



RETAIL & WHOLESALE

Inland Marine

TARGET INDUSTRIES

- Bailee's Customers
- Bridges and Tunnels
- Builder's Risk
- Camera Equipment
- Commercial Fine Arts
- Contractor's Equipment
- Courier
- Electronic Data Processing / Computer Property
- Equipment Dealers
- Exhibition Floater
- Fine Arts Dealers
- Installation Floater
- Jewelers Block
- Leased Property
- Medical / Imaging Equipment
- Mining Equipment
- Mobile Agricultural Machinery
- Motor Truck Cargo
- Musical Instruments
- Oil & Gas Equipment (onshore)
- Oil Lease Property
- Property
- Radio & TV Tower & Equipment
- Rigger's Liability

MINIMUM PREMIUM

\$2,500 (for most classes)

TARGET INDUSTRIES

- Construction
- Medical
- Technology
- Transportation
- Miscellaneous

AREAS GENERALLY OUT OF APPETITE

- Underground mining
- Logging operations
- Dealers open lot
- Transmission and distribution lines
- Class I rolling stock
- Frame builders risks over \$5M
- Offshore exposures
- International exposures
- Vacant properties
- Accounts in bankruptcy/reorganization
- Monoline perils
- DIC perils only
- Heavily CAT exposed risks
- Heavily fire exposed risks



RETAIL & WHOLESALE

Inland Marine (continued)

TARGET INDUSTRIES (CONTINUED)

- Rolling Stock (Non-Class I)
- Scheduled Property Floater
- Tanks and Tank Contents
- Transportation (Annual and Trip Transit)
- Warehouse Legal Liability

ASCOT DIFFERENTIATOR

- Strong and stable brand
- Senior level out of the box underwriting team
- Sufficient underwriting authority in the field
- Product knowledge, flexibility, and creativity
- Consistency in every market cycle
- Relationship based with a common sense approach
- Ability to write cat exposed risks if part of all-risks appetite
- Best-in-class service
- Customer focused
- Dedicated Inland Marine claims handling knowledge and authority
- Inland Marine loss control capabilities

TARGET BOOK MIX

- Construction 50%
- Medical 10%
- Technology 10%
- Transportation 10%
- Miscellaneous 20%

ATTACHMENT POINTS

- Ground up, whole risk writers
- Primary/Lead market
- Quota-share/subscription players
- Limited excess participation

COVERAGE FEATURES

- AAIS industry leading all risk forms
- Admitted paper
- Ability to tailor coverages

GEOGRAPHIC SCOPE

- Nationally
- International where applicable and legal

ADMITTED/NON-ADMITTED

Admitted with some non-admitted capabilities where required