

# 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 is keen to continually provide new and innovative solutions to help our brokers meet the needs of customers.*

## Excess of Loss

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

We believe this is a product that you will find 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 of Loss 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 are able to offer significant levels of capacity on this product available from our branches
  - We can offer Excess of Loss capacity on both liability/products exposures and construction public liability
  - Competitive levels of broker remuneration is available.



*"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

The cover provided by an Excess of Loss wording mirrors that of 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 provide 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 hazardous businesses, such as petrochem, pharmaceutical and some USA exports which we would need to be referred, 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 is available to our branch underwriters for this product, all backed by the power and security of the Allianz brand.

Our branch underwriters are empowered to respond to your needs. Through our

industry-leading training capabilities, we are developing additional underwriting expertise to respond to the anticipated demand for this product.

## Commission

We 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 is 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](mailto:xsofloss@allianzbroker.co.uk) or visit [www.allianzbroker.co.uk/ebroker/excessofloss.htm](http://www.allianzbroker.co.uk/ebroker/excessofloss.htm)



[www.allianzbroker.co.uk](http://www.allianzbroker.co.uk)

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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](http://www.fsa.gov.uk/register) or by contacting the FSA on 0845 606 1234