

# Australia

## Service Countries

- Australia

## Products Available

- Comprehensive Motor
- Compulsory Third Party (CTP)
- Extended Warranty
- Gap Insurance
- Lease Protection Insurance
- Loan Protection Insurance (LPI)
- Motor Trade Insurance (House Account)

## Preferred Segments

- Banks
- Distributors and Dealers
- Finance and Leasing Companies
- Manufacturers

## Distribution Channels

- Fleet Leasing Companies
- Manufacturers
- Motor Dealership

## Key Contacts

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Managed by the QBE Motor Trades team in Australia, a mixed model of specialist and centralised teams are adopted to deliver scalable industry leading insurance solutions. Distribution and service teams are supported by underwriting and claims functions to offer the below products:

	Motor Dealership	Manufacturer	Fleet Leasing Company	Banks
Comprehensive Motor	✓	✓	✓	✓
Compulsory Third Party (CTP)	✓	✓	✓	✓
Extended Warranty	(1)	✓	✓	✓
Gap Insurance	✓	✓	✓	✓
Lease Protection Insurance	X	X	✓	X
Loan Protection Insurance (LPI)	✓	✓	X	X
Motor Trade Insurance (House Account)	✓	✓	✓	✓

(1) To be released

All of the above products use c.change as the operational model.

## Other Value Added Offerings

### Risk Management

Dedicated support available to provide claims and risk management initiatives such as risk identification and assessment, operational processes and procedures review, risk management analysis and implementation.

### Finance and Insurance Academy

Training program offered to QBE motor trade customers to develop a solid understanding of the finance and insurance products in the motor dealership, along with an effective sales process and tools.

### Leadership Academy

This program complements the Finance and Insurance Academy by providing a structured and formal learning targeted at the management and leaders of a motor trade customer.

