

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

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

Standard & Poor's

AA

A.M. Best

A+

Sample wins

Coverage	Est. Premium	Customers
<ul style="list-style-type: none"> General Liability Property 	\$900k - \$950k	Manufacturer of Component Parts
<ul style="list-style-type: none"> Package Auto WC Umbrella 	\$425k - \$450k	Manufacturer of Furniture/ Fixtures
<ul style="list-style-type: none"> General Liability Property Umbrella 	\$150k - \$200k	Fine Dining Restaurant
<ul style="list-style-type: none"> General Liability Property Umbrella 	\$300k - \$350k	5 Star Hotel
<ul style="list-style-type: none"> General Liability MMPS Property 	\$600k - \$650k	Commercial Real Estate



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

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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