Press release

DUAL UK announces five-year capacity deal with Zurich as lead

Multi-year commitment to fuel ambitious regional growth strategy

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DUAL UK today announces a five-year capacity deal led by Zurich, along with Liberty and other A-rated capacity to support its new regional Commercial Combined product.

The Commercial Combined product is aimed at the £10,000 – £50,000 premium segment of businesses outside London. Designed to fill a gap in the UK market, the product offers a flexible, modular policy structure, combined with robust protection and technical expertise. It will provide selected brokers with a service-led, solution orientated, expert underwriting partner.

DUAL UK has a long-standing record of working successfully with Zurich and Liberty, and this deal further cements its position as a strategic partner to leading global insurers.

Securing this capacity is part of DUAL's ambitious growth plan, designed to help brokers grow their business. Over the past 20 years, DUAL has expanded rapidly in the UK to surpass £1bn GWP across 27 product lines.

Simon McGinn, Chief Executive Officer, DUAL UK said: "I am delighted to announce this new long-term deal, which will support the next phase of our growth. I'm particularly pleased that we can build on our strong and established strategic partnerships with Zurich and Liberty, who share our values and whose keenness to work with us is a testament to the strength of our proposition.

“We’ve been successfully trading across the UK for some time now and have made good progress building our teams outside London over the past 12 months. This injection of capacity allows us to continue to launch new solutions into areas where brokers and their end customers really need them.

“Growing our presence across the country allows us to take our existing business lines to brokers where they are based and tap into the huge opportunities that exist there. We’ve listened to our broker partners who tell us they’re looking for more bespoke, tailored solutions underpinned by a service-led proposition. Our new Commercial Combined product adds to our existing regional product suite and supports our strategy of being more relevant to brokers daily.

“Brokers can expect us to continue to deliver our underwriting-led approach combined with the highest standards of service. Having the backing of a long-term deal with A-rated capacity providers also enables us to offer our broker partners increased optionality within the market and confidence in our new product.”

David Nichols, Head of P&C Retail, Zurich, said: “Our long-standing partnership with DUAL has been a real game-changer, delivering great value for Zurich. DUAL has always shown how MGAs can unlock new opportunities, helping partners reach underserved markets. That’s why we’re thrilled to continue this powerful collaboration and have complete confidence in DUAL’s ability to deliver an excellent proposition and appeal to the target market in the years ahead.”

Henry Nelson, Chief Underwriting Officer, Liberty Specialty Markets, said: “Liberty’s enduring partnership with DUAL over many years has been valuable to us, our clients and partners, with DUAL a prime example of the value creation high-quality MGAs can achieve. With its innovative approach to supporting distribution partners in reaching underserved segments, Liberty is pleased to announce the continuation of this mutually beneficial relationship and to support DUAL’s further success into the future.”