

For immediate release

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Senior hires announced in RSA's commercial business

RSA Group plc ("RSA") has made a number of senior appointments in its commercial business divisions - Commercial Risk Solutions (CRS) and Global Risk Solutions (GRS) - to support their growth and development following a [refocus of some commercial activities](#).

Two internal appointments have been made in the Global Risk Solutions business with **Calvin Gray** taking on the role of Sales & Distribution Director, and **Anne Mehta** being appointed as Head of Governance & Control. **Alex Hardy** will join RSA as Sales & Distribution Director for Commercial Risk Solutions.

Having been with RSA since 2013, Calvin Gray will play a key role in establishing GRS's new Sales & Distribution function. As one of GRS's primary market-facing business leaders, Calvin will oversee the team responsible for developing and maintaining productive relationships with customers and broker partners. Calvin, who starts his role with immediate effect, will also be working with product and sector leaders to agree operating principles and actions to ensure delivery of sales targets.

In March, Anne Mehta will move from her role as Lead Auditor, to take up the position of Head of Governance & Control, working with the global commercial leadership team to embed risk management and ensure compliant practice throughout the refocused GRS business.

Tony Buckle, Managing Director, Global Risk Solutions said:

"I am delighted to announce Calvin's appointment as Director of Sales and Distribution in GRS. Calvin's determination to use data to inform our strategy and drive our business forward is first class. He will build out our broker and customer proposition in areas where we can truly differentiate and that will stand us in good stead as we reposition our GRS portfolio.

We are also delighted to appoint Anne as our GRS Head of Governance and Control. Good governance lies at the heart of our business, and Anne will challenge us to maintain that focus as we develop our business, our specialist proposition and our support structure.

These appointments reflect not only the quality of the bench at RSA but our determination to stretch our up-and-coming talent in senior roles."

Alex Hardy will take on the role of Sales & Distribution Director for RSA's Commercial Risk Solutions business, which primarily serves UK brokers and companies through regional and e-trading operations. Alex joins CRS from specialist broker-only insurer ERS to further strengthen valuable broker relationships and lead continued new business growth. Alex joins the team with a wealth of experience having worked across the UK, Ireland and London market holding a number of senior leadership positions and will be the driving force behind CRS's enhanced broker relationships and growing sales channels.

Rob Gibbs, Managing Director, Commercial Risk Solutions said:

"Alex is a great fit for CRS, and his track record of relationship management and innovative leadership will be invaluable as we build on the current momentum and create maximum impact in the market.

Alex joining the team is testament to the quality of talent that our commercial business is able to attract externally."

For more information visit: www.rsagroup.com.

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About RSA Insurance Group plc

With a 300-year heritage, RSA is a multinational quoted insurance group. RSA operates three core business segments: Canada, Scandinavia and UK & International; and has the capability to write business in over 100 countries. RSA has around 12,600 employees with net written premiums of £6.7 billion in 2017.

Biographies

Calvin Gray, Sales & Distribution Director, GRS

Calvin joined RSA in 2013 from AIG and has progressed his career through a Business Development role in Marine and a Sales, Broker & Customer Manager role in the London Market. Most recently, Calvin has been leading the Specialty & Wholesale Sales function in the role of Sales Director where he has led the identification, planning and winning of major development opportunities across S&W, he was also one of the top 20 insurance Young Guns in 2017.

Anne Mehta, Head of Governance & Control, GRS

Anne started her career with us five years ago in RSA Canada when she joined Group Internal Audit from Deloitte. After a secondment to RSA Ireland, Anne joined the UK business in early 2016 where she has been a key member of the UK audit team. Anne is a chartered accountant and brings a wealth of governance experience to this new role where she will help our business develop a stronger risk and control mindset as an enabler to reaching our best in class ambitions.

Alex Hardy, Sales & Distribution Director, CRS

Having held a number of senior leadership roles most recently Alex has been responsible for Sales and Distribution at specialist, broker-only insurer ERS where he was an active part of the Executive team responsible for the company's return to profit following the change in the Ogden Discount rate in 2017.

Before that he spent 13 years at Aviva where he held a variety of roles across the UK and Ireland with experience in working closely with regional brokers, leading the team responsible for Club 110, shaping financial deal strategy as well as managing national accounts in the London market.