

# MARINE

## AT A GLANCE

SALES APPETITE



### THE BUSINESS WE WRITE

Coverage	Capacity	Customers
<b>Global Cargo</b>	USD 150 mn	Broad appetite, including manufacturers, wholesalers, importers/exporters, freight forwarders, distributors.
<b>Project Cargo</b>	USD 300 mn	Power generation, oil & gas, chemical facilities, bridges, steel mills, LNG plants, solar, wind power, mining, etc.
<b>Hull &amp; Marine Liabilities</b> – Primary – Excess & Bumpershoot	USD 75 mn (physical damage) and USD 50 mn (liability and P&I for “wet marine” operations)	Blue-and-brown water shipping, tug & barge operators/managers, marine contractors, ferries & other passenger vessels, marine ports & terminals, shipyards, ship repairers, wharf owners, marinas, vessel charterers, hull builder’s risk.
<b>Inland Marine Floaters</b> – Inland Marine	USD 100 mn	Fine arts, medical, communications, computer, oil & gas, theatrical, musical, and many others
<b>Transportation Insurance</b> – 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.
<b>Construction</b> – Inland Marine	USD 100 mn	Builder’s Risk, contractors equipment, and installation for most all construction types and occupancies.
<b>Marine-Related Property</b> – Inland Marine	USD 100 mn	Building, contents, business interruption related to marine.
<b>Programs</b>	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
<b>Cargo</b> – Project Cargo	USD 404,000	Tunnel Project
<b>Hull &amp; Marine Liabilities</b> – Builder’s Risk / Marine General Liability	USD 69,000	Tug Boat Manufacturing
<b>Inland Marine</b> – Excess Fine Arts	USD 25,000	Individual Art Collections
<b>Inland Marine</b> – Warehouse Legal	USD 49,000	Airline Cargo Storage

STANDARD & POOR'S

AA

A.M. BEST

A+

FOR MORE INFORMATION  
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## 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:

- Agribusiness
- Alternative Risk Transfer
- Aviation
- Construction/Engineering
- Energy
- Entertainment
- Financial Lines
- Liability
- Middle Market
- Multinational Solutions
- Programs
- Property (including Highly Protected Risk)
- Risk Consulting
- Small Business

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