



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
- Financial lines
- Liability
- 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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