

UK COMMERCIAL DIVISION

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

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

***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

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| • 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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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 £40M Total Sum Insured (MD/BI) any one location.
- UK domiciled risks only.

PREFERRED TRADES

- Manufacturing (Plastics, Furniture, Textiles, Printing, Paper Products)
- Warehousing/Wholesale/Distribution
- Shops/Retail
- Offices
- Electrical Engineering
- Precision Engineering
- General Engineering
- Metal Workers
- Hotels, Hospitality & Leisure (timber floors require enhanced protections)
- Professional Services, including IT & Communications
- Food and Drink

Trades that fall outside our risk appetite include Waste/Recycling, Self-storage, Quarries/Mining, Railway Operators, Nightclubs, Amusements/Fairgrounds, Upholsterers, Motor Trade, Sawmills, Fish/Meat processing and Oil/Petrochemicals/Pharma/Chemicals risks.

Property Owners

- Ability to write up to £40M Total Sum Insured (MD/BI) any one location as well as large portfolios split across multiple locations.
- UK domiciled risks only.

PREFERRED PROPERTIES

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

Properties that fall outside our risk appetite include Stately homes, Grade 1 listed buildings and timber floored buildings exceeding £5M 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.



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.

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

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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