



## SALES APPETITE

# Marine at a glance

## The business we write

Coverage	Capacity	Customers
Global Cargo	USD 150 mn	Broad appetite, including manufacturers, wholesalers, importers/exporters, freight forwarders, distributors.
Project Cargo	USD 100 mn	Power generation, oil & gas, chemical facilities, bridges, steel mills, LNG plants, solar, wind power, mining, etc.
Inland Marine Floaters – Inland Marine	USD 100 mn	Fine arts, medical, communications, computer, oil & gas, theatrical, musical, and many others
Transportation Insurance – Inland Marine	USD 100 mn	Rolling Stock, Warehouse Legal, Motor Truck Cargo, Shippers Interest and coverages for new transportation risks created by FDA Regulation and Canadian Food Inspection Agency.
Construction – Inland Marine	USD 100 mn	Builder's Risk, contractors equipment, and installation for most all construction types and occupancies.
Marine-Related Property – Inland Marine	USD 100 mn	Building, contents, business interruption related to marine.
Programs	Depends on line of business and U/W authority	Quick customization of all types of marine related programs or other small / affinity volume based groups.

## Sample wins

Coverage	Est. Premium	Customers
Cargo – Project Cargo	USD 404,000	Tunnel project
Inland Marine – Excess Fine Arts	USD 25,000	Individual art collections
Inland Marine – Warehouse Legal	USD 49,000	Airline cargo storage

Standard & Poor's

AA

A.M. Best

A+

## Why brokers and their clients choose Allianz for Marine

### The largest Marine insurer in the world

A depth and breadth of Marine capabilities that are unmatched in the industry.

### Broad Marine appetite

A broad portfolio of highly-customizable products and an almost unlimited appetite for complex marine accounts that demand innovative solutions.

### Local and global Marine expertise

Marine underwriting, claims and loss control experts in 160 countries, including master mariners, marine engineers and supply chain security experts.

### Industry-leading capacity

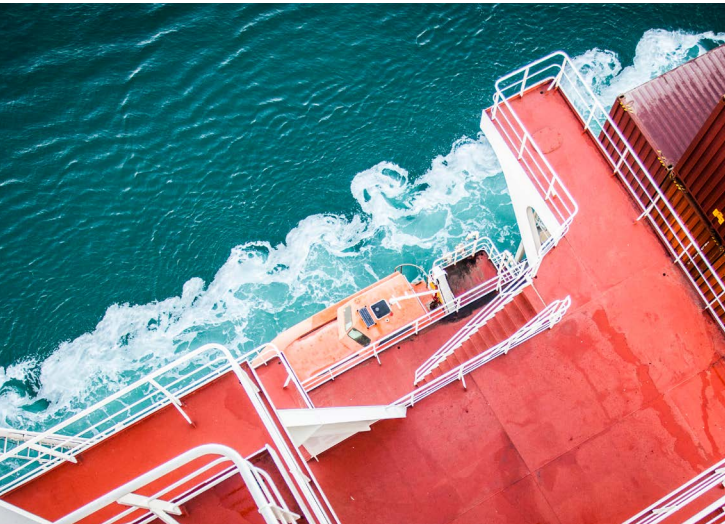
The financial strength to handle the largest Marine risks.

### Excellence in claims service

Our approach to claims management goes beyond the standard process to true claims advocacy.

### Additional products and services:

- Alternative risk transfer
- Aviation
- Energy & construction
- Entertainment
- Financial lines
- Liability
- Middle market
- Multinational solutions
- Programs
- Property (including highly protected risk)
- Risk consulting



### About Allianz

Allianz Commercial is the Allianz center of expertise and global carrier for insuring mid-sized businesses, large enterprises and specialist risks. Powered by the people, financial strength, and network of the world's leading insurance brand, we help our customers prepare for what's ahead.

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