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Vero launches expanded specialty product range to enhance broker experience

Vero today announces the official launch of *Vero Specialty Lines*, a new offering that delivers specialist risk solutions for brokers backed by the reassurance of Vero's large-scale operations.

Vero Specialty Lines will consist of a suite of niche products designed to equip brokers with specific risk solutions to meet their clients' complex needs. Backed by a skilled team of dedicated underwriters, the launch will provide support to brokers across a broad spectrum of commercial risks, with plans to house circa ten specialty products under the VSL banner by FY28.

Michael Miller, Vero's Chief Executive Commercial & Personal Injury Insurance, says the upcoming launch demonstrates the insurer's ongoing commitment to provide an enhanced and high-quality experience to brokers.

"Following our transition to a pure-play insurer, we need to continue to support our broker partners in new ways, constantly striving to strengthen the experience for the brokers themselves. We have listened to feedback, taken learnings from our competitors and overlaid Vero's scale and award-winning claims service to help launch our first new product in ten years," Mr Miller said.

"Through exceptional service support, targeted customer propositions and an expanded product suite, Vero Specialty Lines delivers specific solutions to brokers with a focus on expertise and efficiency."

Vero Specialty Lines will have a refreshed offering of Vero's Equipment Breakdown product. Designed to safeguard the insured against costly machinery exposures, this comprehensive solution will continue to cover repairs and loss of profit due to equipment and machinery breakdowns, from air conditioning systems to computer-controlled production plants.

The newly upgraded Equipment Breakdown product wording prioritises new-for-old coverage under specific circumstances, ensuring clients can get back to business as soon as possible with new equipment following a breakdown. The updated offering also includes equipment upgrade provision, with Vero providing financial assistance to upgrade equipment following an insured event.

These enhancements complement the robust coverage already offered, including protection for all equipment on-site, no limitations for obsolescence, depreciation, or age, as well as comprehensive business interruption and spoilage of stock coverage.

Following this in 2025, Vero will expand the Specialty Lines offering with a refreshed Higher-Hazard Property proposition and a new Higher-Hazard Liability offering, focusing on well risk-managed, higher-severity occupations.

"Higher Hazard Property product, insuring businesses with more complex risk profiles, is something we write today but decline over 70 per cent of opportunities due to the time it takes to underwrite these risks adequately. Our new proposition will change this, giving brokers more options and greater certainty," Mr Miller said.

You can access more information about Vero Specialty Lines below:

- Website – [Specialty Lines | Vero Insurance](#)
- Video – <https://www.youtube.com/watch?v=OEDF9mAZuMc>

Media release



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For further information contact:

Jarvis Schwager
Advisor, Media Relations
Mob. 0488 252 054
jarvis.schwager@suncorp.com.au