

For immediate release

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RSA launches expert industry practices

RSA UK&I (“RSA”) has launched five industry practices within its Global Risk Solutions business.

The practices – Rail, Chemical, Food and Beverage, Real Estate and Renewables – cover areas where RSA already has strong expertise and a broad risk appetite.

The practices will be led by experts in each of their fields, who working in conjunction with P&L Leaders, will be responsible for proposition development and marketing, managing key customer and associated broker relationships, and for overall profitability and growth of the practice.

Four of the appointments are internal: Steve Medhurst will become Global Rail Industry Practice Leader, Peter Sweet will lead Real Estate, Colin McPhie will lead Renewables and Mike Smith will head up the Chemical practice. Alan Midson has recently joined RSA as Food and Beverage Practice Leader from JLT where he was a Partner focusing on Food and Agriculture since 2013.

Commenting on the launch of RSA’s Industry Practices, **Neil Strickland, Customer Experience Director, Global Risk Solutions** said:

“RSA’s Global Risk Solutions is focused on industries where we see the opportunity for strong profitable growth, and today’s launch of focussed industry practices showcases the areas in which we feel confident we can grow, and continue to win business through our deep expertise in across underwriting, risk consulting and claims.

We are already market leading in several of the practices launched today – including Rail and Renewables – and are targeting a leadership position in those practices where our proposition is still developing.”

Of the five practices, Rail will be the focus of an initial engagement programme with brokers, customers and the wider industry, which will be followed by the other practices throughout 2019. When combined with RSA Scandinavia’s rail offering, RSA is one of the largest global Rail underwriters, participating in cover for more than 65 clients in 19 countries. From depot risks to rolling stock, RSA covers all aspects of the rail industry. We are involved in 3 of the top 5 railway companies in the world.

For more information on plans for our Rail Practice, you can read a blog from Steve Medhurst on LinkedIn here: <https://www.linkedin.com/pulse/exciting-news-from-rsas-rail-practice-stephen-medhurst/>

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 12,200 employees with net written premiums of £6,470 million in 2018.

Global Risk Solutions is one half of RSA's commercial arm, focusing on large and multinational clients in the UK, Europe and the Middle East. The other half, Commercial Risk Solutions, serves UK SME and mid-tier businesses.

Steve Medhurst, Global Rail Practice Leader

Steve Medhurst has led RSA's rail offering for the last 12 years, both in the UK and for 10 years in the Netherlands. In this time, he has developed a large book of rail business and overseen the growth of our practice expertise worldwide. He combines his lifelong passion for the industry with his deep sector knowledge and expertise.

Peter Sweet, Real Estate Practice Leader

Peter Sweet re-joined RSA in June 2018, having held senior roles in the Real Estate Practices of Marsh & Willis over the last 10 years working with large European and UK based real estate clients. In his new role as Real Estate Practice Leader, Peter will refocus and strengthen RSA's standing as a major provider of Real Estate solutions across RSA's European interests.

Colin McPhie, Renewables Practice Leader

Colin McPhie joined RSA in October 2018 having worked at Zurich for 28 years, 15 of which he spent working closely with large global conglomerates in the oil and gas sector. As large oil and gas corporations increasingly commit to renewable energy, Colin is excited to work closely with this fast-growing industry as their risk management requirements evolve.

Mike Smith, Chemical Practice Leader

Mike Smith spent 18 years working in high hazard processes within the chemical and pharmaceutical industries in the UK before joining RSA in 2012. Mike is a Chartered Chemical Engineer and has extensive knowledge of process safety management and providing pragmatic solutions to lead clients to reduce and manage risk. Mike is passionate about the chemical/pharmaceutical industry and is excited to be heading up the team and growing the business within RSA.

Alan Midson, Food and Beverage Practice Leader

Alan Midson joins RSA from JLT where he led business development within the Global Food and Agriculture business for six years, managing a global sales pipeline focusing on organisations with an annual turnover in excess of £1 billion. With over twenty years' experience, including roles at Gallagher Heath and Aon, Alan is highly skilled in building client relationships and business development. Alan is looking will draw on his expertise in the risk management industry to build up RSA's Food and Beverage Practice into a market leading proposition.