

Damien Coates, CEO Asia Pacific

Like a lot of people, Damien started his career in insurance by accident. He found a job at FAI in the paper and not knowing exactly what insurance was, decided to give it a go whilst completing a Business degree at the University of Technology, having already gained a Diploma in Accounting.

Damien's first role at FAI in Australia was as a reinsurance accountant and internal auditor. He then transferred to an underwriting role in 1994 where he commenced underwriting Professional Indemnity and Directors and Officers insurance. In 1997, he was recruited to set up a Professional Lines business for Allianz, previously known as MMI. After a short stint at AIG in Sydney, Damien moved to AIG in London to take on the role of Vice President and was responsible for the Financial Lines portfolio in the UK, Ireland and Africa.

In 2003, Damien decided to take the leap from the comfort of a big insurer, to open a DUAL in Australia. After working out how to register a company and apply for licenses, the Sydney branch opened on 22nd March 2004 with six people working out of serviced offices. Over the next few years DUAL Australia opened offices in Melbourne, Perth and Brisbane, and expanded into Asia Pacific opening offices in New Zealand, Hong Kong and Singapore.

“ At DUAL we're passionate about building businesses, and helping individuals reach their full potential. ”



In 2011, Damien was seconded to London to spend two years as CEO of DUAL International. During this time he delivered a number of strategic projects including strengthening the group head office for further expansion, expanding capacity providers, and leading further product diversification, across the DUAL group.

In 2014 DUAL Australia turns ten and across Asia Pacific now transacts \$120M GWP with close to 100 employees.

Not one to do things in halves, Damien has found a new passion for adventure over the last few years. He has competed in many events to raise funds for charity including eight marathons, hiking the Kokoda trail and completing the Oxfam 100km walk twice. He plans to run a marathon in every city the DUAL group has an office so with 24 cities and counting, he'll be busy!