

# PROGRAMS

## AT A GLANCE

SALES APPETITE



### ALLIANZ PROGRAMS

#### Advantages

- Product bandwidth – middle market and specialty products on admitted or non-admitted paper
- Broad sales appetite (note: limited desire to write large Commercial Auto or Workers Comp business)
- Captive add-on is available
- US-Canada cross border (and global reach) capability
- Quick decisions and delivery – enter into due diligence in as few as 15 days and deliver a new program in as few as 15 weeks
- Five decades of programs experience

#### Sales Strategy

- Focus on client groups with USD 2M to 50M+ GPW and do start-ups occasionally
- Partner with the best Program Administrators in the US and Canada
- Outsource services (e.g., rating, template underwriting, policy issuance, claims, etc.) to capable Program Administrators and TPAs
- Note: Allianz does not have a RQI system that can be downloaded into a Program Administrator's office. Stay tuned for more news in 2019
- Double Allianz's Program writings (USD 500M to 1B) profitably in North America by 2022
- Expand current program base of 135 with 15 to 20 new program launches annually
- Write Program Business in several Allianz units – MidCorp, Small Business, Inland Marine, Aviation, Entertainment, AgriBusiness, Financial Lines



**135+ PROGRAMS**

including 26 launches last year



**50+ YEARS**

of continuous operations and market presence in Program Business in the United States. Now launching programs in Canada, too.



**105 DAYS**

is the average speed to market for new program development and launches.

STANDARD & POOR'S

AA

A.M. BEST

A+

FOR MORE INFORMATION  
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Allianz works with North America's best Program Administrators to manage over 135+ programs. Most programs are open to Allianz retailers. Check with our Program Managers and Market Management teams for specific directions on how to access our open programs. Here are examples of recent successes:

**Aviation**

Drones, aviation repair shops, fixed base operators, balloonists.

**AgriBusiness**

Farms, ranches, dairies, feed lots, wineries, vineyards.

**Marine**

Builders risk, contractors equipment, mobile medical equipment, movie boats, fishing vessels, divers equipment, warehouses, logistics firms, jewelers, musical instruments, wind and solar energy, college student property, equipment dealers sales and rental.

**Entertainment**

Motorsports, film & production, events.

**Financial Lines**

Reps & warranties for M&A's, misc. E&O, insurance agents E&O.

**Middle Market**

Automobile parts manufacturers, auto and truck dealers, bars and taverns, restaurants, campgrounds and RV parks, demolition contractors, cell phone towers, historical properties, pest control, pharmacies, veterinarians, self storage,

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