



Financial Lines Appetite for Mid-Market

Zurich is targeting growth in the following Financial Lines products

- ✓ Directors and Officers Liability AB only
- ✓ Financial Institutions Professional Indemnity (FIPI)
- ✓ Financial Institutions Fraud
- ✓ Asset & Investment Management Insurance (AIMI)
- ✓ Employment Practices Liability
- ✓ Commercial Crime

Operations within target appetite

Public and private companies

Government owned corporations

Not for Profit organisations

Commercial Entities

- Industrials
- Consumer staples / discretionary
- Metal and Mining
- Infrastructure and Utilities

Mutual Financial Institutions

- Community Banks
- Credit Unions
- Building Societies

Corporate advisors

Equity / corporate advisors

Equity / fixed interest / diversified / infrastructure fund managers

Health funds

Hedge funds

Investment companies

Private equity

Property fund managers (not construction / development)

Venture capital

Key underwriting considerations

 Completed proposal form

 Annual Report

 Prior or current Prospectus or Information memorandum

 Business Plans

 Detailed claims history

 Current insurance programs

Flexible solutions through different structures

- Primary or Excess
- Co-insurance

