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ANDREA SCAGLIARINI S.P.A.  
BROKER DI ASSICURAZIONI

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DAL 1976



INSURING WITH COMMITMENT AND PASSION

FOR FOUR GENERATIONS





# 100 YEARS - 4 GENERATIONS OF INSURANCE INTERMEDIARIES

## GROWING AND MAKING YOU GROW

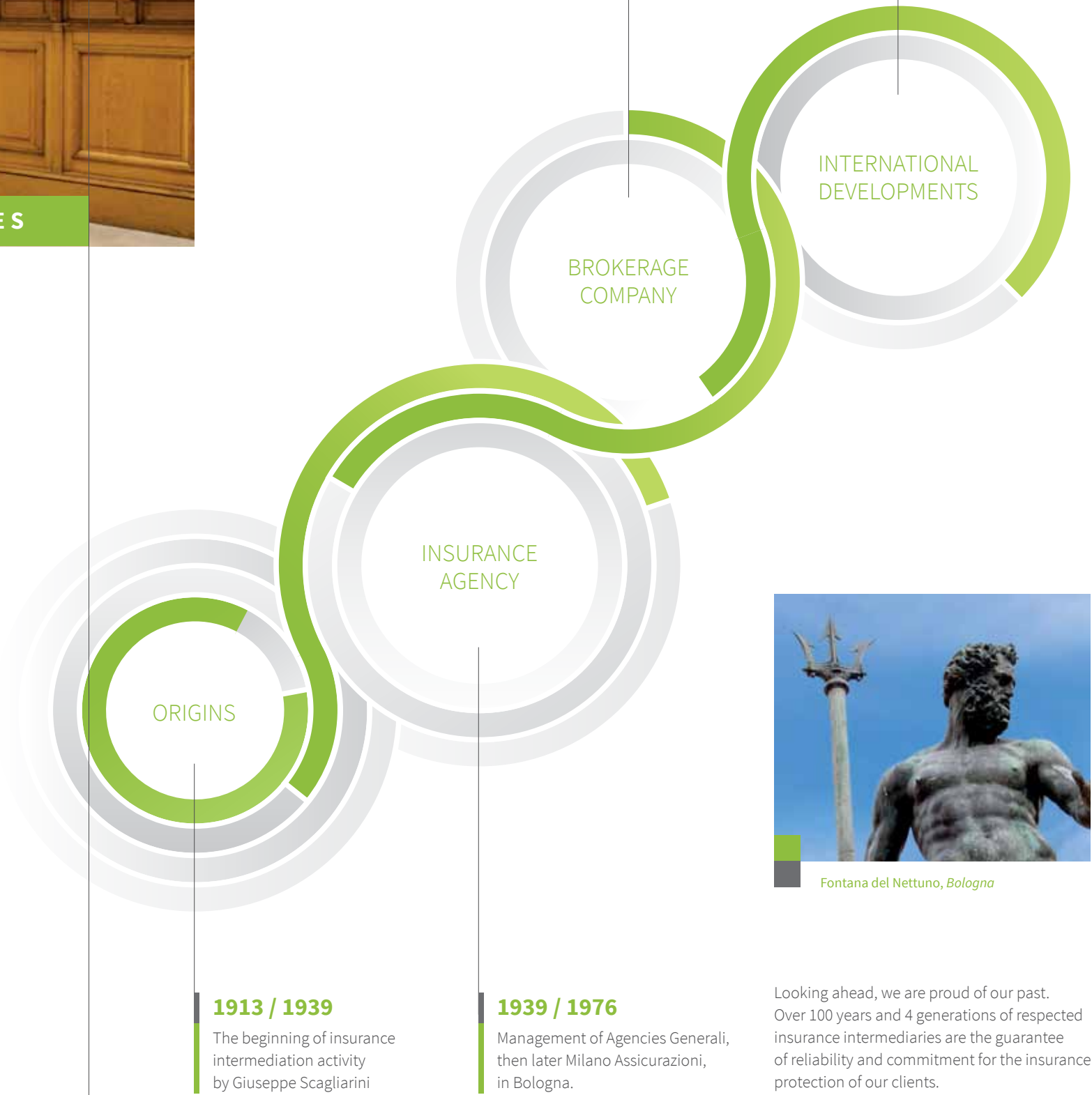
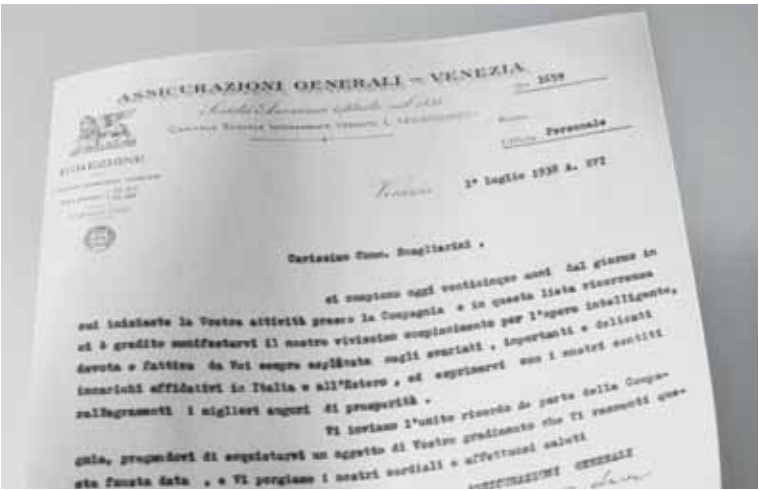
### Over 100 years of insurance intermediation

On July 1, 1913 Giuseppe Scagliarini, father of Pio, grandfather of Andrea, and great-grandfather of Matteo, began to work for Generali Assicurazioni in Ferrara. In 1925 Generali sent him to South America where he successfully launched the company's activity in Brazil. On returning to Italy, he was duly appointed Managing Director.

In 1939 Giuseppe, together with his son Pio, opened a Generali Agency in Bologna. In 1959 Pio left Generali to open, in offices that are still used today by Andrea Scagliarini S.p.A, an Agency of Milano Assicurazioni in Bologna. This Agency grew until Pio's premature death in 1968 and was then entrusted to his son Andrea. Despite being only twenty-five years old, Andrea continued to lead the Agency with success.

In 1976 Andrea took the bold step, founding the Brokerage Company, amongst the first of its kind in Italy, establishing the Company with expertise, fairness and authority.

In 1995 Matteo, Andrea's nephew, joined the company, giving further impetus to development and opening up relations internationally.



Fontana del Nettuno, Bologna

Looking ahead, we are proud of our past. Over 100 years and 4 generations of respected insurance intermediaries are the guarantee of reliability and commitment for the insurance protection of our clients.



We are an insurance brokerage company operating since 1976, specialising in the management of commercial, industrial and service companies, non-profit organisations and professionals.

Our company has grown from Bologna to neighbouring towns, then to the entire region of North/Central Italy and, since the mid '90s, overseas. The international business has significantly benefited by our entry into Worldwide Broker Network (WBN) in 2011.

We work with passion, enthusiasm and accuracy, leaving nothing to chance. We provide our clients with customized and cost effective solutions.

We hate approximation. We're passionate about planning, transparency and fairness.

Palazzo Fantuzzi, Chairman's Office front, Bologna



Palazzo Fantuzzi, Chairman's Office grand staircase, Bologna

WHO WE ARE AND WHAT WE ARE LIKE

THE COMPANY AND OUR VALUES

Since our company was founded, the common thread that binds all these years of activity together is a passion and expertise for our work, accuracy in addressing problems, transparency and fairness in dealing with others, whether they are clients, insurance companies, loss adjusters, employees and collaborators.

We're committed to our work and we seek to achieve everything in the best way possible.

We have a close-knit team of young professionals, that share our values: fairness, competence, efficiency and focus on the client. We invest in our staff and are continuously looking for the most effective solutions for our clients. We believe in a long-term approach to management of the client based on mutual trust, reliability and consistency.

Chairman's Office, Bologna







INTEGRATED SOLUTIONS FOR MULTINATIONAL CLIENTS

INTERNATIONAL INSURANCE PROGRAMMES

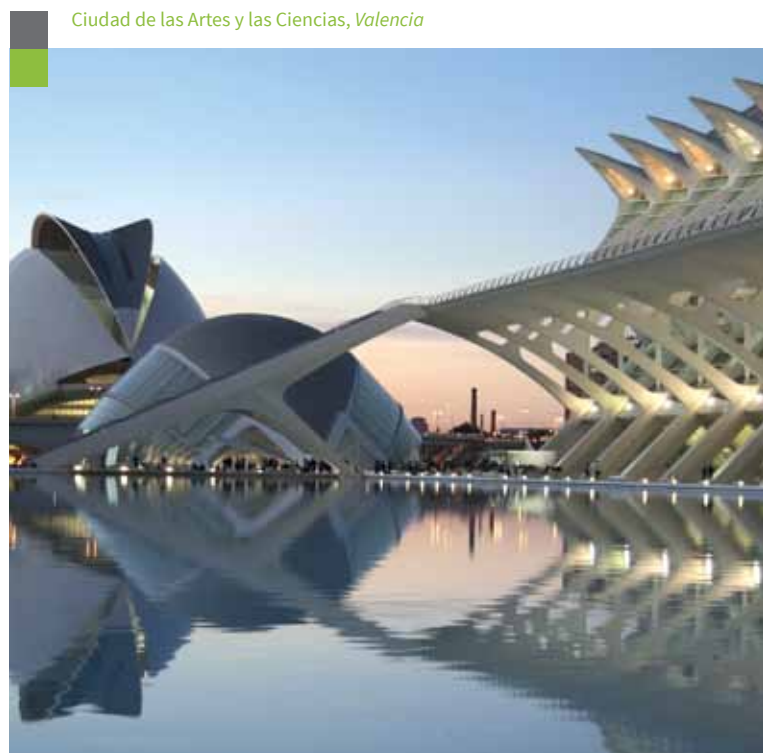
We are highly specialised and at the cutting edge in providing insurance solutions for our international clients, by means of our partner brokers in the WBN.

We study the structure of the insurance programme tailored to the needs of our clients, involving our colleagues abroad and paying the closest attention to the *compliance* aspects of the proposed solutions.

Controlled Master Programme, Non-admitted Global Programme, Freedom of Services, Local stand-alone policies: the most suitable solution is found for each client, without leaving anything to chance.



London City Hall, London



Ciudad de las Artes y las Ciencias, Valencia

We started to manage the first international insurance programmes in the mid 90s, and since then the demand from our customers to be “accompanied” in the process of globalization has increased significantly. Our global clients are managed with the help of a *web-based* platform that allows us to control every detail of the application for insurance programmes in all the countries involved.

Worldwide Broker Network (WBN) is unanimously recognized as the most important and prestigious network of independent brokers in the world, present in over 90 countries across 5 continents, with over 17,000 professional staff. The partners of the Network are required to comply with strict standards of service, regardless of the size of the client in a single country. This is a unique and key point of difference compared to our competitors.



## Europe

**Albania**  
**Austria** | Vienna  
**Azerbaijan** | Baku  
**Belgium** | Heverlee  
**Bulgaria** | Sofia  
**Croatia** | Zagreb  
**Cyprus** | Nicosia  
**Czech Republic** | Prague  
**Denmark** | Aarhus  
**Estonia** | Tallin  
**Finland** | Helsinki  
**France** | Paris  
**Germany** | Freiburg  
**Greece** | Athens  
**Hungary** | Budapest  
**Ireland** | Dublin  
**Italy** | Milan  
**Italy** | Bologna - Andrea Scagliarini Spa  
**Kazakhstan** | Astana

**Latvia** | Riga  
**Lithuania** | Vilnius  
**Luxembourg**  
**Macedonia**  
**Netherlands** | Amstelveen  
**Norway** | Lysaker  
**Poland** | Torun  
**Portugal** | Lisbon  
**Romania** | Bucharest  
**Russia** | Moscow  
**Serbia** | Beograd  
**Slovakia** | Bratislava  
**Slovenia** | Ljubljana  
**Spain** | Barcelona  
**Sweden** | Stockholm  
**Switzerland** | Zurich  
**Turkey** | Istanbul  
**Ukraine** | Kiev  
**U.K.** | London  
**U.K.** | Manchester  
**U.K.** | Bristol  
**U.K.** | Aberdeen (Scotland)

## North America

**Bermuda** | Hamilton  
**Canada** | Toronto  
**Mexico** | San Pedro Garza Garcia  
**Mexico** | Olimpica  
**USA** | San Mateo (California)  
**USA** | Philadelphia (Pennsylvania)  
**USA** | Oakland (California)  
**USA** | Baton Rouge (Louisiana)  
**USA** | Houston (Texas)  
**USA** | San Francisco (California)  
**USA** | Cincinnati (Ohio)  
**USA** | Minneapolis (Minnesota)  
**USA** | St. Louis (Missouri)  
**Switzerland** | Zurich  
**USA** | Des Moines (Iowa)  
**USA** | Chicago (Illinois)  
**USA** | Toledo (Ohio)  
**USA** | Erie (Pennsylvania)  
**USA** | New York (New York)  
**USA** | San Diego (California)  
**USA** | Dallas (Texas)

**USA** | West Point (Georgia)  
**USA** | Duluth (Georgia)  
**USA** | Alexandria (Virginia)  
**USA** | Seattle (Washington)  
**USA** | Valalla (New York)  
**USA** | Boston (Massachusetts)

## Middle East &amp; Africa

**Angola** | Talatona  
**Bahrain** | Manama  
**Egypt** | Cairo  
**Israel** | Tel Aviv  
**Lebanon** | Beirut  
**Oman** | Sultanate of Oman  
**Pakistan** | Karachi  
**Qatar** | Doha  
**Saudi Arabia** | Riyadh  
**South Africa** | Johannesburg  
**U.A.E.** | Dubai

## South &amp; Central America

**Argentina** | Buenos Aires  
**Bolivia** | San Jorge  
**Brazil** | Sao Paolo  
**Chile** | Providencia  
**Chile** | Santiago  
**Colombia** | Santa Fe de Bogota  
**Dominican Republic** | Santo Domingo  
**Ecuador** | Guayaquil  
**Panama** | Panama City  
**Perù** | Lima  
**Puerto Rico** | San Juan  
**Uruguay** | Montevideo  
**Venezuela** | San Bernadino

## Asia Pacific

**Australia** | Victoria  
**China** | Shanghai  
**China** | Beijing  
**Hong Kong**  
**India** | Mumbai  
**Indonesia** | Jakarta  
**Japan** | Tokyo  
**Korea** | Seoul  
**Malaysia** | Kuala Lumpur  
**New Zealand** | Auckland  
**Philippines** | Makati  
**Singapore**  
**Sri Lanka** | Colombo  
**Taiwan** | Taipei  
**Thailand** | Bangkok  
**Vietnam** | Moscow

## Associate Members

**United Kingdom**  
 London (Kane Group)  
**USA**  
 Clark, NJ (Global Risk Consultants)  
**USA**  
 New York, NY (Hanover Stone Partners)  
**USA**  
 Willoughby, OH (Marsh Berry)  
**USA**  
 Palo Alto, CA (Mayer Brown)  
**USA**  
 Broomfield, WI (Milliman, Inc.)  
**USA**  
 Chicago, IL (Navigant Consulting, Inc.)  
**USA**  
 San Mateo, CA (Starboard Int'l Consulting, Inc.)





WHAT WE OFFER

PRODUCTS AND SERVICES

We offer a wide range of products and services, highly specialized and tailored to the needs of each customer. We have access to all major Italian and international insurance markets.



**Contractor's Allrisks /  
Erection Allrisks / Advance Loss  
of Profit / Delay in Start Up**

We follow the most complex projects, both in Italy and abroad, focusing on *construction* and renewable energy sectors.



**Motor Fleet**

We manage both medium and large car fleets, enabled by our own customised software.



**Small and Medium Enterprise**

Simple yet comprehensive solution for SMEs.



**Employee benefits**

Targeted insurance coverage for our corporate clients' employees.



**Fine art**

Insurance for private art collections, Museums, Foundations, with access to the most qualified national and international insurance markets.



**Property Allrisks  
and Business Interruption**

Particularly extensive Allrisks and Business Interruption wordings, with contractual provisions that are of reference for the whole insurance market.



**Product Liability, Product Recall,  
Pure Financial Loss**

In terms of civil liability, companies are exposed to an increasing risk that has to be managed, for which we are able to identify the most innovative solutions.



**Professional Indemnity /  
Error & Omissions /  
Directors & Officers liability**

The Sector of Professional Indemnity, Error & Omissions and Directors & Officers Liability is continuously evolving and growing, leading us to approach the most advanced insurance markets to satisfy the needs of our clients.



**Risk Engineering  
and Loss Prevention**

Through selected partners we provide the highest level of Risk Engineering and Loss Prevention solutions.



**Lloyd's of London**

As Lloyd's Correspondent, we work diligently with Lloyd's of London.



Andrea Scagliarini S.p.A.  
Broker di Assicurazioni

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