MARINE

AT A GLANCE

SALES APPETITE

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/</td>
</tr>
<tr>
<td></td>
<td></td>
<td>exporters, freight forwarders, distributors.</td>
</tr>
<tr>
<td>Project Cargo</td>
<td>USD 300 mn</td>
<td>Power generation, oil &amp; gas, chemical facilities, bridges, steel mills,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>LNG plants, solar, wind power, mining, etc.</td>
</tr>
<tr>
<td>Inland Marine Floaters</td>
<td>USD 100 mn</td>
<td>Fine arts, medical, communications, computer, oil &amp; gas, theatrical,</td>
</tr>
<tr>
<td>– Inland Marine</td>
<td></td>
<td>musical, and many others</td>
</tr>
<tr>
<td>Transportation Insurance</td>
<td>USD 100 mn</td>
<td>Rolling Stock, Warehouse Legal, Motor Truck Cargo, Shippers</td>
</tr>
<tr>
<td>– Inland Marine</td>
<td></td>
<td>Interest and coverages for new transportation risks created by FDA</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Regulation and Canadian Food Inspection Agency.</td>
</tr>
<tr>
<td>Construction</td>
<td>USD 100 mn</td>
<td>Builder’s Risk, contractors equipment, and installation for most all</td>
</tr>
<tr>
<td>– Inland Marine</td>
<td></td>
<td>construction types and occupancies.</td>
</tr>
<tr>
<td>Marine-Related Property</td>
<td>USD 100 mn</td>
<td>Building, contents, business interruption related to marine.</td>
</tr>
<tr>
<td>– Inland Marine</td>
<td></td>
<td></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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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

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.

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