THE BUSINESS WE WRITE

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Capacity</th>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Our broad suite of products include:</td>
<td>Non-combustible or fire-resistant construction, along with frame and joisted masonry fully-sprinklered to applicable NFPA standards</td>
<td>Manufacturing</td>
</tr>
<tr>
<td>• General liability</td>
<td>• Buildings younger than 30 years</td>
<td>• Metalworking</td>
</tr>
<tr>
<td>• Umbrella</td>
<td>• “Green” buildings: LEED-certified, Energy Star labeled</td>
<td>• Plastic goods</td>
</tr>
<tr>
<td>• Property</td>
<td>• Appropriate safety and risk transfer programs in place</td>
<td>• Electronics &amp; computer peripherals</td>
</tr>
<tr>
<td>• Property for Highly Protected Risks (HPR)</td>
<td>• Life safety codes</td>
<td>• Furniture &amp; fixtures</td>
</tr>
<tr>
<td>• Automobile</td>
<td>• Slip and fall prevention</td>
<td>• Industrial &amp; commercial machinery</td>
</tr>
<tr>
<td>• Inland marine</td>
<td>• Alcohol service training program (where applicable)</td>
<td>• Tier 2 automotive manufacturers</td>
</tr>
<tr>
<td>• Workers compensation</td>
<td>• Clients that engage in accident prevention practices, have return to work programs, or low employee turnover</td>
<td>Wholesalers of durable goods and imported goods</td>
</tr>
<tr>
<td>• International DIC/DIL</td>
<td></td>
<td>Commercial real estate – Retail, office and industrial</td>
</tr>
<tr>
<td>• Foreign exporters package</td>
<td></td>
<td>Residential real estate – Condominium</td>
</tr>
</tbody>
</table>

WE ALSO CONSIDER

Property catastrophe coverage based on favorable individual location and overall account characteristics
WHY BROKERS AND THEIR CLIENTS CHOOSE
ALLIANZ FOR MIDDLE MARKET

FOCUSED EXPERTISE
Through industry specialization, we are dedicated to providing underwriting expertise for each market.

KNOWLEDGEABLE, RESPONSIVE
UNDERWRITING
Our Middle Market underwriters average more than 20 years of experience and are committed to providing creative, responsive service.

CUSTOMIZABLE SOLUTIONS
Our underwriting flexibility and local authority allows us to tailor solutions that meet the needs of your middle market clients.

HIGHLY QUALIFIED RISK CONSULTING PROFESSIONALS
Our specially-trained consultants can help your clients take proactive measures to protect their businesses, assets, employees and patrons.

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

INTERNATIONAL SOLUTIONS
Our international insurance coverages are designed to meet the needs of businesses with international operations, large or small.

ADDITIONAL PRODUCTS AND SERVICES:
• Agribusiness
• Alternative Risk Transfer
• Aviation
• Construction/Engineering
• Energy
• Entertainment
• Financial Lines
• Liability
• Marine
• Multinational Solutions
• Programs
• Property (including Highly Protected Risk)
• Risk Consulting
• Small Business

STANDARD & POOR’S
AA

A.M. BEST
A+

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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.

SAMPLE WINS

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Est. Premium</th>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Package</td>
<td>USD 300k – 350k</td>
<td>Manufacturing – Metalworking</td>
</tr>
<tr>
<td>• Package</td>
<td>USD 650k – 700k</td>
<td>Hotels – Upscale</td>
</tr>
<tr>
<td>• Package</td>
<td>USD 100k – 150k</td>
<td>Restaurants – Fine Dining</td>
</tr>
<tr>
<td>• Package</td>
<td>USD 100k – 150k</td>
<td>Residential Real Estate – High Rise Luxury Condos</td>
</tr>
<tr>
<td>• Package</td>
<td>USD 200k – 250k</td>
<td>Commercial Real Estate – Office Building</td>
</tr>
</tbody>
</table>

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