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## **Tobias Walter to lead Crawford CEMEA Business Development**

**LONDON** – Crawford & Company has appointed Tobias Walter to the role of Business Development Director for the region Continental Europe, Middle East and Africa (CEMEA). He will take over his new role from 1 November 2012.

Tobias will work with the regional CEO, Country Managers and Product Line Heads across CEMEA to develop and execute commercial and strategic plans as Crawford further develops its international business. He is based in Düsseldorf and reports to Mark Harman, CEO of CEMEA, with additional reporting responsibilities to Atlanta-based Emanuel V Lauria Jr, Crawford's newly appointed Executive Vice President for Global Client and Business Development.

Tobias joined Crawford in January 2007 as Sales & Marketing Manager for the German market. He was formerly five years with a German Insurer and another three years with a broker, responsible for commercial lines business. In addition to his 13 years in the industry, he holds a degree in business economics and a Master in Business Administration (MBA) awarded in the UK.

"I am delighted to see Tobias in this new role," Mark Harman said. "His strengths in client relationships and commercial acumen will form part of our defined strategy to take the business to the next level as the standout claims business of choice. His expertise in sales planning, key account management and marketing strategy will be invaluable to our growth plans for the region. We wish Tobias the best of luck in this new role".

**Notes for News Editors:**

Based in Atlanta, Ga., Crawford & Company ([www.crawfordandcompany.com](http://www.crawfordandcompany.com)) is the world's largest independent provider of claims management solutions to the risk management and insurance industry as well as self-insured entities, with an expansive global network serving clients in more than 70 countries. The Crawford System of Claims Solutions<sup>SM</sup> offers comprehensive, integrated claims services, business process outsourcing and consulting services for major product lines including property and casualty claims management, workers compensation claims and medical management, and legal settlement administration. The Company's shares are traded on the NYSE under the symbols CRDA and CRDB.

