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DUAL Asia Pacific set for further growth

Two key leadership appointments support DUAL's plans for growth

DUAL Asia Pacific announced today two key promotions to its leadership team. Effective 1 October, Michael Ussher has been appointed Deputy CEO, DUAL Asia Pacific, and Jane Cullen will take on the role of Chief Information Officer for the region. Cullen and Ussher have been with DUAL since 2005 and 2006 respectively and these promotions reflect DUAL's goal to attract, nurture and retain the best talent in the industry. In his new role, Ussher will be responsible for delivering the leadership team's business plans while Damien Coates, CEO, DUAL Asia Pacific focuses on growth through acquisitions and other new initiatives.

Coates said "We're absolutely thrilled to announce these promotions. Both Michael and Jane joined DUAL shortly after we established our Australia business in 2004. In that time, they have both made invaluable contributions to our growth and today we are an AUD350m organisation with ambitions to grow significantly over the next five years in both Australia and New Zealand.

"Leo Abbruzzo, and I, as founders of DUAL Australia, could not be more thrilled to promote Michael and Jane to these key positions on our leadership team. They both embody the culture of DUAL, which fosters an entrepreneurial approach focused on delivering better client outcomes. We have all worked very closely for quite some time so these promotions reflect a business structure that was already happening organically."

Abbruzzo, Managing Director, DUAL Asia Pacific, added: "As CIO, Jane has responsibility for the management of all operating systems and technology. Jane has been instrumental in our recent WebRater platform upgrade, which has delivered 12,000 new business policies and 40,000 renewal policies since its launch. In his role as Commercial Manager, Michael has already helped to drive exponential growth of our business, and as Deputy CEO he will be responsible for successful execution of our growth strategy."

Michael Ussher went on to comment: "First and foremost, DUAL are focused on strengthening our product offering to our broker partners across the region. I'm excited to be taking on a broader role to ensure we continue providing outstanding service to brokers and innovating across products and platforms, as we have done for the last 18 years. As a \$350m premium business we need to ensure we are transacting business in the most efficient way possible and making brokers lives easier so if you have feedback, we're listening."

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Notes to Editors

ABOUT DUAL

DUAL, the specialist underwriting arm of Howden Group Holdings, is driven by a mission to be the MGA of choice for brokers, clients and carriers, through provision of deep underwriting expertise and global distribution.

It has the broadest geographic and specialist product distribution platform of any MGA, with over 1,000 people in operations across the US, Europe and Asia Pacific, and is one of Lloyds' largest international coverholders. DUAL opened offices in Australia in 2004 and New Zealand in 2011.

DUAL's investment in data and technology enables it to deliver innovative products with speed and efficiency from operations in 19 countries to 8,500 broker partners.

WebRater is DUAL Asia Pacific's online quote and bind platform where brokers only need to complete an insured's general information once to receive quotes for up to 13 products across Financial Lines, General Liability and Accident & Health. The platform will deliver 70,000 New Business indications and 13,000 New Business Policies in the first 12 months for predominantly first time buyers of business critical insurance such as Management Liability & Cyber and provides options across over 1,000 individual occupations on 13 products

In FY22, DUAL Group was responsible for gross written premiums USD2.3bn

For more information, please visit www.dualgroup.com