

News release

QBE and Manulife Hong Kong Announce Exclusive Fire Insurance Distribution Agreement

Hong Kong, 12 July 2023 – QBE Hong Kong and Manulife Hong Kong have entered into a distribution agreement under which Manulife will exclusively distribute QBE’s new fire insurance product to customers in Hong Kong.

The exclusive partnership between QBE and Manulife Hong Kong dates back more than 7 years, and today’s product launch is an expansion of the long-standing association between the two, leveraging Manulife’s strong agent network.

Lei Yu, Chief Executive Officer for North Asia and Regional Head of Distribution, QBE Asia, said, “A fire insurance policy not only fulfils a homeowner’s financing requirements, it also gives them peace of mind. There is a gap in the market for coverage at a cost-effective premium. The strong partnership and end-to-end digital processes we already share with Manulife will benefit policyholders, particularly when it comes to issuing quotes and policy documents, as well as making payments and claims – a time when our customers need our support the most.”

“We are delighted to further strengthen our partnership with QBE. We understand how important property is to homeowners, and that’s why we are committed to catering to their diverse protection needs through our exclusive partnership with QBE. With this new fire insurance policy added to our already extensive product line-up with QBE, we are proud to provide our customers with the peace of mind they need to protect their most cherished asset,” said Patrick Graham, Chief Executive Officer of Manulife Hong Kong and Macau.

In QBE Hong Kong’s case, the new fire insurance plan provides fair and equitable premium pricing with flexible adjustments, in accordance with the total insured value. With a focus on making life easier for customers, the QBE-Manulife partnership is a seamless process expected to save policyholders time and hassle by sharing their fire insurance details directly with the homeowner’s mortgage bank each year. Details on the extensive coverage of this “Residential Fire Insurance” can be found at <https://www.qbe.com/hk/en/personal-insurance>.

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About QBE Hong Kong

QBE Hong Kong has been serving Hong Kong for more than a century. Today, QBE Hong Kong operations include QBE Hongkong & Shanghai Insurance Limited, QBE General Insurance (Hong Kong) Limited, and QBE Mortgage Insurance (Asia) Limited. As a leading general insurer, QBE Hong Kong provides a comprehensive range of non-life insurance solutions for both business and personal customers. QBE Hong Kong operates through an extensive network of professional insurance agents and brokers.

To learn more about QBE Hong Kong, please visit www.qbe.com/hk

About Manulife Hong Kong

Manulife Hong Kong has been a trusted name for more than 125 years. Since our operations started in Asia in 1897, we have grown to become one of the top-tier providers of financial services, offering a diverse range of protection and wealth products and services to about 2.5 million customers in Hong Kong and Macau. We are committed to helping make decisions easier and lives better for our customers.



Manulife Hong Kong, through Manulife International Holdings Limited, owns Manulife (International) Limited, Manulife Investment Management (Hong Kong) Limited and Manulife Provident Funds Trust Company Limited.

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