



Marina Operators, Boat Dealers, Yacht Club Package

Local Experts. Industry Leaders. Your commercial marine clients are too busy with the pace of business and the challenges of a highly competitive marketplace to need another worry. Like whether their operation has the right coverage – or enough coverage. Or whether they'll be promptly and fairly restored in the event of a loss.

That's where the power of an International Marine Underwriters (IMU) insurance solution comes in. A longtime ocean marine leader, we have exceptional expertise and experience, enabling us to tailor the right coverage solution to meet your particular needs. And, IMU's regional, full-service focus means our network of professionals knows the local environment and can respond quickly. Add in financial stability and our strong relationships with agents and brokers like you, and your clients have comprehensive, dependable commercial marina/boat dealers protection that helps them maintain their competitive edge.

Superior, Customized Protection

Our comprehensive, customized coverage solutions provide superior property and liability protection, including:

- ▶ Marina operators liability, including legal liability for vessels under repair
- ▶ Commercial general liability, including products liability, completed operations and contractual liability
- ▶ Boat dealers all-risk coverage for boats for sale and marine supplies
- ▶ All-risk coverage for property, marine supplies and vessels for sale, piers, wharves, docks and miscellaneous equipment/tools
- ▶ Business income and extra expense
- ▶ Physical damage and liability for owned watercraft, including workboats and rental boats
- ▶ Protection and indemnity coverage for owned watercraft or demonstrations

Eligible classes include marina operators, boat dealers and yacht clubs.

Five Great Reasons to Put the Power of IMU to Work for Your Ocean Marine Clients

- ▶ Our highly specialized, regionally situated ocean marine experts, who know the local market and are empowered to handle most underwriting and claims issues
- ▶ Our network of claim professionals in more than 150 countries, who ensure fair and expedient claim resolution
- ▶ Our proactive risk control programs focused on preventing losses
- ▶ Our dedication to working with select independent agents and brokers – including marine insurance specialists and agents who provide all lines of property/casualty coverage
- ▶ Our financial strength, as affirmed by an A.M. Best rating of A (Excellent), and our proud heritage dating back to 1831

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IMU. A Member of OneBeacon Insurance Group.

International Marine Underwriters is a member of OneBeacon Insurance Group, Ltd. Please refer to the actual policies for exact coverage descriptions and limits; exclusions and deductibles may apply. Coverages are subject to policy terms and conditions and may not be available in all states. This program may be underwritten by one of the following insurance companies: Atlantic Specialty Insurance Company and The Employers' Fire Insurance Company.

About International Marine Underwriters

International Marine Underwriters traces its roots to the early 1900s, and offers a full range of ocean and inland marine insurance solutions. Ocean marine products include, but are not limited to, commercial hull and marine liabilities at both the primary and excess levels; ocean and air cargo with coverage extensions such as inland transit, warehousing and processing; yachts; and several marine "package" products with comprehensive property, auto and liability coverage. Inland marine solutions include builders' risks, contractors' equipment, installation floaters, fine arts, motor truck cargo, transportation, miscellaneous articles floaters, warehousemen's legal liability, energy and other inland marine opportunities. IMU is a member of OneBeacon Insurance Group.

About OneBeacon Insurance Group

OneBeacon Insurance Group, Ltd. is a Bermuda-domiciled holding company that is publicly traded on the New York Stock Exchange under the symbol "OB." OneBeacon's underwriting companies offer a range of specialty insurance products sold through independent agencies, regional and national brokers, wholesalers and managing general agencies. Each business is managed by an experienced team of specialty insurance professionals focused on a specific customer group or industry segment, and providing distinct products and tailored coverages and services. OneBeacon's solutions target ocean and inland marine; entertainment, sports and leisure; group accident; crop; public entities; technology; tuition refund; professional liability; environmental; excess property; programs; and commercial surety.

