



## **SBA Wins ANZIIF Insurance Broker of the Year Award**

SBA has been named as the inaugural Small / Medium Insurance Broker of the Year in the 2009 Australian & New Zealand Insurance Industry Awards.

The citation for the award in the newly established category particularly focused on the track record SBA had achieved in a complex area of the insurance market that was otherwise dominated by the major international players, coupled with our ongoing commitment to charitable and community causes.

SBA is particularly proud to be named as the first ever winner in this category, which effectively includes all licensed Insurance Broking enterprises in Australia and New Zealand with the exception of the small handful of operations having more than 100 employees that therefore fall into the "Large" category. Our thanks again go out firstly to our incredibly supportive clients, as well as our staff and partnering underwriters.

A relevant media release is attached hereto



## ***Media Release***

For immediate release

**13 August 2009**

### **SBA wins small-medium broker of the year**

PERTH-based Specialised Broking Associates Pty Ltd is the winner of the inaugural Small – Medium Broker of the Year honour at the 6th Annual Australia and New Zealand Insurance Industry Awards.

SBA was selected in the new category by a 13-member judging panel, made up of national and international industry experts.

The panel ranked SBA as the highest performer against strict criteria at a time when the awards attracted the highest number of entrants on record.

SBA handled more than \$70 million in premium last year for a select group of 80 clients and in its first five years of operating, the business tripled its revenue..

SBA Executive Chairman Bill Grierson attributed the results to the company's niche operating structure and a willingness to "take on the world", resulting in steady growth with key clients - nationally and around the world.

"SBA launched after identifying that the heavy end of the corporate, construction, energy and mining sectors needed a local Australian broker who could offer a more responsive alternative for large and complex risks," Mr Grierson said.

"Our Account Directors are experienced practitioners who can provide instant, on-the-ground service. This, in combination with our systems specifically designed for larger customers, allows us to focus our business on doing what we do best.

"Being recognised for this award is a true honour and pays tribute to the incredibly hard-working and committed professionals we have on our team," he said.

As part of its ongoing commitment to the industry and the community, SBA has maintained a policy of raising or donating an amount equal to one per cent of its income to charities.

At the end of July, total donations had exceeded \$200,000 and the company is in the process of establishing a formal charitable trust to ensure the program is continued.

SBA is also the first insurance practice in Australia to have Carbon Neutral Certification and the business remains one of the few broking businesses committed to 'paperless trading'.

The most recent ANZIIF award compliments SBA's 2008 Australian Business Award for Enterprise and its 2008 and 2009 W.A. Business News "Rising Star" successes. For more information on SBA, visit us at [www.sbabroking.com.au](http://www.sbabroking.com.au).

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