



**ALLIED
WORLD
INSURANCE**

UK COMMERCIAL DIVISION

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RISK APPETITE

ABOUT UK COMMERCIAL

Allied World's UK commercial division has been formed to provide commercial products to a wide range of UK businesses. This division provides one solution for all of your client's insurance needs, whether you are requesting coverage for a single product or a multitude of coverages. Furthermore, we offer the added convenience of a single point of contact for claims and underwriting, enabling a swift and accurate response to any queries that may arise.

The purpose of this document is to be transparent about our risk appetite so that you can allocate your business needs efficiently. The following information gives examples of our preferred trades by class. Appetite is not restricted or limited to these areas – we will consider other risks on a case-by-case basis.

It should be noted that this document is by no means exhaustive. Across all classes, our underwriting team would be happy to discuss non-standard risks or any risk that doesn't fit into the categories listed to try and find a solution for you, where possible.

RISK APPETITE

UNDERWRITING STRATEGY

- Experienced team of underwriters who are commercially minded and trading focused.
- Committed to delivering first-class service and responsiveness.
- Our underwriters take a pragmatic approach, actively engaging with our insurance brokers to understand each risk and will consider non-standard risks subject to a full presentation.

Professional Indemnity (Primary & Excess layer)

- Writing up to £50M Fee income and £500M (notional) Turnover thresholds.
- UK domiciled risks only (overseas satellite offices acceptable depending on territory & jurisdiction) and not more than 30% of income.

PREFERRED CLASSES

- Accountants (**we are an Approved Insurer**)
- Architects*
- Design & Construction
- Engineers*
- Excess Layer Business (see below)
- Information Technology (excess layer only)
- Insurance Brokers (excess layer only)*
- Miscellaneous
- Surveyors (excess layer only)

***Architects:** (avoid direct pool, basement or waterproofing exposures, no multi story car parks).

Engineers: (no structural, marine or geotechnical).

Insurance Brokers: (with infectious diseases exclusion).

EXCESS LAYER PROFESSIONAL INDEMNITY BUSINESS

- Competitive and open to writing excess layer business in line with appetite list.
- Subject to approval of underlying market security and terms.

Classes that fall outside our risk appetite include Structural Engineers, Survey & Valuation exposures, Piling Contractors, Solicitors/Legal risks, any Financial Services exposure, Primary Insurance Brokers/MGA's, Accountants with heavy tax exposure, Geotechnical/Soil/Groundworks, IFA's and Mortgage Brokers.

Commercial Combined

- Ability to write up to £65M Total Sum Insured (MD/BI) any one location.
- UK domiciled risks only.

PREFERRED TRADES

- | | |
|----------------------------|------------------------------------|
| • Manufacturing | • Precision Engineering |
| • Warehousing/Distribution | • General Engineering |
| • Shops/Retail | • Metal Workers |
| • Offices | • Non-Combustible Waste/Recycling |
| • Electrical Engineering | (i.e. Metal, Glass and Aggregates) |

Trades that fall outside our risk appetite include Combustible Waste/Recycling, Railway Operators, Nightclubs and most leisure trades in general, Upholsterers, Motor Trade, Sawmills, Oil/Petrochemical risks and Food risks (inc. cooking/composite panels).

Property Owners

- Ability to write up to £65M Total Sum Insured (MD/BI) any one location as well as large portfolios split across multiple locations.
- UK domiciled risks only.

PREFERRED PROPERTIES

- | | |
|----------------------------------|--|
| • Offices | • Mixed portfolios |
| • Retail | • Unoccupied risks subject to suitable underwriting information and non-combustible construction |
| • General commercial | |
| • Blocks of flats | |
| • General residential portfolios | |

Properties that fall outside our risk appetite include Stately homes, Grade 1 listed buildings and timber floored buildings exceeding £2M sum insured.

EXCESS LAYER COMMERCIAL COMBINED AND PROPERTY OWNERS BUSINESS

- | | |
|---|--|
| • Competitive and open to writing excess layer business in line with appetite list. | • Subject to approval of underlying market security and terms. |
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Combined Liability

- Underwriting team are able to write liability business on a stand-alone basis.
- We can write Employers Liability at £10M limit of indemnity and Public/Products or Property Owners Liability business up to a £10M limit of indemnity.
- We can also consider reverse flow stand-alone Employers Liability business as well as stand-alone Public Liability and Property Owners Liability.

PREFERRED TRADES

- Preferred trades fall in line with the commercial combined appetite list.
- Property or land owners where Public/Property Owners Liability required.
- Non-combustible waste/recycling (i.e. metal, glass and aggregates) will only be written as part of a package with the property aspects and not on a stand-alone basis.

Trades that fall outside our risk appetite include those in line with the commercial combined list but in addition Roofers and Scaffolders, Manufacturers of any products that are defined safety critical, Stevedores and Tobacco and Electronic Cigarette Manufacturers/Wholesalers.

EXCESS LAYER LIABILITY BUSINESS

- Competitive and open to writing excess layer business in line with appetite list.
- Subject to approval of underlying market security and terms.

Contractors All Risks (CAR)

- Contractors All Risks and Contract Works (CW) business considered.
- Limits offered up to £10M any one contract.

PREFERRED TRADES

- Building contractors, new build, maintenance, alteration and repair
- Developers and conversions including Single Projects – traditional and modern construction methods
- Contract Works and/or Plant only risks

Trades that fall outside our risk appetite include Roofers and Scaffolders, Demolition, Asbestos Contractors and Piling Contractors.

EXCESS LAYER CAR/CW BUSINESS

- Competitive and open to writing excess layer business in line with appetite list.
- Subject to approval of underlying market security and terms.

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