

## SALES APPETITE

# Middle Market at a Glance



## The Business We Write

### Manufacturing

- Metalworking
- Plastic goods
- Electronics & computer peripherals
- Furniture & fixtures
- Industrial & commercial machinery
- Tier 2 automotive manufacturers

### Wholesalers

- Durable goods
- Imported goods

### Commercial real estate

- Retail
- Office
- industrial

### Hotels

- Upscale
- Resorts
- Full service
- Boutique
- Business class

### Restaurants

- Upscale
- Casual
- Fine dining

### Professional services

- Architects
- Engineers
- Lawyers

### Standard & Poor's

# AA

### A.M. Best

# A+

### Coverage Highlights

Our broad suite of middle market products include:

- General liability
- Property
- Automobile
- Workers' compensation
- Umbrella/Excess
- Inland marine
- Global ambassador (DIC/DIL)
- Foreign exporters package



### Midwest & South Zones

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## Sample Wins

Customers	Coverage	Est. Premium
Manufacturer of Component Parts	- General Liability - Property	\$900k - \$950k
Manufacturer of Furniture/ Fixtures	- Package - Auto - WC - Umbrella	\$425k - \$450k
Fine Dining Restaurant	- General Liability - Property - Umbrella	\$150k - \$200k
5 Star Hotel	- General Liability - Property - Umbrella	\$300k - \$350k
Commercial Real Estate	- General Liability - MMPS Property	\$600k - \$650k

## Why Brokers and their Clients choose Allianz for Middle Market

### Focused Expertise

Through industry specialization, we are dedicated to providing underwriting expertise for each market.

### Knowledgeable, Responsive Underwriting

Our Middle Market and Middle Market Property Specialist (MMPS) underwriters average more than 20 years of experience and are committed to providing creative, responsive service.

### Customizable Solutions

Our underwriting flexibility and local authority allows us to tailor solutions that meet the needs of your middle market clients.

### Highly Qualified Risk

#### Consulting Professionals

Our specially-trained consultants can help your clients take proactive measures to protect their businesses, assets, employees and patrons.

#### Specialized Claims Support

Claims are handled by adjusters and surveyors with years of hands-on middle market experience.

#### International Solutions

Our international insurance coverages are designed to meet the needs of businesses with international operations, large or small.

### Additional Products and Services:

- Alternative Risk Transfer
- Aviation
- Energy & Construction
- Entertainment
- Financial Lines
- Liability
- Marine
- Multinational Solutions
- Programs

Please contact your local underwriter if you have a specific question about our appetite, products or services.

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### About Allianz

As an international financial services company, we offer our 92 million customers worldwide products and solutions in insurance and asset management. Allianz Global Corporate & Specialty is our dedicated brand for corporate, specialty and mid market risks and insures over half of the Fortune 500® companies.