

Strategic Partnership of the Year



Lei Yu, CEO for North Asia and Regional Head of Distribution, QBE Asia

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QBE Asia's partnership with Taiwan-headquartered risk management firm Eos Rhea Metis (ERM) saw it take this year's Strategic Partnership Award. The partnership aims to enhance the global insurer's risk engineering services for corporate clients across Greater China – including Taiwan, Hong Kong and Macau, as well as across Asia, particularly in property and engineering underwriting.

Among the partnership's benefits are unified expertise for enhanced risk management. ERM offers QBE a distinguished network of experts specialising in enterprise and engineering risk management, allowing the insurer to leverage ERM's extensive network across Greater China and South-East Asia.

The partnership also expands QBE's risk engineering capabilities and market access: collaborating with ERM means the insurer can access leading experts and advanced techniques to augment its our risk identification, assessment and mitigation processes – enabling anticipation of emerging risks and adaptability in staying ahead of market needs. For example, ERM's broad sectoral experience offers invaluable industry insights, benchmarking and best practices that can enhance QBE's service delivery.

Perhaps more compelling these days are the implications for sustainable solutions. QBE's strategic partnership with ERM marks a significant milestone for the insurer, redefining its approach to risk management with a strong emphasis on sustainability.

For example, ERM's specialised expertise in risk mitigation can refine QBE's current strategies by through innovative control measures, monitoring tools and technologies that align with the insurer's environmental, social and governance (ESG) commitments. Integrating sustainable risk management practices can make QBE's risk management more efficient and effective – ultimately fostering environmentally responsible solutions delivering greater value to its clients.

On a more macro-level, the QBE-ERM partnership moves the sector forward because it facilitates robust knowledge transfer, incorporates workshops, training programmes and joint projects that encourage continuous learning and improvement.

By uniting their strengths, QBE's risk engineering capabilities have been enhanced, while setting new standards for excellence in the insurance industry more broadly. The collaboration ERM exemplifies how innovation and sustainability can be brought together when parties with complementary strengths pair up – while prioritising business partners and customers.

Through tailored solutions, active client engagement and focussing on sustainable practices, QBE has shown its dedication to delivering exceptional value and supporting those it serves.

“We are simplifying how corporate, and specialty clients assess and manage risks by partnering with a robust network of experts such as ERM, a leader in the field in their own right with a team covering a wide array of risk types,” said Lei Yu, CEO for North Asia and Regional Head of Distribution, QBE Asia.