

MEDIA RELEASE

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InterRISK FORMS STRATEGIC ALLIANCE WITH \$US320 MILLION INSURANCE BROKING HOUSE INTEGRO

Australian-owned corporate insurance broking and risk advisory business InterRISK Australia ("InterRISK") has formed a strategic partnership with new US-based international insurance brokerage firm Integro Limited ("Integro").

Integro, which has raised US\$320 million in capital and has a presence in New York, San Francisco, Chicago, Bermuda, Toronto, Montreal and soon to be in London, is pursuing an aggressive growth strategy targeting, among others, the top 500 companies in the US.

InterRISK Chief Executive Officer Kevin Heerdegen said the timing of the partnership was ideal following InterRISK's successful launch in May last year.

Mr Heerdegen said the growth of the business had accelerated rapidly in the first 12 months, with 35 people now employed across Sydney, Melbourne, Brisbane and Adelaide.

"The strategic alliance we have signed with Integro provides several important benefits," he said.

"Firstly it provides InterRISK with an important referral network and improved global reach for our local clients.

"However we will also benefit from Integro's wholesale networks in Bermuda and London and an ability to share technological advancements, intellectual capital and market intelligence."

InterRISK will provide Integro with access to its local expertise and provide services to Integro's clients with Australian and New Zealand operations.

InterRISK has established practices in several key market sectors including real estate, infrastructure, tourism and leisure, power and utilities, manufacturing, financial institutions and professional firms and associations.

The company's expanding client list includes Accor, Ariadne, Atlas Group, Babcock & Brown, Brickworks, Bridgeclimb, Capral Aluminium, eServ Global, Europcar, Guinness Peat Group, Washington H Soul Pattinson, SP Telemedia, Souls Private Equity, Talent2 and Thakral Holdings.

Mr Heerdegen said due to demand InterRISK has also set up a private client practice for high net-worth individuals.

The alliance with Integro complements InterRISK's existing relationship with EOS Risq, a leading provider of insurance broking and risk management services in Europe.

InterRISK's major investors include Babcock & Brown Investment Holdings Pty Ltd, Guinness Peat Group (Australia) Pty Ltd and Souls Private Equity Limited.

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