SALES APPETITE

Marine at a glance

The business we write

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

Sample wins

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Est. Premium</th>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cargo – Project Cargo</td>
<td>USD 404,000</td>
<td>Tunnel project</td>
</tr>
<tr>
<td>Inland Marine – Excess Fine Arts</td>
<td>USD 25,000</td>
<td>Individual art collections</td>
</tr>
<tr>
<td>Inland Marine – Warehouse Legal</td>
<td>USD 49,000</td>
<td>Airline cargo storage</td>
</tr>
</tbody>
</table>

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ALLIANZ COMMERCIAL

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
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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.

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

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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.

For more information please contact:
az.commercial.marketing@allianz.com

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