AT A GLANCE

AGRIBUSINESS

THE BUSINESS WE WRITE

<table>
<thead>
<tr>
<th>Segments</th>
<th>Industries</th>
<th>Preferred Risk Characteristics</th>
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<tbody>
<tr>
<td>• Upscale hobby farms</td>
<td>• Field and row crops</td>
<td>• Experienced farmer or rancher</td>
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<tr>
<td>• Owner-occupied family farms</td>
<td>• Vineyards</td>
<td>• Financially sound</td>
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<tr>
<td>• Lessor’s risk</td>
<td>• Cattle ranches</td>
<td>• Identifies and actively manages risk</td>
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<tr>
<td>• Corporate farms</td>
<td>• Fruit and nut orchards</td>
<td>• Reasonable balance between personal and agricultural exposures</td>
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<td>• Vertically integrated farms, including packing and other first level processing</td>
<td>• Dairies</td>
<td>• Influenced by factors other than price alone</td>
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<tr>
<td>• Wineries with proactive management and a need for specific underwriting and risk management services</td>
<td>• Cash grains</td>
<td>• Principal income is from farming or ranching (except hobby farms)</td>
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<td></td>
<td>• Equine</td>
<td>• For Multiguard*:</td>
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<td></td>
<td></td>
<td>– Over $350k of insured property value, including dwelling(s), outbuildings, and farm equipment</td>
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<td>– Generally, over $250k in gross sales for farming or ranching operations</td>
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WE ALSO CONSIDER

- Custom farming and farm management exposures
- Equine exposure, including boarding, breeding, training and care, custody or control
- Commercial agriculture operations
- Large premium size accounts above $100k
WHY BROKERS AND THEIR CLIENTS CHOOSE ALLIANZ FOR AGRIBUSINESS

FROM BASIC COVERAGE TO CUSTOM SOLUTIONS
Farm & Ranch Basic provides essential coverages while our Multiguard program is one of the broadest farm packages available.

A STRONG HISTORY IN AGRIBUSINESS
Allianz affiliates have served the insurance needs of American farms and ranches since 1876.

HIGHLY-QUALIFIED RISK SERVICES PROFESSIONALS
Our specially-trained consultants can help your clients take proactive measures to protect their farms, ranches and even wineries.

LOCAL KNOWLEDGE, GLOBAL REACH
Allianz’s global network keeps service close to the customer and provides access to professionals who know the local territory, culture, language and regulations in close to 200 countries and territories.

SPECIALIZED CLAIMS SUPPORT
Claims are handled by adjustors and surveyors with years of hands-on agribusiness experience.

MARKET LEADING CAPACITY
Allianz has the capacity and financial strength to handle the largest risks.

LONG-TERM RELATIONSHIPS
Dedicated client teams are committed to superior service, transparency and flexibility.

ADDITIONAL PRODUCTS AND SERVICES:
- Alternative Risk Transfer
- Aviation
- Construction/Engineering
- Energy
- Engineering
- Entertainment
- Financial Lines
- Global Programs
- Liability
- Marine
- Middle Market
- Programs
- Property (including Highly Protected Risk)
- Risk Consulting
- Small Business

ABOUT ALLIANZ
As an international financial services company, we offer our 86 million customers worldwide products and solutions in insurance and asset management. Allianz Global Corporate & Specialty is our dedicated brand for corporate, specialty and mid market risks and insures over half of the Fortune 500® companies.