

20 February 2017

## Zurich joins iSelect general insurance panel

Zurich Australian Insurance Limited (Zurich) has expanded its partnership with iSelect by joining its general insurance broker panel.

The partnership will initially see Zurich's commercial motor policies available via iSelect.

iSelect Managing Director & CEO Scott Wilson said the company was pleased to make Zurich's commercial motor insurance policies<sup>1</sup> available to customers via the iSelect market place.

"Zurich is a long-standing, strategic partner of iSelect, having been on our life insurance panel for many years. We are thrilled to expand this partnership beyond life insurance into general insurance."

"We look forward to working closely with the Zurich team to explore building upon this initial offering and expanding into other areas of general insurance."

Mr Wilson said Zurich's experience with iSelect through life insurance had helped them to understand the benefits of iSelect's unique business model.

"Zurich understands that iSelect is a digitally enabled broker with an AFSL insurance broking license," Mr Wilson explained.

"This partnership means we can connect Zurich's products with the more than 9 million unique visitors to our website annually."

The initiative is part of Zurich's Partnerships & Programs stream with Zurich's Z.stream platform used by iSelect to generate quotes and bind cover for customers.

Rajbir Nanra, Chief Executive Officer, General Insurance, Zurich Australia/New Zealand said Zurich was delighted to be joining the iSelect general insurance panel.

"Through iSelect we will bring a compelling insurance proposition, initially in commercial motor, to the small business market," Mr Nanra said.

"We are looking forward to working with iSelect to explore other areas we can work with iSelect in the commercial insurance space."

Michael Keyte, iSelect's Group Executive for Life & General Insurance, said the addition of Zurich would significantly boost iSelect's insurance panel.

---

<sup>1</sup> Any advice given by Zurich is general financial product advice. This advice has been prepared without taking account of your objectives, financial situation or needs. Therefore, before acting on the advice you should consider its appropriateness having regard to your objectives, financial situation and needs. You should obtain and consider the relevant Product Disclosure Statement (PDS) for the financial product before making any decision about whether to acquire, or continue to hold, that product. Copies are either available at [www.zurich.com.au](http://www.zurich.com.au) or by contacting us by phone on 132 687. Issued by Zurich Australian Insurance Limited ABN 13 000 296 640 (Zurich). Zurich receives premiums when it issues policies and certain factors relevant to the premium amount are set out in the relevant Product Disclosure Statement.

“Zurich’s products will enable us to better meet the needs of our rapidly growing customer base,” Mr Keyte explained.

“Not only will Zurich help us provide existing customers with a broader range of product options but they will also help us to attract new customers.”

**ENDS**

**For further information, please contact:**

---

**Laura Crowden**

Corporate Affairs Manager | iSelect Limited  
Ph: +61 3 9276 8178 | Mob: +61 421 784 254  
Email: [lcrowden@iselect.com.au](mailto:lcrowden@iselect.com.au)

**Helen Black**

Head of Marketing, Communications & Customer  
General Insurance | Zurich Financial Services Australia  
Ph: +61 2 9995 1368 | Mob: +61 409 998 440  
Email: [helen.black@zurich.com.au](mailto:helen.black@zurich.com.au)

**About iSelect**

---

At iSelect, we get that most people find insurance, utilities and personal finance boring. But we understand that it’s really important to always get these things right. As Australia’s life admin store, iSelect gives customers the confidence to make the right call on some of the things that matter most.

Last year, more than 9 million Australians visited our website and we provided recommendations to over 6 million customers. But we are much more than just another online comparison website. Our highly-trained experts at iSelect HQ help customers to choose and buy from thousands of available policies, products and plans. And we provide our advice at no cost to the customer.

We compare and sell some of Australia’s biggest brands but are proud that, unlike other comparison sites, we are not owned by an insurance company. From health and life insurance through to energy and broadband, as well as car insurance and home loans, iSelect helps Australians take care of the boring but important stuff. [www.home.iselect](http://www.home.iselect)

**About Zurich**

---

Zurich Insurance Group (Zurich) is a leading multi-line insurer that serves its customers in global and local markets. With about 54,000 employees, it provides a wide range of property and casualty, and life insurance products and services in more than 210 countries and territories. Zurich’s customers include individuals, small businesses, and mid-sized and large companies, as well as multinational corporations. The Group is headquartered in Zurich, Switzerland, where it was founded in 1872. The holding company, Zurich Insurance Group Ltd (ZURN), is listed on the SIX Swiss Exchange and has a level I American Depositary Receipt (ZURVY) program, which is traded over-the-counter on OTCQX. Further information about Zurich is available at [www.zurich.com](http://www.zurich.com)