



**For Immediate Release**

**July 27, 2016**

**With Photos**

## **Manulife and QBE enter into an Exclusive Distribution Agreement**

**Hong Kong** – Manulife (International) Limited (“Manulife”) and QBE Hongkong & Shanghai Insurance Limited (“QBE”) have entered into an Exclusive Distribution Agreement. From August 1, 2016 and subject to the terms of the Agreement, Manulife exclusively appoints QBE as supplier of general insurance products in Hong Kong for distribution through Manulife’s agents<sup>1</sup> to its customers. These products cover travel, motor, home and employee compensation insurance, and will complement Manulife’s comprehensive life, pensions and wealth management products.

QBE has been selling general insurance products via Manulife’s agency channel in Hong Kong since 2003. The arrangement under the Agreement takes the relationship between the two companies to a higher level. It will better meet the demands of both corporate and individual customers of Manulife who are looking for a “one-stop solution” for their financial protection and various insurance needs. Customers will benefit from increased convenience, enhanced experience and more choices.

Guy Mills, Chief Executive Officer of Manulife (International) Limited, said: “Manulife has been serving the protection needs of people in Hong Kong for more than a century, and QBE has had a strong presence here for nearly as long. This partnership supports Manulife’s business strategy in providing holistic solutions to our customers, creates more value to them and further differentiates our leading position in the protection area.”

Mark Walker, Chief Executive Officer of QBE Hong Kong, said: “This exclusive partnership on general insurance formally expands a long-standing relationship between two highly respected brands. It allows QBE to further expand its distribution capabilities through Manulife’s broad customer base and a strong agency force. We look forward to further reinforcing our standing as Hong Kong’s top ranked general insurer and a leader in the corporate and specialty segment.”



Manulife and QBE will jointly invest in and deliver digital solutions and e-business capabilities that will assist Manulife agents<sup>i</sup> to efficiently distribute general insurance products that are complementary to Manulife's current offerings. Direct access to Qnect, QBE's proprietary e-Commerce platform, will also allow Manulife agents<sup>i</sup> to generate instant quotes, manage policy administration and eventually lodge online claims and keep track of a wide range of commercial and personal general insurance products.

Under the arrangement, Manulife and QBE will also work together to develop tailor-made general insurance solutions for corporate and individual customers. QBE's complementary and forward thinking solutions will enable Manulife to increase customer value throughout the customer journey.

**Photos:**



Guy Mills, Chief Executive Officer of Manulife (International) Limited (left) and Mark Walker, Chief Executive Officer of QBE Hong Kong (right) sign an exclusive distribution agreement. Manulife has appointed QBE as the supplier of general insurance products for distribution through Manulife's agents<sup>i</sup> to its customers.



Manulife (International) Limited and QBE Hong Kong senior management team at the signing ceremony (from left to right): Michael Ting, Chief Legal and Compliance Officer of Manulife (International) Limited; Guy Mills, Chief Executive Officer of Manulife (International) Limited; Mark Walker, Chief Executive Officer of QBE Hong Kong; and Kee Khor, Chief Financial Officer of QBE Hong Kong.

### **About Manulife (International) Limited**

Manulife (International) Limited is a member of the Manulife group of companies.

Manulife Financial Corporation is a leading international financial services group providing forward-thinking solutions to help people with their big financial decisions. We operate as John Hancock in the United States, and Manulife elsewhere. We provide financial advice, insurance and wealth and asset management solutions for individuals, groups and institutions. At the end of 2015, we had approximately 34,000 employees, 63,000 agents, and thousands of distribution partners, serving 20 million customers. At the end of March 2016, we had C\$904 billion (HK\$5,406 billion) in assets under management and administration, and in the previous 12 months we made more than C\$24.9 billion in benefits, interest and other payments to our customers. Our principal operations are in Asia, Canada and the United States where we have served customers for more than 100 years. With our global headquarters in Toronto, Canada, we trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong. Follow Manulife on Twitter @ManulifeNews or visit [www.manulife.com](http://www.manulife.com) or [www.johnhancock.com](http://www.johnhancock.com).



### **About QBE Emerging Markets – Asia Pacific**

QBE Asia Pacific region is part of the Emerging Markets Division of QBE Insurance Group Limited, one of the top 20 insurers and reinsurers worldwide. QBE Insurance Group's 2015 full year results can be found at [www.group.qbe.com](http://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.

QBE HK operations include QBE Hongkong & Shanghai Insurance (QBE-HKSI), QBE General Insurance and QBE Mortgage Insurance (QBE-MI). QBE HK delivers a wide range of non-life insurance solutions for both corporate and personal customers. QBE was ranked the No. 1 General Insurer in Hong Kong in 2014 and 2015 by underwriting profit. QBE-HKSI was the No. 1 Employee's Compensation business from 2012 to 2015 and QBE-MI was the No. 2 mortgage insurer from 2013-2015.

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Remarks:

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<sup>i</sup> Appropriate Manulife agents will be appointed as QBE's insurance agents to distribute QBE's general insurance products.