

PRIMARY CASUALTY

Appetite Guide, Success Stories, and Contacts



| Wholesale

For Our Partners

When an organization faces the potential of being legally accountable for accidents resulting in bodily injury, personal injury, or property damage, the financial protection offered by AXIS Primary Casualty insurance comes into play.

Our primary casualty experts bring extensive expertise in comprehending the distinctive challenges that companies encounter in today's business landscape.



Primary Casualty

Appetite Guide

Capacity:

\$2,000,000 limits of liability

Minimum Premium:

\$100,000 for most classes

Deductibles:

\$5,000 minimum



Hospitality (Accommodation and Food Services)

- Bars, lounges, and night clubs
- Hotels and motels
- Restaurants and taverns

Retail

- Convenience stores
- Retail stores
- Supermarkets

Miscellaneous Classes

- Amusement parks
- Arcade centers
- Bowling alleys
- Car washes
- Family fun centers

Manufacturers and Distributors — Commercial

- Boiler and machinery equipment
- Chemicals
- Construction equipment
- Farm equipment
- Industrial machinery
- Lift and elevator equipment
- Medical products (invasive and noninvasive): dental, hospital, surgical, and diagnostic equipment
- Tools
- Truck and motorcycle component parts
- Valves

Building and Premises

- Banks and financial institutions
- Commercial real estate
- Habitational real estate
- Shopping centers
- Strip malls

Contractors (Commercial Work, with Exceptions for Residential Remodel and Repair)

- Artisan and trade contractors
- General contractors
- Practice and project policies

- Janitorial services and supplies
- Theme parks
- Security guards
- Warehouses
- Water parks

Manufacturers and Distributors — Consumer

- Amusement devices
- Appliance manufacturers
- Exercise equipment
- Food and beverage
- Furniture
- Playground equipment
- Sporting goods
- Toys

This information is for descriptive purposes only and does not provide a complete summary of coverage. Consult the applicable policy for specific terms, conditions, limits, limitations and exclusions to coverage. Coverage is underwritten by a member company of the AXIS group of insurance companies. Coverage may not be available in all states and jurisdictions. Certain products may be offered by AXIS companies that are not licensed in the state and therefore are available only through a licensed surplus lines broker.



Primary Casualty

Recent Wins

Risk Description	State	Deductible	Premium
Security company	Mississippi	\$5,000	\$110,000
Residential buildings	New York	\$10,000	\$145,000
Flea market	Florida	\$5,000	\$145,000
Material handling equipment distributor	New York	\$5,000	\$150,000
Parking lots and garages	New York	\$5,000	\$156,000
Janitorial services	Ohio	\$10,000	\$195,000
Casino	Nevada	\$5,000	\$220,000
Concrete contractor	New York	\$25,000	\$302,000
Tile and masonry contractor	New York	\$5,000	\$320,000
Backyard playground equipment manufacturer	Utah	\$50,000	\$400,000
RV parks/camps	South Dakota	\$50,000	\$450,000
Gasoline — c-stores	Arkansas	\$25,000	\$500,000
Project specific — flat concrete constructi	New York	\$25,000	\$750,000
Building construction	New York	\$25,000	\$800,000
Truck, trailer manufacturer	New Jersey	\$100,000	\$1,400,000

These de-identified examples are included for informational purposes only to show market participation, and are not indicative of a pricing range for other submissions. Submissions will be evaluated on their own individual merits and quoted pursuant to underwriting appetite, coverages requested, risks presented and other underwriting criteria.



Specialty Solutions, Elevated

More than 20 years of commitment to the E&S space

- Deliver on promises
- Long-term partnerships
- Financial security with AM Best A XV rating*
- Established and experienced claims handling
- Responsive underwriting at appropriate risk adjusted terms, conditions, and pricing
- Broad risk appetite



Your Primary Casualty Contacts

Leadership

Anna J. Tan
Head of Wholesale Casualty
Phone: 415 262 6844
Mobile: 415 858 4792
anna.tan1@axiscapital.com

Atlanta

Email submissions to:
AXISPrimaryCas.SubmitATL@axiscapital.com

Steve Cucciniello
Unit Leader
Phone: 678 746 9650
Mobile: 678 232 5793
steve.cucciniello@axiscapital.com

John Posa
Vice President
Phone: 678 746 0831
john.posa@axiscapital.com

Sandra Minott
Senior Underwriter
Phone: 678 746 9381
Mobile: 678 430 9576
sandra.minott@axiscapital.com

Jeremie Saunders
Senior Underwriter
Phone: 678 746 9555
Mobile: 470 363 8016
jeremie.saunders@axiscapital.com

Chicago

Email submissions to:
AXISPrimaryCas.SubmitCHI@axiscapital.com

Jim DeSimone
Unit Leader
Phone: 212 500 7803
Mobile: 917 373 4590
jim.desimone@axiscapital.com

Your Primary Casualty Contacts

New York

Email submissions to:

AXISPrimaryCas.SubmitNY@axiscapital.com

Jim DeSimone

Unit Leader

Phone: 212 500 7803

Mobile: 917 373 4590

jim.desimone@axiscapital.com

Fernando Pimenta

Senior Underwriter

Phone: 212 715 3503

Mobile: 917 208 5155

fernando.pimenta@axiscapital.com