QBE Insurance Group

### Street Address

Floor	Level 27
Street	8 Chifley Square
City	SYDNEY
State	New South Wales
Post Code	2000
Country	Australia

### Postal Address

PO Box	GPO Box 82
Post Office	
City	SYDNEY
State	New South Wales
Post Code	2001
Telephone Number	02 9375 4444
Facsimilie Number	02 9231 6104
Internet Web Address	<a href="http://www.group.qbe.com">www.group.qbe.com</a>

## Introduction

QBE Insurance Group is an Australian listed public company that provides insurance services in Australia, Asia-Pacific, Europe and America. The company employs approximately 14,000 staff throughout its global operations and is headquartered in Sydney, New South Wales.

QBE Insurance is listed on the Australian Securities Exchange under the code QBE.

## History/Background

2016 - April: Elders re-acquired a 10% interest in Elders Insurance (Underwriting Agency) Pty Limited (EIUA) from QBE. Elders had previously sold its final 10% stake in EIUA to QBE in June 2014 in order to retire debt.

2015 - February: QBE divested its interest in QBE's workers' compensation business in Argentina to WST S.A, a company owned by the Wertheim Group. This divestment cost US\$95 million. Also this month, the company announced that it had agreed to sell its interest in Australian agency businesses CHU Underwriting Agencies Pty Limited (CHU), Corporate Underwriting Agencies Pty Limited (CUA) and Underwriting Agencies of Australia Pty Limited (UAA) to Steadfast Group Limited for a total consideration of \$290 million.

January: The company announced the sale of its North American agency businesses: Community Association Underwriters, Deep South and SIU, to Alliant Insurance Services for a consideration of US\$300 million. The transaction was expected to be completed by February 2015.

2012 - March: The company announced the acquisition of general life insurance businesses of HSBC Argentina Holdings S.A. and Hang Seng Bank Limited. The cost of the acquisitions was approximately US\$420 million. Both companies were indirectly owned subsidiaries of HSBC Holdings plc.

2011 - February: QBE entered into a 10-year distribution agreement with the Bank of America for a number of consumer insurance products including contents and motor insurance. As part of the agreement, QBE will assume approximately \$1.2 billion of Balboa Insurance Company's insurance liabilities. QBE will also make an upfront payment of US\$700 million for both the distribution rights and the portfolio transfer.

January: QBE announced its plan to acquire the Australian operations of US-based Cuna Mutual. The acquisition would increase QBE's share of the Australian credit union sector. The acquisition was expected to be finalised in April.

2010 - November: QBE announced the acquisition of the US insurance operations of Renaissance Re, consisting of a crop and small specialist program insurance business. The transaction, subject to regulatory approval, was expected to be finalised in March 2011.

July: QBE announced it had acquired Secura NV, a Belgian reinsurance company for 267 million euro. The transaction was completed in November.

April: The company announced its acquisition of NAU Country Insurance Company, a US multi-peril crop insurance company, for US\$565 million. The acquisition was finalised in July.

2009 - September: QBE announced it had completed its acquisition of Elders Insurance underwriting and distribution operations for a purchase price of \$270 million.

2008 - The company purchased lenders' mortgage insurer PMI Australia and the US-based North Pointe Holdings Corporation.

2007 - The company acquired the insurance businesses Winterthur US, Praetorian Financial Group and QBE Mexico Seguros SA.

2006 - The company purchased US Agriculture insurer One Beacon Agriculture.

2005 - The company acquired UK-based underwriter Greenhill Underwriting Group, the property and casualty division of National Farmers Union in the UK, and Columbian insurer QBE Central de Seguros SA.

2004 - The company acquired ING's 50% share in QBE Mercantile Mutual in Australia.

2002 - Community Care Underwriting Agency was formed to provide the not-for-profit sector with public liability insurance cover.

2001 - The Australian general insurance division expanded its travel and corporate insurance business through selective renewal of the collapsed HIH insurance business, particularly units in Australia, New Zealand and Argentina. The company also purchased the Australian Aviation Insurance Group and Aviation Underwriting Pool to form QBE Aviation during the year.

1998 - QBE acquired The Fortis Group's compulsory third party business in Queensland, and formed QBE Mercantile Mutual Ltd as a 50% joint venture with Mercantile Mutual Insurance (Australia) Limited.

1997 - The MLC Fire and General Insurance portfolio and 74.9% of Trade Indemnity Australia Limited were acquired. The remaining share was secured in 2000.

1996 - Allstate Reinsurance Co Limited in London was purchased.

1993 - New York-based reinsurer The American Royal Reinsurance Company was acquired.

1992 - The company acquired the Australian Eagle Insurance Company Limited.

1991 - The company's cross-shareholdings with Burns Philp & Company Limited were unwound, allowing Australian institutional shareholders to increase their equity shares.

1989 - Pacific Indemnity Underwriting Agency Pty Ltd was established in a joint venture with Commercial Union Group and Australian Reinsurance Company.

1988 - The company acquired Universal Insurance Company of Ireland and Imperial Chemicals Reinsurance Limited. QBE Mercantile Mutual Marine Underwriting Agency Pty Ltd was established in a joint venture with Mercantile Mutual that same year.

1986 - The company entered into the US insurance market with the establishment of the company's first agency there.

1985 - The company acquired Sydney-based insurer City Mutual General Insurance Ltd. A joint venture was formed with Vox Adeon Holdings to create general insurance company Western Underwriters Insurance Ltd. This company became a wholly-owned subsidiary in 1987.

1977 - The company sold its life insurance business to focus on general insurance and reinsurance.

1973 - QBE Insurance Ltd listed on the ASX following a merger with insurer Bankers' and Traders' Insurance Company Limited. Both companies held 40% shareholdings in the Equitable Probate and General Insurance Co Limited.

1970 - Holding company QBT Holdings was incorporated in the Australian Capital Territory.

1887 - The New Caledonia agency opened, followed by Singapore in 1889, New Zealand in 1890 and Papua New Guinea in 1899.

1886 - James Burns founded the North Queensland Insurance Company Ltd in October.

## Brands/Businesses/Products

The QBE Insurance Group is an international general insurance and reinsurance company offering services through a network of agencies in 37 countries. The company insures businesses and individuals, and other insurers through its reinsurance business. QBE Insurance operates through the following divisions:

- North America

The company's North American operations are headquartered in New York. The division provides

general insurance and reinsurance products through the brands General Casualty, Unigard, Farmers Union Insurance, QBE Agri, QBE Reinsurance and QBE Specialty.

- **Latin America**  
The company's Latin American division has operations in Argentina, Brazil, Colombia, Mexico, Ecuador, Chile and Puerto Rico with insurance operations carried out from offices in each of these locations.
- 1. **Europe**  
The European operations consist of Lloyd's and QBE Insurance Europe. This division provides commercial and reinsurance services in the United Kingdom, Ireland as well as 16 countries in mainland Europe.
- 1. **Asia Pacific**  
QBE Asia Pacific provides corporate, commercial and personal insurance through a broker network across Asia. The group has operations in Singapore, Malaysia, Indonesia, Hong Kong, Macau, Thailand, Vietnam, China, Philippines and India.
- 1. **Australia & New Zealand**  
The Australian & New Zealand operations provide insurance cover for personal and commercial risks, through the following businesses: Intermediary Distribution (broker network), Corporate Partners & Direct, Credit & Surety (including trade credit and builders' warranty), Lenders Mortgage Insurance and Elders Insurance.

## Company Snapshot

QBE Insurance Group Limited is a Public Company that is ranked number 10 out of the top 2000 companies in Australia. The company generates the majority of its income from the General Insurance in Australia industry.

In 2015 the company generated total revenue of \$23,753,880,000 including sales and other revenue. In 2015 QBE Insurance Group Limited had 14500 employees in Australia including employees from all subsidiaries under the company's control.

The Chief Executive of QBE Insurance Group Limited is Mr John Neal whose official title is Group Chief Executive Officer. The Chairman of QBE Insurance Group Limited is Mr Marty Becker whose official title is Non-Executive Chairman.

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## Personnel

Salutation	Initials	Full Name	Title	Position Type
Mr	W M	Marty Becker	Non-Executive Chairman*	Chairman
Mr	J D	John Neal	Group Chief Executive Officer*	Chief Executive
Mr	P	Pat Regan	Group Chief Financial Officer*	Financial Controller
Mr	R	Russell Johnston	Chief Executive Officer North American Operations	Chief Operating Officer
Mr	C	Colin Fagen	Group Chief Strategy Officer	Chief Operating Officer
Mr	R	Richard Pryce	Chief Executive Officer European Operations	Chief Operating Officer
Mr	D	David Fried	Chief Executive Officer Emerging Markets	Chief Operating Officer
Mr	M	Mike Emmett	Group Executive Officer Operations	Chief Operating Officer
Mr	T	Tim Plant	Chief Executive Officer Australia & New Zealand Operations	Chief Operating Officer
Mr	J M	John Green	Non-Executive Deputy Chairman*	Non-Executive Director
Mr	S	Stephen Fitzgerald	Non-Executive Director*	Non-Executive Director
Ms	J E	Jann Skinner	Non-Executive Director*	Non-Executive Director
Sir	B W	Brian Pomeroy	Non-Executive Director*	Non-Executive Director
Ms	M M Y	Margaret Leung	Non-Executive Director*	Non-Executive Director
Mr	R	Rolf Tolle	Non-Executive Director*	Non-Executive Director
Ms	C	Carolyn Scobie	Company Secretary	Company Secretary
Mr	S	Peter Smiles	Deputy Company Secretary	Company Secretary
Ms	C	Carolyn Scobie	Group General Counsel	Legal Officer
Mr	T	Tasos Chatzimichailidis	Director Global Sales Transformation	Sales Manager
Ms	B	Bettina Pidcock	Executive General Manager Marketing	Marketing Manager
Mr	S	Steve Rooney	Marketing Bank & Marketing Communications Manager	Marketing Manager
Mr	C	Chris Heptinstall	Manager Strategy & Procurement	Procurement Manager
Ms	J	Jenni Smith	Group Executive Officer People & Communications	Personnel Manager
Mr	A	Tony Forward	Chief Information Officer	Computing/IT Manager
Mr	A	Tony Jackson	Global Head of Investor Relations	Other

Mr J Jason Brown Group Chief Risk Officer Other  
\* Appointed to the Board of Directors

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## Other Directorships

Name	Company	Position Title
Mr John Green	National Library of Australia WorleyParsons Limited	Council Member Non-Executive Director
Ms Jann Skinner	Tasmanian Public Finance Corporation	Non-Executive Director

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## Financials

Balance Date	31-Dec-2015	31-Dec-2014	31-Dec-2013	31-Dec-2012	31-Dec-2011
Accounting Period Date	12 Months	12 Months	12 Months	12 Months	12 Months
Reported Currency	USD	USD	USD	USD	USD
Currency Units	AUD000	AUD000	AUD000	AUD000	AUD000
<b>PROFIT AND LOSS ACCOUNT</b>					
<b>REVENUE ITEMS</b>					
Sales Revenue	20,501,783	22,698,698	24,578,234	25,199,250	24,510,911
Other Revenue	3,252,092	3,569,470	3,300,180	5,337,718	4,621,901
<b>Total Revenue</b>	<b>23,753,876</b>	<b>26,268,168</b>	<b>27,878,414</b>	<b>30,536,968</b>	<b>29,132,812</b>
Cost of Goods Sold	N/A	N/A	N/A	N/A	N/A
Depreciation	197,846	226,698	1,071,665	479,502	302,265
R&D Expenditure	N/A	N/A	N/A	N/A	N/A
<b>INTEREST</b>					
Interest Received	663,608	912,290	930,151	1,056,552	1,079,909
Interest Expense	335,239	408,057	474,006	445,153	377,831
<b>PROFIT AND LOSS</b>					
Share of Profits of Associates	0	1,374	N/A	4,122	8,244
EBITDA	1,178,832	1,001,595	0	1,160,971	792,758
<b>Profit Before Tax</b>	<b>1,309,355</b>	<b>1,279,129</b>	<b>-615,521</b>	<b>1,292,868</b>	<b>1,192,571</b>
Income Tax Expense	357,222	250,055	-280,282	221,203	204,716
Continuing Operations after Tax	952,133	1,029,074	-335,239	1,071,665	987,856
Discontinued Operations after Tax	N/A	N/A	N/A	N/A	N/A
Outside Equity Interest	8,244	9,618	13,739	26,105	20,609
<b>NPAT</b>	<b>943,890</b>	<b>1,019,456</b>	<b>-348,978</b>	<b>1,045,561</b>	<b>967,247</b>
Significant Items	0	0	-828,480	-206,090	0
Dividends	578,425	424,544	489,119	1,082,657	1,911,137
<b>AUDIT</b>					
Audit Fees	22,428	23,316	23,469	23,471	21,881
Audit Other	7,757	9,692	16,774	7,333	8,558
<b>Total Audit Fees</b>	<b>30,185</b>	<b>33,007</b>	<b>40,244</b>	<b>30,804</b>	<b>30,439</b>
<b>BALANCE SHEET</b>					
<b>CURRENT ASSETS</b>					
Cash At Bank	N/A	N/A	N/A	N/A	N/A
Trade Debtors	N/A	N/A	N/A	N/A	N/A
Inventory	N/A	N/A	N/A	N/A	N/A
Other Current Assets	N/A	N/A	N/A	N/A	N/A
<b>Total Current Assets</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>NON-CURRENT ASSETS</b>					
Receivables	N/A	N/A	N/A	N/A	N/A
Investments	N/A	N/A	N/A	N/A	N/A



Property & Plant Equipment	N/A	N/A	N/A	N/A	N/A
Intangible Assets	N/A	N/A	N/A	N/A	N/A
Other Non-Current Assets	N/A	N/A	N/A	N/A	N/A
<b>Total Non-Current Assets</b>	N/A	N/A	N/A	N/A	N/A
<b>Total Assets</b>	<b>57,946,872</b>	<b>61,826,850</b>	<b>64,947,045</b>	<b>69,724,200</b>	<b>64,213,366</b>
<b>CURRENT LIABILITIES</b>					
Trade Creditors	N/A	N/A	N/A	N/A	N/A
Interest Bearing Debt	N/A	N/A	N/A	N/A	N/A
Provisions	N/A	N/A	N/A	N/A	N/A
Other Current Liabilities	N/A	N/A	N/A	N/A	N/A
<b>Total Current Liabilities</b>	N/A	N/A	N/A	N/A	N/A
<b>NON-CURRENT LIABILITIES</b>					
Interest Bearing Debt	N/A	N/A	N/A	N/A	N/A
Provisions	N/A	N/A	N/A	N/A	N/A
Other Non-Current Liabilities	N/A	N/A	N/A	N/A	N/A
<b>Total Non-Current Liabilities</b>	N/A	N/A	N/A	N/A	N/A
<b>Total Liabilities</b>	<b>43,438,171</b>	<b>46,600,958</b>	<b>50,654,051</b>	<b>54,038,041</b>	<b>49,872,285</b>
<b>SHAREHOLDERS' EQUITY</b>					
Share Capital	11,595,969	12,902,577	12,633,286	13,742,048	12,281,560
Reserves	-1,714,665	-1,930,372	-2,019,677	-2,569,249	-2,440,100
Retained Earnings	4,551,830	4,182,243	3,614,810	4,249,565	4,249,565
Other	75,566	71,444	64,575	81,062	71,444
<b>Total Equity</b>	<b>14,508,701</b>	<b>15,225,892</b>	<b>14,292,994</b>	<b>15,686,159</b>	<b>14,341,081</b>
<b>OTHER</b>					
Number of Employees	14,500	N/A	15,455	16,987	16,264
Number of Shares on Issue (end of period)	1,370,000,000	1,363,000,000	1,247,000,000	1,194,000,000	1,112,000,000
Market Capitalisation (end of period) ('000)	23,701,000	20,990,200	19,715,070	17,886,120	19,782,480
Earnings per Share (basic) (cents)	69.1	78.9	-31.3	89.4	89.2
Earnings per Share (diluted)(cents)	68.4	76.7	-31.3	84.6	84.2
Qualified Audit Report	No	No	No	No	No

\* IBISWorld estimate

\*\* Financials have been converted from USD to AUD using the exchange rate as at the latest balance date

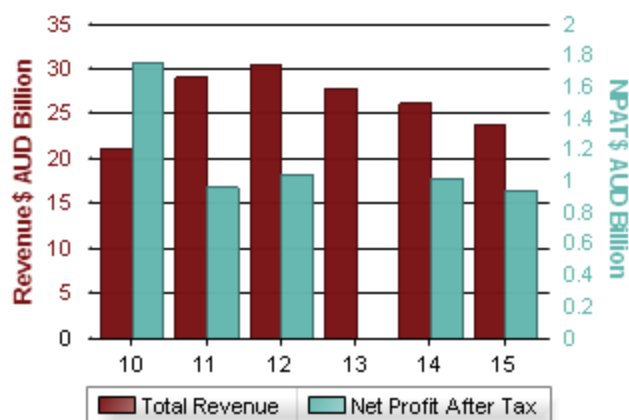
## Financial Growth

Balance Date	31-Dec-2015	31-Dec-2014	31-Dec-2013	31-Dec-2012	Ave 2010-15 (%)
Total Revenue Growth (% change)	-9.6	-5.8	-8.7	4.8	2.3
Sales Revenue Growth (% change)	-9.7	-7.7	-2.5	2.8	2.1
EBITDA (% change)	17.7	N/A	-100.0	46.5	-9.1
NPAT (% change)	-7.4	N/A	-133.4	8.1	-11.7
Shareholders' Funds (% change)	-4.7	6.5	-8.9	9.4	0.3
Total Assets (% change)	-6.3	-4.8	-6.9	8.6	0.4
Employees (% change)	N/A	N/A	-9.0	4.5	0.7

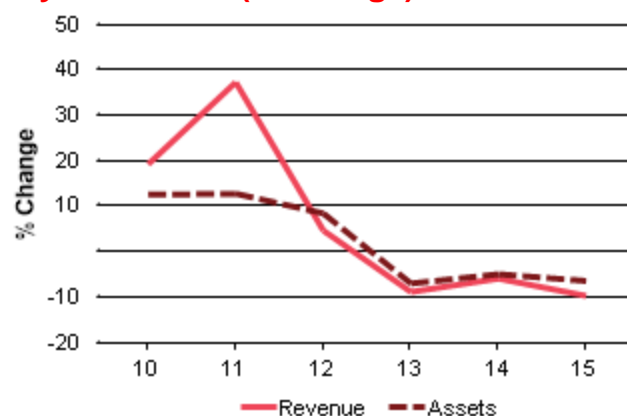
## Financial Ratios

Balance Date	31-Dec-2015	31-Dec-2014	31-Dec-2013	31-Dec-2012	31-Dec-2011
Return on Revenue (ROR) (%)	4.0	3.9	-1.3	3.4	3.3
Return on Shareholders' Funds (ROSF) (%)	6.5	6.7	-2.4	6.7	6.7
Return on Assets (ROA) (%)	1.6	1.7	-0.5	1.5	1.5
Profit Margin (%)	6.4	5.6	-2.5	5.1	4.9
Revenue per Employee (\$'000 per person)	1,638.2	N/A	1,803.9	1,797.7	1,791.3
NPAT per Employee (\$'000 per person)	65.1	N/A	-22.6	61.6	59.5
Effective Tax Rate (%)	27.3	19.5	N/A	17.1	17.2
Gearing (%)	75.0	75.4	78.0	77.5	77.7
Interest Cover (X)	4.9	4.1	-0.3	3.9	4.2
Current Ratio (X)	N/A	N/A	N/A	N/A	N/A
Dividends Paid per Share (\$)	0.4	0.3	0.4	0.9	1.7

### Revenue & NPAT



### Key Measures (% change)



## Industry Financial Averages

Financial Ratios	Industry Average*	QBE Insurance Group 31-Dec-2015	Unit
Return On Shareholders Funds	14.00	6.51	Percent
Return On Total Assets	2.44	1.63	Percent
Gearing	35.56	74.96	Percent
Interest Cover	3.33	4.91	Times
Current Ratio	1.37	N/C	Times
NPAT/Employee	140	65	A\$ 000
Pre-Tax Margin	11.46	5.51	Percent
EBITDA	187,475	1,178,832	A\$ 000
Effective Tax Rate	16.68	27.28	Percent
Days Stock Held	0.05	N/C	Days
Debtors T/O	22.77	N/C	Days
Creditors T/O	7.93	N/C	Days
Revenue/Employee	3,137	1,638	A\$ 000
Net Assets Per Share	2.92	10.59	A\$
Dividend Per Share	0.22	0.43	A\$
Earnings Per Share	0.25	0.69	A\$
Dividend Payout Ratio	43.41	61.28	Percent
Asset Turnover Ratio	0.15	0.35	Times

Growth Ratios	Industry Average*	QBE Insurance Group 31-Dec-2015	Unit
Revenue Growth	-0.03	-9.57	Percent
NPAT Growth	7.99	-7.41	Percent
Asset Growth	8.92	-6.28	Percent
Employees Growth	-2.35	N/C	Percent
Dividend Growth Rate	16.80	36.20	Percent

\*Companies included in the Industry Averages Calculations operate in the Insurance and Superannuation Funds in Australia industry.

## Segments

Balance Date: 31 December, 2015

Profit Definition: Profit After Income Tax Attributable to Ordinary Equity Holders of the Company

\*\* Financials have been converted from USD to AUD using the exchange rate as at the latest balance date

### Operating Divisions

Segment Name	Revenue AUD000	Profits AUD000	Assets AUD000
Insurance and Reinsurance Underwriting	23,753,876	943,890	57,946,872

### Operating Divisions - Key Ratios

Segment Name	Profit as % of Revenue	Profit as % of Assets
Insurance and Reinsurance Underwriting	4.0%	1.6%
Company	4.0%	1.6%

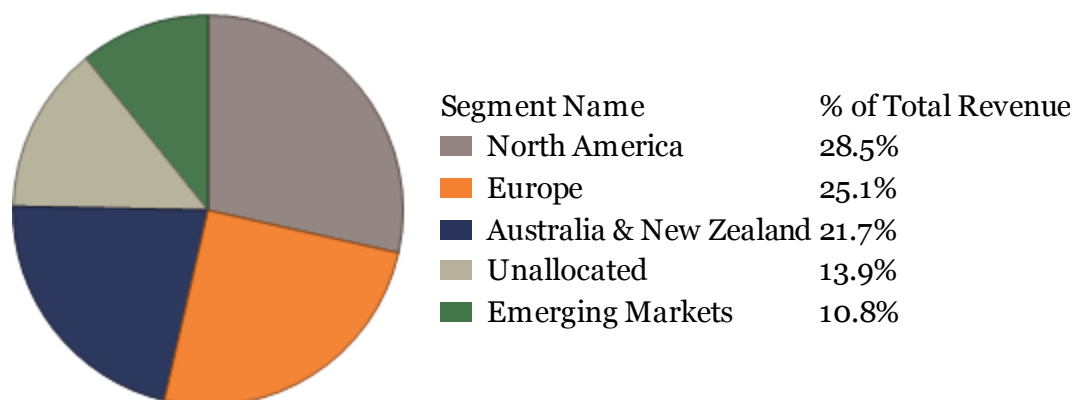
### Operating Divisions - Industries by Operating Segment

	Historical Growth Rates 2011/12-2015/16	Forecast Growth Rates 2016/17-2020/21
<b>Insurance and Reinsurance Underwriting</b>		
K6322 - General Insurance in Australia	1.7%	2.1%
GDP Growth Rate	2.7%	2.5%

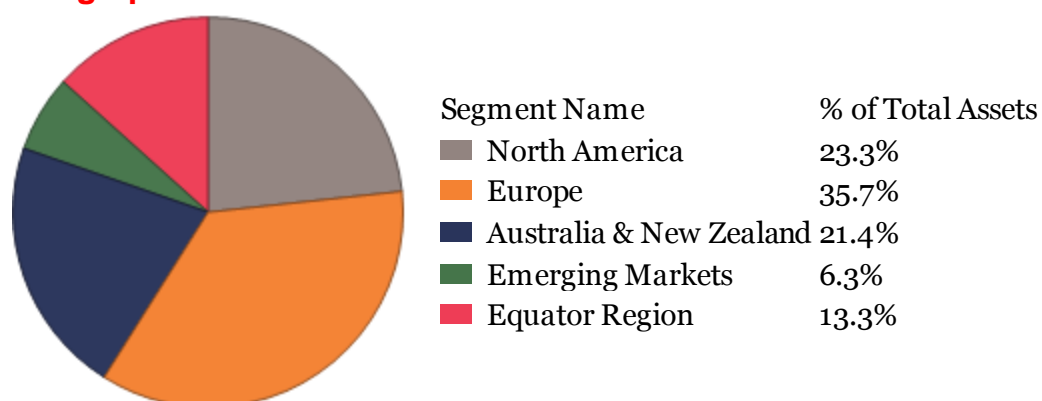
### Geographic Locations

Segment Name	Revenue AUD000	Profits AUD000	Assets AUD000
North America	6,773,475	188,228	15,249,249
Europe	5,960,108	556,442	23,355,436
Australia & New Zealand	5,156,359	534,459	13,990,729
Unallocated	3,301,554	-693,835	-7,544,250
Emerging Markets	2,562,379	190,976	4,156,138
Equator Region	N/A	167,619	8,739,569
Total	23,753,880	943,890	57,946,870

### Geographic Locations - Revenue



### Geographic Locations - Assets



### Geographic Locations - Ratios

	Profit as % of Revenue	Profit as % of Assets
North America	2.8	1.2
Europe	9.3	2.4
Australia & New Zealand	10.4	3.8
Unallocated	-21.0	9.2
Emerging Markets	7.5	4.6
Equator Region	N/C	1.9
Company	4.0	1.6

## Competitive Environment

### K6322 General Insurance in Australia

#### Industry Statistics

Industry Size 2015/2016 \$ million	59,974
Industry Turnover Growth Rate 2015/2016	2.21
Industry Concentration Level	Medium
Estimated QBE Insurance Group Market Share (%)	9.30
Number of Enterprises in Industry	111

QBE Insurance Group Limited was founded in 1886 as the North Queensland Insurance Company Ltd. Today, QBE offers general insurance and reinsurance in Australia, the Asia-Pacific region, the Americas and Europe. It employs over 14,500 people worldwide and is administered from its headquarters in Sydney. Growth through acquisition has been a hallmark of QBE's strategy. Over the past 25 years, the company has completed over 120 acquisitions. It has made purchases all over the world, giving the company significant product diversity and geographic spread. This has provided considerable stability for QBE, as risk has been diversified across many product lines and countries.

Over the past decade, the company has undertaken both local and global expansion. In the United States, it has acquired a diversified group of businesses that operate across the country and in Latin America. In 2008, QBE sought to acquire IAG, which would have made it by far the largest player in the Australian General Insurance industry. However, IAG's directors declined the deal, angering IAG shareholders, who were receiving poor returns compared with the profit margins achieved by QBE. During 2010, QBE acquired businesses across the globe with a value of US\$1.8 billion in gross written premiums per annum. In early 2011, QBE acquired the local operations of CUNA Mutual, a small US-owned credit union that was expected to generate over \$80 million in gross premiums annually. In April 2012, the company finalised a deal to acquire UK-based general insurer Brit Insurance, which holds about 3.4% of the UK general insurance market.

In Australia, QBE announced a 7.0% rise in premiums in April 2012 after suffering alarmingly high losses, predominantly due to floods and bushfires in Queensland and Victoria. Like many other industry firms, the company is currently reducing its exposure to these high-risk areas, as it continues to acquire and expand its existing portfolio of businesses.

#### Financial performance

QBE has performed strongly over the past five years. QBE's premium revenue from its Australian general insurance operations is expected to grow at an annualised 2.1% over the five years through December 2016, to reach \$5.1 billion. This performance represents an underperformance of the industry in nominal terms. Much of the company's growth has come from foreign markets, which has led to lower growth in Australia over the past five years. Despite limited revenue growth locally, profit margins within the Australian general insurance division have remained strong.

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#### QBE Insurance Group Limited - industry segment performance

Year*	Gross Premiums \$ billion	Growth % change	NPBT \$ million	Growth % change
2011	4.6	N/C	202.5	N/C

2012	4.8	4.3	753.5	272.1
2013	5.0	4.2	724.0	-3.9
2014	4.9	-2.0	845.0	16.7
2015	5.0	2.0	740.0	-12.4
2016**	5.1	2.0	N/A	N/C

SOURCE: Annual Report and IBISWorld

Note: \*Year end December \*\*Estimate

Major Competitors	Market Share
Insurance Australia Group Limited	21.30
Suncorp Group Limited	16.60
QBE Insurance Group Limited	9.30
Allianz Australia Limited	8.10

## Shareholders

Shareholder Name	Percentage Held	Country of Incorporation
<b>Largest Shareholders</b>		
HSBC Custody Nominees (Australia) Limited	28.55 %	Australia
J P Morgan Nominees (Australia) Limited	16.54 %	Australia
National Nominees Limited	12.17 %	Australia
Citicorp Nominees Pty Limited	8.60 %	Australia
BNP Paribas Noms Pty Ltd	6.39 %	Australia
RBC Investor Services Australia Nominees Pty Ltd	2.09 %	Australia
AMP Life Limited	0.75 %	Australia
Australian Foundation Investment Company Limited	0.56 %	Australia
Argo Investments Limited	0.37 %	Australia
UBS Nominees Pty Ltd	0.36 %	Australia
UBS Wealth Management Australia Nominees Pty Ltd	0.27 %	Australia
Milton Corporation Limited	0.19 %	Australia
Navigator Australia Ltd	0.18 %	Australia
Nulis Nominees (Australia) Limited	0.15 %	Australia

As at: 31 January, 2016



## Subsidiaries

Subsidiary Name	Percentage Held	Country of Incorporation
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### Associated companies

Pacific Re Limited	31 %	Papua New Guinea
Raheja QBE General Insurance Company	26 %	India

### Holding company

QBE Insurance Group Limited	100 %	Australia
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### Partnership

QBE Capital Funding II LP	N/A	Jersey
QBE Capital Funding LP	N/A	Jersey
QBE UK Finance GP	N/A	United Kingdom

### Subsidiaries

Anex Jenni & Partner SA	100 %	Switzerland
Austral Mercantile Collections Pty Limited	100 %	Australia
Australian Aviation Underwriting Pool Pty Ltd	100 %	Australia
Aviation Insurance Direct Pty Limited	100 %	Australia
Aviation Underwriters of Asia Pacific Pty Limited	100 %	Australia
Blue Ridge Indemnity Company	100 %	United States of America
Burnett & Company Inc	100 %	United States of America
C&C Cornejo & Cornejo CIA LTDA	100 %	Ecuador
CHU Residentsline Limited	100 %	United Kingdom
CHU Underwriting Agencies (UK) Limited	100 %	England
Colonial Insurance Agency Inc	100 %	Puerto Rico
Confoeta SA	100 %	Ecuador
Elders Insurance (Underwriting Agency) Pty Limited	100 %	Australia
Equator Reinsurances Ltd	100 %	Bermuda
FAI Insurances (Fiji) Ltd	100 %	Fiji
General Casualty Company of Wisconsin	100 %	United States of America
General Casualty Insurance Company	100 %	United States of America
Greenhill Baia Underwriting GmbH	100 %	Germany
Greenhill International Insurance Holdings Limited	100 %	England
Greenhill Sturge Underwriting Limited	100 %	England
Greenhill Underwriting Espana Limited	100 %	England
Hoosier Insurance Company	100 %	United States of America
Insurance Box Holdings Pty Limited	78 %	Australia
Insurance Box Pty Ltd	78 %	Australia
Lantana Insurance Limited	100 %	Bermuda
Lifeco Re Limited	100 %	England
Lifeco SRO	100 %	Czech Republic
MMVC Pty Limited	100 %	Australia
National Farmers Union Property & Casualty Company	100 %	United States of America
NAU Country Insurance Company	100 %	United States of America

New Century Finance Corporation	100 %	Puerto Rico
NIA Underwriting Agency Pty Limited	78 %	Australia
North Pointe Insurance Company	100 %	United States of America
Operador Logistico de Soat-Ols SA	100 %	Ecuador
Pitt Nominees Pty Ltd	100 %	Australia
Praetorian Insurance Company	100 %	United States of America
PT Asuransi QBE Pool Indonesia	55 %	Indonesia
QBE (Jersey) GP II Limited	100 %	Jersey
QBE (Jersey) GP Limited	100 %	Jersey
QBE (PNG) Limited	100 %	Papua New Guinea
QBE Administration Services Inc	100 %	United States of America
QBE Agencies Australia Holdings Pty Limited	100 %	Australia
QBE Agencies Holdings Pty Limited	100 %	Australia
QBE Americas Inc	100 %	United States of America
QBE Asegurando LTDA	100 %	Colombia
QBE Asia Pacific Holdings Limited	100 %	Hong Kong
QBE Atlantic LLC	100 %	United States of America
QBE Atlasz Ingatlankezelő zrt	100 %	Hungary
QBE Brazil Seguros SA	100 %	Brazil
QBE Capital Funding III Limited	100 %	Jersey
QBE Capital Funding IV Limited	100 %	Jersey
QBE Chile Seguros Generales	100 %	Chile
QBE Compania Argentina de Reaseguros SA	100 %	Argentina
QBE Corporate Ltd	100 %	England
QBE de Mexico Compania de Seguros SA de CV	100 %	Mexico
QBE Denmark A/S	100 %	Denmark
QBE Emerging Markets Holdings Pty Limited	100 %	Australia
QBE European Operations plc	100 %	England
QBE European Services Limited	100 %	United Kingdom
QBE European Underwriting Services (Australia) Pty Limited	100 %	Australia
QBE Finance Holdings (EO) Limited	100 %	United Kingdom
QBE FIRST Enterprises LLC	100 %	United States of America
QBE FIRST Property Tax Solutions LLC	100 %	United States of America
QBE General Insurance (Hong Kong) Limited	100 %	Hong Kong
QBE Group Services Pty Ltd	100 %	Australia
QBE Group Shared Services Limited	100 %	United Kingdom
QBE Holding (LMI) Limited	100 %	Australia
QBE Holdings (AAP) Pty Limited	100 %	Australia
QBE Holdings (EO) Limited	100 %	England
QBE Holdings (Europe) Limited	100 %	England
QBE Holdings (UK) Ltd	100 %	England
QBE Holdings Inc	100 %	United States of America
QBE Hongkong & Shanghai Insurance Ltd	74 %	Hong Kong
QBE Insurance (Australia) Ltd	100 %	Australia
QBE Insurance (Europe) Limited	100 %	England

QBE Insurance (Fiji) Ltd	100 %	Fiji
QBE Insurance (International) Ltd	100 %	Australia
QBE Insurance (Malaysia) Berhad	100 %	Malaysia
QBE Insurance (PNG) Ltd	100 %	Papua New Guinea
QBE Insurance (Singapore) Pte Ltd	100 %	Singapore
QBE Insurance (Thailand) Public Company Limited Non-Thai resident entities	47 %	Thailand
QBE Insurance (Thailand) Public Company Limited Thai resident entities	25 %	Thailand
QBE Insurance (Vanuatu) Ltd	100 %	Vanuatu
QBE Insurance (Vietnam) Company Limited	100 %	Vietnam
QBE Insurance Corporation	100 %	United States of America
QBE Insurance Group of Puerto Rico Inc	100 %	Puerto Rico
QBE Insurance Holdings Pty Limited	100 %	Australia
QBE Insurance Services (Regional) Limited	100 %	United Kingdom
QBE Investments (Australia) Pty Limited	100 %	Australia
QBE Investments (North America) Inc	100 %	United States of America
QBE Jersey Finance Limited	100 %	Jersey
QBE Latin America Insurance Holdings SL	100 %	Spain
QBE Lenders' Mortgage Insurance Limited	100 %	Australia
QBE Life (Australia) Limited	100 %	Australia
QBE Management (Ireland) Limited	100 %	Ireland
QBE Management Inc	100 %	United States of America
QBE Management Services (Philippines) Pty Limited	100 %	Australia
QBE Management Services (UK) Limited	100 %	England
QBE Management Services Pty Ltd	100 %	Australia
QBE Marine and Energy Services Pte Limited	100 %	Singapore
QBE Mortgage Insurance (Asia) Limited	100 %	Hong Kong
QBE Partner Services (Europe) LLP	100 %	United Kingdom
QBE Re (Europe) Limited	100 %	United Kingdom
QBE Re Services Pty Ltd	100 %	Australia
QBE Regional Companies (NA) Inc	100 %	United States of America
QBE Reinsurance (Bermuda) Ltd	100 %	Bermuda
QBE Reinsurance Corporation	100 %	United States of America
QBE Seaboard Insurance Philippines Inc	60 %	Philippines
QBE Seguros	100 %	Puerto Rico
QBE Seguros Colonial SA	100 %	Ecuador
QBE Seguros La Buenos Aires SA	100 %	Argentina
QBE Seguros SA	99 %	Colombia
QBE Services (Europe) Limited	100 %	United Kingdom
QBE Services Inc	100 %	Canada
QBE SK SRO	100 %	Slovakia
QBE Specialty Insurance Company	100 %	United States of America
QBE SRO	100 %	Czech Republic
QBE Stonington Insurance Holdings Inc	100 %	United States of America
QBE UK Finance III Limited	100 %	England

QBE UK Finance IV Limited	100 %	England
QBE Underwriting Limited	100 %	England
QBE Underwriting Services (Ireland) Limited	100 %	Ireland
QBE Underwriting Services (UK) Limited	100 %	England
QBE Underwriting Services Limited	100 %	England
QBE Workers Compensation (NSW) Ltd	100 %	Australia
QBE Workers Compensation (SA) Ltd	100 %	Australia
QBE Workers Compensation (VIC) Ltd	100 %	Australia
Queensland Insurance (Investments) Ltd	100 %	Fiji
Regent Insurance Company	100 %	United States of America
Ridgwell Fox & Partners (Underwriting Management) Ltd	100 %	England
Sinkaonamahasarn Company Ltd	49 %	Thailand
Southern Fire & Casualty Company	100 %	United States of America
Southern Guaranty Insurance Company	100 %	United States of America
Southern National Risk Management Corporation	100 %	United States of America
Southern Pilot Insurance Company	100 %	United States of America
Standfast Corporate Underwriters Limited	100 %	England
Stonington Insurance Company	100 %	United States of America
Strakh-Consult	100 %	Ukraine
Trade Credit Underwriting Agency NZ Limited	100 %	New Zealand
Trade Credit Underwriting Agency Pty Limited	100 %	Australia
Unigard Indemnity Company	100 %	United States of America
Unigard Insurance Company	100 %	United States of America
Westwood Insurance Agency	100 %	United States of America

### Trust

QBE Employee Share Trust	N/A	Australia
QBE Irish Share Incentive Plan	N/A	Ireland
QBE UK Share Incentive Plan	N/A	England

Balance Date: 31 December, 2015

## Service Providers

Service Provider Type	Service Provider
Banker	Not available
External Auditor	PwC Australia
Insurance Broker	Not available
Internal Auditor	Not available
Solicitor	Not available
Telecommunication	Not available

Balance Date: 31 December, 2015

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\* IBISWorld's company information covers more than 2,000 of the country's largest businesses, which drive Australia's economy. The companies are ranked based on total revenue earned in the most recently reported financial year. All company types, such as public listed, public non-listed, private companies and more, are listed in our database. The IBISWorld rank is updated daily.

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