

**Premier Guarantee** will be **registering** their **200,000<sup>th</sup>** house **worldwide** in the forthcoming months.

A **tremendous achievement** that **cements** our **position** as a **truly international** home **warranty provider**. For **developers** looking to **expand** into **new markets** **contact** us to **see if you** can arrange a **new home warranty** programme with **Premier Guarantee**.

**Gary Devaney**

Group Chairman and Managing Director  
Premier Guarantee

# Global company, local service

**Premier Guarantee has been operating in the UK since 1997, however it might surprise you to know that since 2002, we've also been working a little further afield than that...**

Our first overseas initiative was in Ireland where we have a portfolio of more than 70,000 units, built by some of Ireland's largest developers. Supported by global insurance broker Willis, our warranty service is one of the most comprehensive available on the market and is backed up by dedicated administrative, sales, technical and surveying resources.

This model has allowed us to move into new markets throughout Europe and South America, which has resulted in Premier Guarantee becoming an internationally recognised brand.

What is exciting is our capacity to work throughout the rest of the world as new opportunities emerge. Our Spanish office was opened at the beginning of 2007 to cater for the Iberian market. Structural warranties have been a statutory requirement in Spain since 2000 for all new residential properties. This is known as Decenal Insurance and similar legislation is also pending for Portugal.

Despite the problems with the Spanish construction market we have still been able to establish a real market presence and to date we've arranged cover for over 13,500 units with a construction cost in excess of £1.7bn.

Our philosophy of creating a local office to control the business, with support from experienced underwriters and engineers backed up by modern efficient systems make sure all the needs of our clients are met. This approach has been recognised in Spain by the major brokers, and our clients now include some of the largest multi-national developers in Spain, such as Acciona, Metrovacasea and Saccyr Valehermoso.

Our latest ventures include Romania and Brazil. Romania suffers from a shortage of modern property but the demand is high despite the current financial climate. We are involved on a number of key projects including a new suburban community project in Buftea on the border of Romania which will be developed in phases over the next seven years. Brazil has a massive shortage of new homes and with a population of 180 million, there is an urgent need for new housing. This has been recognised by their Government and new housing is high on their agenda for this year.

Our insurer's capability to operate throughout the world means our global expansion will continue, so if you currently develop overseas, or are considering an overseas project which will require any insurance-backed warranties, contact us today to find out how we can help you with your international operations.



**Martin Vine**

International Business Director  
Premier Guarantee