

Excess of Loss

This document is intended for broker and intermediary use only and is not intended for end customer information.

Allianz Insurance plc | Commercial

EXCESS
OF LOSS

Allianz 

2007

Strategic Fit

Allianz Insurance plc are keen to continually provide new and innovative solutions to help our brokers meet the needs of their customers.

We are therefore pleased to announce our latest product, Excess of Loss. This product is closely aligned to our current strategy, our underwriting led approach will ensure we can make a real difference in helping you to achieve the level of public liability cover your customer requires.

Excess of Loss is effectively a 'top-up' limit of indemnity that sits in excess of the existing primary limit, and mirrors the cover provided by the primary wording.

We believe this is a product you will find it easy to sell because:

- Businesses are either compelled, or feel it prudent to buy ever higher public liability limits. Court awards for traumatic injury and/or disability continue to grow as do the costs of re-instating property damaged by your customers.
- Principals and/or main contractors require ever higher limits of cover before accepting contract tenders and entry point indemnity limits for local authorities continue to rise for even the most innocuous work.
- Our worldwide brand, security and credibility make Allianz a logical choice for your Excess of Loss needs.
- We have significant experience of writing Excess business throughout our worldwide network.
- We already have casualty underwriters throughout our UK network who can offer you the experience and creativity you require.
- We will be able to offer significant levels of capacity on this product and this will be devolved to our branch operations.
- We intend offering Excess of Loss capacity on both liability/products exposures and construction public liability.
- Competitive levels of broker remuneration will be offered.
- We will become a long-term participant in this market.



"We are pleased to offer this new product and facility to you. We have many years of experience in protecting property and businesses across the UK and our worldwide brand, security and credibility make Allianz a logical choice for your Excess of Loss needs"

Gavin Dollings – Casualty Manager
Allianz Insurance plc



Facts

Cover and Pricing

Effectively the cover provided by an Excess of Loss wording will mirror that within the primary wording.

We have developed a bespoke rating model for Excess of Loss which we believe provides a competitive and consistent basis for developing this account.

Underwriting Criteria and Capacity

We have developed a structured underwriting approach that balances a desire to build an account with a need to maintain the underwriting discipline we are recognised for. We can accommodate general public liability/products risks and additionally, public liability from the construction sector. Though there are certain very hazardous businesses, such as petrochem, pharmaceutical and some USA exports we would seek to avoid, we believe our underwriting acceptance is wide enough to offer solutions to most of your customers. As you would expect from one of the world's leading insurers, significant capacity will be available to our branch underwriters for this product, all backed by the power and security of the Allianz brand.

Our branch underwriters will be empowered to respond to your needs and through our industry leading training capabilities, we are developing additional underwriting expertise to respond to the anticipated demand for this product.

Commission

We will offer a standard rate of 20% but enhanced levels of remuneration may be available for significant volumes of business. Your business developer can discuss this further with you. Allianz will always work with you on a sustainable price and product which in turn rewards you.

Policy Documents

Our policy wording will be based on the primary cover. It is short, clear but informative and easy to produce and understand for your customer.

Protection

We are committed to serving the insurance needs of your customers' business and to meet and exceed their expectations. It's our understanding of the challenges your customers face as a business that make us a leading provider of insurance solutions in the UK.

For more information please ask your usual branch contact for a quotation or email xsofloss@allianzbroker.co.uk or visit www.allianzbroker.co.uk/ebroker/excessofloss.htm



www.allianz.co.uk

Allianz Insurance plc. Registered in England number 84638
Registered office. 57 Ladymead, Guildford, Surrey, GU1 1DB, United Kingdom.
Allianz Insurance plc is a member of the Association of British Insurers and the Financial Ombudsman Service.
Allianz Insurance is authorised and regulated by the Financial Services Authority. Our registration number is 121849.
This can be checked by visiting the FSA website at www.fsa.gov.uk/register or by contacting the FSA on 0845 606 1234