



Chubb Capabilities & Product Offering

New Haven Branch

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STATES: CT, MA, NY

-Field Operations	Jon Pensa	Senior Vice President	203-782-4110	jpensa@chubb.com
-Segment Leader	Brian Gemme	Major Accounts	617-261-6216	brian.gemme@chubb.com
-Segment Leader	Jon Pensa	Commercial Insurance (Mid-Market)	203-782-4110	jpensa@chubb.com
-Personal Insurance	John Allen	PRS Manager	203-782-4164	Johnj.Allen@Chubb.com
-Claims	Christine Brown	Regional Claims Executive	203-782-4116	cbrown@chubb.com
-Loss Control	Mark Davis	Regional Loss Control Manager	617-261-6132	mwdavis@chubb.com

Chubb Commercial Insurance *(generally commercial clients with \$10M to \$1B in revenue)*

Property & Casualty		
Business or Product	Chubb Contact	Product Description
Standard Commercial Package	Jon Pensa 203-782-4110 jpensa@chubb.com	<ul style="list-style-type: none"> Product Offerings: Include Package, Auto, Work Comp, Umbrella, International, GL, E&O, Boiler. We specialize in providing comprehensive multiline insurance solutions but can also provide monoline coverage. Target Customers: Include but are not limited to Professional Services, Manufacturers, Metalworkers/Plastics/Printers, Wholesalers, Commercial Real Estate, Museums & Cultural Institutions, Broadcaster/Publishers, Clean Technology, and Federal Government Contractors. We insure hundreds of SIC codes. Restricted Classes: Construction, Children's/Baby Products, Transportation, Residential Real Estate, Chemicals, Agriculture. Minimum Premiums: None <p>Chubb CIS targets Package-driven middle market customers seeking superior coverage and service.</p>
Chubb Multinational Solutions	Peter Baute 617-261-6150 peter.baute@chubb.com	<ul style="list-style-type: none"> Foreign Package: Including Property, GL, Auto, Foreign Voluntary Work Comp, Repatriation, and more. Target Customer: U.S. based companies with small to moderate operations abroad that travel abroad, have premises overseas, sell or distribute product overseas or who sell over the internet. Minimum Premium: \$2,500 <ul style="list-style-type: none"> CGL, Foreign voluntary WC, Repatriation / Executive Assistance, Contingent AL, International Medical / AD&D, Commercial Property & Business Income, Kidnap & Extortion, Medical and AD&D for educational institutions & non-profits.
Financial Institutions (Property & Casualty)	Jennifer Geib 203-782-4032 jgeib@chubb.com	<ul style="list-style-type: none"> Multi-line or mono-line property & casualty solutions for Mutual Funds, Investment Advisors, Insurance Companies, Banks
Agribusiness	Joe Survilla 570-200-1312 joe.survilla@chubbagribusiness.com	<ul style="list-style-type: none"> Professional Coverages Available –Seedsman E&O–Feed Consultants Coverage–Agronomist Coverage–Limited Pollution - CGL & Auto Target Clients: Manufacturers, processors, and distributors of products for the Agricultural industry. –Feed Manufacturing–Feed, Grain & Hay Dealers–Feed Supplement Distributors–Feed Stores–Grain Elevators–Grain Warehouses–Seed Merchants–Fertilizer Blenders–Fertilizer Distributors–Cooperatives Restricted Classes - Horse Feed, Alfalfa Pellet Mills <small>Note: List not inclusive – please contact an underwriter for risk acceptability.</small>

Technology	Colin Mulready 203-782-4081 cmulready@chubb.com	<ul style="list-style-type: none"> ▪ Multi-line Solutions: Property, General Liability, Tech E&O, Auto, Work Comp, Umbrella, International ▪ Integrity by Chubb: E&O; Destructive Programming; Cyber Liability; IP, Disclosure & Reputation Disparagement; Privacy Remediation Expenses; Consumer Redress ▪ Target Customers: <ul style="list-style-type: none"> ▪ Software - Design, Integration, Services ▪ Hardware - Computer, Peripherals, Components - Design, Manufacture, Distribution ▪ Networking & Communications - Equipment & Services - Design, Manufacture, Integration, Services (cloud, hosting, data center, colocation, etc.) ▪ IT Services & Consulting ▪ Healthcare Information Technologies (HIT) ▪ Clean Technologies (Smart grid, solar equipment, energy efficiency software, etc.)
Life Sciences & Biorenewables	Colin Mulready 203-782-4081 cmulready@chubb.com	<ul style="list-style-type: none"> ▪ Multi-line Solutions: Property, General Liability, Product Liability (including Human Clinical Trials), Companion E&O, Companion Healthcare Professional Liability, Auto, Work Comp, Umbrella, International ▪ Target Customers: <ul style="list-style-type: none"> ▪ Human Clinical Trials ▪ Drugs - Biologics; Pharmaceuticals; Veterinary ▪ Dietary Supplements ▪ Medical Devices - Diagnostic; Therapeutic; Surgical Instruments; Implants ▪ Laboratory and R&D Equipment ▪ Analytical & Testing Laboratories ▪ Contract Research Organizations (CROs) ▪ Biorenewables
Specialty Casualty	Mike Flowers 617-261-6158 michael.flowers@chubb.com	<p>Target Customer: Low Frequency/High Severity Premises/Products Classes of Business. Real Estate, Hospitality, Bars, Nightclubs, Casinos, Industrial Manufacturing, Services</p> <ul style="list-style-type: none"> ▪ Primary limits up to \$2mm/\$4mm/\$4mm ▪ Minimum Premium: \$25,000 ▪ Umbrella limits up to \$10M ▪ Minimum Retentions: Deductible \$5,000; SIR \$25,000 ▪ Guaranteed Cost AL in conjunction with Primary ▪ Admitted and Non-Admitted Capabilities
Specialty Casualty Construction	Mike Flowers 617-261-6158 michael.flowers@chubb.com	<p>Target Customer: Construction Projects or companies with total construction costs or revenues between \$10M - \$200M</p> <ul style="list-style-type: none"> ▪ GL & Umbrella only ▪ Primary limits up to \$2mm/\$4mm/\$4mm ▪ Minimum Premium: \$25,000 ▪ Supported Umbrella limits up to \$10M ▪ Project Specific or Practice Programs <p>Target Classes: GL Only Wraps (OCIPS & CCIPS) General Contractor Controlled Owner's Interest</p> <p>Non-Preferred Classes: New York Contracting West Coast Residential Demolition & Blasting Scaffolding Shoring/Underpinning</p>
GL Plus	Mike Flowers 617-261-6158 michael.flowers@chubb.com	<p>Target Customer: Chemical Manufacturers/Distributors, Industrial Manufacturing and associated classes of business</p> <ul style="list-style-type: none"> ▪ Primary limits up to \$2mm/\$4mm/\$4mm available; Separate Pollution Aggregate ▪ Guaranteed Cost GL available; \$25,000 minimum SIR per Pollution Condition ▪ Guaranteed Cost AL in conjunction in conjunction with Primary ▪ Minimum Premium: \$20,000 ▪ Umbrella Limits up to \$25 Million
Traditional Energy	Liam Blodgett 617-717-5077 liam.blodgett@chubb.com	<p>Target Customer: Oil, Gas & Power Generation Target Markets: gathering system pipelines, non-operating working interests, contractors (well servicing, drilling), utilities, power generation, surface mining</p> <ul style="list-style-type: none"> ▪ Primary limits up to \$2 million per occurrence/\$ 4 million aggregate ▪ Primary Commercial Coverages Include: GL, AL, lead umbrella, pollution liability programs ▪ Minimum GL Premium: \$25,000 (policy) ▪ Guaranteed cost, deductible retention or excess of SIR basis; alternative defense (ALAE) available ▪ Minimum Retentions: Deductibles: \$10,000; SIR \$25,000
Renewable Energy	Liam Blodgett 617-717-5077 liam.blodgett@chubb.com	<p>Target Customer: Operators, project developers/ component part OEM's, including wind, solar operators, biofuel plants, landfill gas recovery;</p> <ul style="list-style-type: none"> ▪ \$25,000 target account minimum premium ▪ Minimum Premium: GL \$5,000; Property \$5,000; WC \$2,500; Auto \$2,500 <p>Multi-line package solutions, including GL, Property/Machinery Breakdown, WC, AL, Lead Umbrella, Builders Risk, Contractors Equipment, All Risk Property, Pollution Liability, Premises Pollution Liability.</p>

Environmental	Harrison Wasserbauer 617-455-7933 harrison.wasserbauer@chubb.com	<ul style="list-style-type: none"> ▪ Limits: \$50 Million per occ/agg ▪ Minimum Premium: \$3,500 (lower premium available on storage tank policies) ▪ SIR: \$10,000 minimum ▪ Term: Up to 10 years (17 year terms available for Construction Wrap-Ups) ▪ Premises Pollution Liability: Operational risk or property transfer, mold and legionnaire's cover available ▪ Public / Education Entity Premises Pollution Liability: Operational and fixed site coverage tailored for the public sector ▪ Healthcare Pollution Liability: Includes site coverage, contracting coverage, decontamination costs, and catastrophe management costs ▪ Contractors Pollution Liability (CPL): Claims made or occurrence, practice or project specific, mold and legionnaire's cover available on occurrence basis ▪ Construction Wrap-Ups: Mold and legionnaire's coverage available, Commercial & Residential (residential limited to concrete & steel towers) ▪ Combined CPL/E&O: Form for Contractors, Engineering/Consulting firms ▪ E-Business: TankSafe (UST/AST)
Management Liability	James Rackliffe 203-782-4057 jrackliffe@chubb.com	<ul style="list-style-type: none"> ▪ Limits: Directors & Officers / Employment Practices Liability / Fiduciary - up to \$25 Million in Capacity (combined or separate limits) ▪ Retentions: Negotiable for all risks ▪ Primary and Excess basis, Admitted and Non-Admitted ▪ Public Company: D&O/EPL/Fiduciary/Crime; CODA (A Side-DIC Coverage); Global D&O ▪ Private and Non-Profit: D&O/EPL/Fiduciary/Crime/CODA (A Side DIC Coverage) ▪ Target Markets: No restricted classes (other than law firms & Tribal) but target commercial industrial including manufacturing, technology, professional services, utilities/energy, initial public offerings, healthcare, universities, all not for profit organizations & associations ▪ Ability to offer stand alone or shared structures
Professional Liability	Sean Murray 203-782-4021 smurray@chubb.com	<ul style="list-style-type: none"> ▪ Limits: \$15 Million ▪ Primary and Excess basis, admitted and non-admitted by product ▪ Products Include <ul style="list-style-type: none"> ▪ MPL: Covers a wide variety of professional service providers ▪ Media: Covers companies for the content they produce or disseminate ▪ DigiTechSM: Technology E&O + network security/privacy ▪ Public Officials : D&O, E&O and Employment Practices coverage for municipalities and other governmental entities ▪ Employed Lawyers: covers in house counsel for legal malpractice, pro bono and moonlighting ▪ Architects and Engineers: covers architects, engineers, design build professionals and construction managers
Umbrella/Excess <i>(mono-line or supported)</i>	Jennifer Geib 203-782-4032 jgeib@chubb.com	<ul style="list-style-type: none"> ▪ Limits: \$50 Million per occur/agg ▪ Minimum Premium: \$1,000 per Million whichever is greater ▪ Minimum Premium of \$25,000 ▪ Minimum Attachment Points: <ul style="list-style-type: none"> ▪ GL - \$1M Each Occ / \$2M General Agg/2M Products/Comp Ops Agg ▪ AL - \$1M CSL / \$10M Trucking Risks ◦ EL - \$1M/\$1M/\$1M ▪ Target Customer: Broad appetite umbrella or first excess including: real estate, manufacturing, retail operations, financial institutions ▪ Undesirable Classes: Asbestos products, medical malpractice, nursing homes/HPL, pharmaceuticals, invasive medical products, professional liability, residential homebuilders
CyberSecurity	Sean Murray 203-782-4021 smurray@chubb.com	<ul style="list-style-type: none"> ▪ Limits: 100k to \$100M No filed minimum premium ▪ Primary and Excess, admitted and non-admitted by product ▪ Available on multiple forms: Cyber ERM, Forefront 3.0 and Chubb Pro Portfolio ▪ Coverages include: <ul style="list-style-type: none"> ▪ Network security and privacy liability, Media liability ▪ Cyber incident response funds (notification, crisis management, forensic costs) ▪ Regulatory action (defense, fines and penalties, pci assessments) ▪ Network extortion ▪ Business and contingent business interruption ▪ Data recovery costs ▪ Cyber Crime including social engineering, funds transfer and computer fraud ▪ Target markets: only restricted classes are data aggregators, payment processors, social networking and bitcoin exchanges

<p>Monoline Property including Equipment Breakdown (PMM)</p>	<p>Mary Tomkunas 860-408-2762 mtomkunas@chubb.com</p>	<ul style="list-style-type: none"> ▪ Property and Boiler & Machinery ▪ Domestic and International Locations ▪ International Capabilities: Capability of scheduling both domestic and international property on one form. ▪ Target Customer: Hospitals, Nursing Homes, Assisted Living Facilities, Community Health Centers, Universities, Colleges, Private Schools, Water Treatment Facilities, Public Transit Entities, Municipalities, Commercial Real Estate, Light to Moderate Hazard Manufacturing, and Broadcasting. ▪ Restricted Occupancies: Layered Property Programs, Restaurants, Habitational - Apartments & Condos, Heavy Hazard Chemical, Utilities, Oil and Gas, Pulp & Paper and Mining. ▪ Special Products: Property Loss Prevention & Consultative Services, Boiler & Machinery Loss Prevention/Jurisdictional Services ▪ Overall Capacity: Up to \$1B for accounts with favorable characteristics in construction, public/private protection, security, CAT exposures management/housekeeping and internal/external exposures ▪ CAT Capacity: All accounts and locations are modeled with RMS & AIR and CAT capacity is based on resulting loss estimates, pricing and exposure accumulations. Our Critical CAT appetite for a schedule of properties is typically less than -25% of Account TIV within Critical CAT exposure areas: California EQ, New Madrid EQ & Tier 1 US Windstorm combined. ▪ Deductibles: Absolute Minimum of \$5,000 subject to variation due to state filings, occupancy and account history. Typical Minimum for is \$25,000 subject to variation due to state filings ▪ Minimum Premium: None, but in most cases our premiums are greater than \$10,000. ▪ Information Requirements: Complete Schedule of Values in electronic spreadsheet format including the following <ul style="list-style-type: none"> ▪ Complete Schedule of Locations with address, city, state, country & postal code ▪ Updated Values - Building, Contents., BI (100% - 12- Month Gross Earnings), etc. by location ▪ For locations over \$1MM in values Construction, Square Footage, No. of Buildings, Occupancy, Protection-Sprinkles/Supervision, Exposure Year Built, # of Stories and valid street address. ▪ Preferred Program Characteristics: U.S. Domiciled Insured; Coverage written on an admitted basis; Multi-national schedule requiring locally admitted policy issuance and servicing; Pro-active management taking advantage of engineering and loss control services available
<p>Ocean Cargo (PMM)</p>	<p>Bryce Finnan 617-717-5028 bfinnan@chubb.com</p>	<ul style="list-style-type: none"> ▪ Limits Primary Only: Cargo - \$25 MM capacity ▪ Minimum Premium: \$1,500 <p>Coverage: Worldwide Cargo, Foreign and Domestic Transit to include Local Admitted Coverage as needed, Warehousing, Foreign Processing Endorsements. Single Shot Cargo Shipments are available for existing Chubb customers.</p> <p>Target Customer: Domestic and Multinational Companies engaged in at least \$1 M of import/export annual shipment volumes.</p> <ul style="list-style-type: none"> ▪ General Commodities including clothing, food, raw materials used in manufacturing as well as all types of finished goods. ▪ Medical Devices ▪ Machinery valued \$250 K or less per item ▪ Auto parts ▪ Electronics-some ▪ Bulk Commodities ▪ Temperature Sensitive Goods with excellent controls and written in conjunction with other Chubb lines <p>Restricted Customers:</p> <ul style="list-style-type: none"> ▪ Accounts with mostly large warehouse limits and limited transit exposures ▪ High Theft Target Commodities. ▪ High value Precision Machinery with individual machines valued at over \$1 M without other Chubb coverage ▪ Temperature Sensitive Merchandise without sophisticated temperature controls ▪ Minimum premium: \$1,500
<p>Inland Marine</p>	<p>Bryce Finnan 617-717-5028 bfinnan@chubb.com</p>	<ul style="list-style-type: none"> ▪ Many types of Inland Marine coverage including but not limited to: ▪ Builder' Risk, emphasis on new ground up construction Joisted Masonry to Fire Resistive ▪ Installation Risks both project and open ▪ Contractors' Equipment ▪ Lending Institution Leased Property coverage insuring property leased out ▪ Property In Transit risk-ongoing Domestic Transportation risks with and without storage ▪ Trip Transit when part of a Chubb account ▪ Fine Arts coverage both Dealers and museums/office type risks ▪ Scientific Instrument Coverage including mobile MRI and Cat Scan units ▪ Special "One Off" coverage for unusual risks ▪ Domestic and International Locations can also be insured when part of a U.S. domiciled risk. Minimum premium- \$1,500

Accident & Health (A&H) Insurance	Dan Semple 212-703-7057 dan.semple@chubb.com	<p>Business Travel Accident—Target Markets: All Industry Classes</p> <ul style="list-style-type: none"> AD&D, Accident & Sickness, Medical Evacuation/Repatriation, Foreign and domestic coverage <p>Participant Accident—Target Markets: Associations, clubs, church groups, volunteers, HS students, College students</p> <ul style="list-style-type: none"> Accident Medical , Emergency Evacuation/Repatriation <p>Consumer Marketing—Target Markets: Associations, F/I, Alumni Groups, Fraternal Organizations, Unions</p> <ul style="list-style-type: none"> Programs tailored for every group’s need, including benefits for AD&D, Travel, Extended Warranty, Hospital Indemnity, etc.
Product Recall	Florian Beerli 203-782-4045 Florian.beerli@chubb.com	<ul style="list-style-type: none"> Limits: \$50K to \$15M Minimum SIR: \$5K for small business (up to \$25M in sales);\$10K for accounts with sales \$25M to \$250M; \$25K for large accounts Minimum Premium \$1K Products: Consumable Products (Food & Beverage, pharmaceuticals, cosmetic, tobacco), Component Parts (general manufacturing, automotive, aviation, medical device), consumer goods (appliances, electronics/electrical, household, children’s product etc.)

Chubb Small Commercial *(generally commercial clients with \$10M and under in revenue)*

Chubb Small Commercial		
Business or Product	Chubb Contact	Product Description
Chubb Small Commercial Insurance	Dan Stehle 203-968-3436 daniel.stehle@chubb.com	<p>Product Offerings: Include BOP, Umbrella, Auto, Work Comp, Foreign, and Financial Lines. BOP and Umbrella products are now offered on an on-line Rate/Quote/Issue platform, and our BOP/Umbrella product is approved in 41 states. Auto and WC will soon be available on an on-line platform. Financial Lines coverages (e.g. - Private D&O, EPL, Crime, Fiduciary) are also offered on the on-line DecisionPoint platform.</p> <p>Target Customers: Include but are not limited to Clubs & Associations, Cultural Institutions, Financial Services firms, Healthcare organizations, Real Estate, Retail stores, Service businesses, Technology, and Wholesale businesses. Chubb Small Commercial’s underwriting appetite extends to over 600 GL class codes, with plans to expand our appetite further in the future.</p> <ul style="list-style-type: none"> Minimum Premiums: BOP \$485, Umb \$400 per mil (for certain classes) <p>Chubb Small Commercial Insurance targets multi-line customers with revenues under \$10M seeking superior coverage, and Chubb claims response and service. Chubb’s on-line placement capabilities can rate, quote, and issue an account in less than five minutes.</p>

Chubb Major Accounts *(generally commercial clients with \$1B or greater in revenue)*

Chubb Global Casualty		
Business or Product	Chubb Contact	Product Description
Primary Casualty <i>Loss Sensitive Programs</i>	Mary Ellen Glennon 617-261-6217 maryellen.glennon@chubb.com	<ul style="list-style-type: none"> ▪ Target Customer: All industry classes ▪ Coverage: GL/AL/WC, including WC SIR programs in combination with other lines ▪ Loss Pick: Greater than \$1,000,000, Retentions: Greater than \$150,000 ▪ Deductibles, SIR's, Corridor Retentions, and Clash Structures ▪ Bundled or Unbundled Claims & Risk Management Services ▪ Flexible Collateral (including LOC, Cash, Surety Bonds, and Captives)
Excess Workers Compensation	Eric Dean 215 640-2151 eric.dean@chubb.com	<p>Excess Workers Compensation: WC over large SIR to qualified self-insured's</p> <ul style="list-style-type: none"> ▪ Limits: Up to Statutory ▪ Minimum Premium: \$200K ▪ Retention: \$500K/occ or greater ▪ Structures-deductibles above SIR, Captive risk financing participants, split SIR's, single policy programs for groups <p>Texas Employers Excess Indemnity: Coverage for TX employers of ACE Risk Management clients who elect to "opt out" or non-subscribe from the TX workers compensation system</p> <ul style="list-style-type: none"> ▪ Limits: Up to \$5MM, higher limits available on an exception basis ▪ Minimum Premium: \$200K ▪ Retention =>\$500K <p>Retention Clash:</p> <ul style="list-style-type: none"> ▪ Minimum Deductibles/Retentions: Two or more deductibles or retentions of at least \$100,000 per line of business ▪ Min. Prem. of \$25,000 ▪ Coverage written on a non-admitted E&S basis ▪ Applicable Lines of Business: AL, GL, WC & Property ▪ Coverage written in support of ACE Risk Management Casualty placement and ACE Property Placement
Financial Solutions Mergers & Acquisitions	Seth Gillston 212-209-2273 seth.gillston@chubb.com	<ul style="list-style-type: none"> ▪ Loss Portfolio Transfers & Close Outs ▪ Novations ▪ Structured Risk Products ▪ M&A Related Products: Reps & Warranty Coverage
International Advantage Package Policy	Megan Grenier 617-261-6223 megan.grenier@chubb.com	<ul style="list-style-type: none"> ▪ Target Customer: U.S. based companies with small to moderate operations abroad that travel abroad, have premises overseas, sell or distribute product overseas or who sell over the internet. ▪ Minimum Premium: \$2,500 <ul style="list-style-type: none"> ▪ CGL, Foreign voluntary WC, Repatriation / Executive Assistance, Contingent AL, International Medical / AD&D, Commercial Property & Business Income, Kidnap & Extortion, Medical and AD&D for educational institutions & non-profits. ▪ Repatriation/Executive Assistance Services- \$1M agg. ▪ AD&D \$50K Automatic with buy up options available ▪ K&E \$250K Automatic with buy up options available
ATLAS - Controlled Master Program	Megan Grenier 617-261-6223 megan.grenier@chubb.com	<ul style="list-style-type: none"> ▪ Limits: \$10,000,000 per occ/agg ▪ Minimum Premium: N/A ▪ Target Customer: US based multi-national companies with larger international operations abroad ▪ Coverages: WC, GL, AL, Guaranteed Cost, SIR's, High Deductible, Umbrella/Excess. ▪ Can include locally admitted policies in more than 160 countries as part of Controlled Master Program
Casualty Cash Flow	Patrick O'Connor 617-261-6147 patrick.o'connor@chubb.com	<ul style="list-style-type: none"> ▪ Programs: Captives, Retrospective Rating Plans, Matching & High Deductibles, Deductible Fund ▪ Can also consider guaranteed cost coverage written in conjunction with one of the above programs ▪ Specialized Services: Guaranteed money movement on captive programs & certificate issuance on fronted clinical trials programs ▪ Coverages: Commercial GL, Contingent & Locally Admitted Auto, Foreign Voluntary Compensation, Contingent and Locally admitted Employers Liability including UK EL
Defense Base Act Coverage	Megan Grenier 617-261-6223 megan.grenier@chubb.com	<ul style="list-style-type: none"> ▪ WC coverage for prime contractors and subcontractors performing work overseas under contracts authorized, approved or financed by the U.S. Government or any agency thereof. ▪ Limits: DBA-statutory, Employers Liability up to \$10M ▪ Coverage: Workers Compensation and Employers Liability, Repatriation, AD&D, Kidnap& Extortion options. ▪ Target Customer: Engineers, Project Managers, Consultants, Facilities support management, logistical support services, information technology, educational institutions.

Management Liability	James Rackliffe 203-782-4057 jrackliffe@chubb.com	<ul style="list-style-type: none"> ▪ Limits: Directors & Officers / Employment Practices Liability / Fiduciary - up to \$25 Million in Capacity (combined or separate limits) ▪ Retentions: Negotiable for all risks ▪ Primary and Excess basis, Admitted and Non-Admitted ▪ Public Company: D&O/EPL/Fiduciary/Crime; CODA (A Side-DIC Coverage)/Kidnap & Ransom; Global D&O ▪ Private and Non-Profit: D&O/EPL/Fiduciary/Crime/CODA (A Side DIC Coverage)/Kidnap & Ransom ▪ Target Markets: No restricted classes (other than law firms & Tribal) but target commercial industrial including manufacturing, technology, professional services, utilities/energy, initial public offerings, healthcare, universities, all not for profit organizations & associations ▪ Ability to offer stand alone or shared structures
Specialty A&H Insurance	Underwriting: Sean Nappi 212-209-2276 sean.nappi@chubb.com Sales: Dan Semple 212-703-7057 dan.semple@chubb.com	<ul style="list-style-type: none"> ▪ Business Travel Accident / Multinational Travel Accident ▪ Special Risk events and activities ▪ Basic AD&D Carve Out ▪ Blanket Occupational Accident Insurance ▪ University Global Travel Program ▪ Participant Accident, Youth Sports & Camper Programs, Association & Church Mission Programs, Day Care /Volunteer ▪ Global Medical Protection ▪ Personal Accident Insurance (voluntary AD&D) ▪ WC Deductible Recovery Program ▪ FL Statutory AD&D Program for Police & Fire ▪ Study Abroad Programs
Professional Liability	Sean Murray 203-782-4021 Sean Murray	<ul style="list-style-type: none"> ▪ Limits: \$25 Million ▪ Primary and Excess basis, admitted and non-admitted by product ▪ Products: MPL, DigiTechSM, ACE Privacy Protection, Employed Lawyers, Public Officials, School Leaders, Architects & Engineers, Contractor's Professional, Media, Excess Lawyers & Excess E&O, Cybersecurity (Privacy) <ul style="list-style-type: none"> ▪ MPL: Covers a wide variety of professional service providers ▪ DigiTechSM: Technology E&O, media, network security, privacy, data breach fund, cyber extortion, MPL, digital asset and business interruption ▪ Public Officials and School Leaders: D&O, E&O and Employment Practices coverage ▪ ACE Privacy Protection: Security & Privacy coverage for any company ▪ No minimum premium
Global Property	Ken Spencer 617-261-6286 kenneth.spencer@chubb.com	<ul style="list-style-type: none"> ▪ Property and Boiler & Machinery ▪ International Capabilities: Global Fronting Controlled Master Programs & Cash Flow (Captive) Programs ▪ Target Customer: Light to Moderate Hazard Manufacturing, Hospitality & Entertainment, Financial Services, Business Services, Healthcare, Real Estate, Hotels, Retail, Technology, Communications & Telecommunications, Colleges & Universities, & Retail ▪ Restricted Occupancies: Nursing Home & Assisted Living, Restaurants, Habitational - Apartments & Condos, Municipalities, Heavy Hazard Chemical, Utilities, Oil and Gas, Steel & Other Basic Metals, Pulp & Paper and Mining. ▪ Special Products: Property Loss Prevention & Consultative Services, Boiler & Machinery Loss Prevention/Jurisdictional Services ▪ Overall Capacity: Up to \$650M for accounts with favorable characteristics in construction, public/private protection, security, CAT exposures management/housekeeping and internal/external exposures ▪ CAT Capacity: All accounts and locations are modeled with RMS & AIR and CAT capacity (up to \$50M) is based on resulting loss estimates, pricing and exposure accumulations. For 100% ACE Ground-Up Programs, typically less than ~25% of Account TIV within Critical CAT exposure areas: California EQ, New Madrid EQ & Tier 1 US Windstorm combined. ▪ Deductibles: Absolute Minimum of \$10,000 subject to variation due to state filings, occupancy and account history. Typical Minimum for 100% ACE Ground-Up Programs is \$100,000 subject to variation due to state filings ▪ Minimum Premium: \$100,000 ACE Net for 100% ACE Ground-Up, Primary or Quota Share subject to variation due to state filings. \$75,000 for Excess ▪ Information Requirements: Complete Schedule of Values in electronic spreadsheet format including the following <ul style="list-style-type: none"> ▪ Complete Schedule of Locations with address, city, state, country & postal code ▪ Updated Values - Building, Contents., BI (100% - 12- Month Gross Earnings), etc. by location ▪ For locations over \$1MM in values Construction, Square Footage, No. of Buildings, Occupancy, Protection-Sprinkles/Supervision, Exposure Year Built, # of Stories and valid street address. ▪ Preferred Program Characteristics: U.S. Domiciled Insured; Coverage written on an admitted basis; Multi-national schedule requiring locally admitted policy issuance and servicing; Pro-active management taking advantage of engineering and loss control services available.

Commercial Marine	Karen Griswold 215-640-2595 karen.griswold@chubb.com	<ul style="list-style-type: none"> ▪ Limits (primary and quota share): <ul style="list-style-type: none"> ▪ Cargo - \$25 MM capacity ▪ Primary Marine Liabilities - \$1MM capacity ▪ Minimum Premium and Deductibles: Various ▪ Coverage: Worldwide cargo, carrier legal liability/shippers interest, commercial hull and protection & indemnity including crew, primary marine liabilities, excess & bumbershoot, including marine GL, ship repairers legal liability or wharfingers and/or stevedores and/or terminal operators legal liability, charterers legal liability. ▪ Target Customer: Domestic and multinational companies engaged in frequent import/export activity, shipment of unusual or distinctive products, requiring specialized claims or loss control, inland and coastal commercial vessel operators including passenger vessels, terminal operators, charterer's ship repairer's/shipyards, marine construction, stevedoring operations and other marine companies requiring liability coverages.
Marine Facilities	Kim Finlay 215-640-1104 kimberly.finlay@chubb.com	<p>Target Customer: Marinas and Yacht Clubs. Boat Dealers, Boat Builders</p> <p>Coverage Available: Commercial Insurance Package - General Liability, Property, Commercial Auto, Inland Marine, Boiler & Machinery, Crime & Fidelity, Liquor Liability, Business Interruption, etcetera.</p> <p>Marine Insurance Package - Boat Dealer Inventory, Transit & Demonstration, Boat Shows, Work Boats. Docks, Slips and Piers, Builders' Risk – including molds, inventory and sea trials, Protection & Indemnity – including crew/Jones Act coverage, Marina Operators Legal Liability – including storage, wharfingers, fueling, repair, yacht broker legal liability, and more.</p> <p>Yacht Club Insurance Package - Yacht Club Fleet, Regatta Liability, Sail Training, incidental Charter, Member Property, Trophy Protection and Broad Endorsement for Special Extensions.</p>
Inland Marine	Matthew McCaffrey 617-717-5008 mmcaffrey@chubb.com	<ul style="list-style-type: none"> ▪ Limits: Builders Risk - up to \$225,000,000. excluding catastrophe areas; Critical CAT capacity from \$10,000,000 to \$100,000,000. ▪ Premium: \$25,000 minimum ▪ Key Products: Builders Risk/Installation, Contractors Equipment, Motor Truck Cargo, Warehousing, Communications, Fine Arts
Property Engineering Services	Peter Cuffe 617-261-6184 peter.cuffe@chubb.com	<ul style="list-style-type: none"> ▪ Property Risk Assessment Surveys ▪ Customized Loss Prevention Programs ▪ Project/Process Plan Review Services ▪ Hydraulic Analysis of Fire Protection Systems ▪ Web Portal Data Sharing ▪ Worldwide service through the ACE Global Engineering Network (www.aceagen.com) ▪ AAA Benchmarking Program ▪ Business Interruption Risk Assessments ▪ Fire Protection System Component Testing ▪ New Construction Risk Assessments ▪ Report Data Management ▪ CAD Diagrams
Specialty Property Catastrophe Risks	Jeremiah Konz 952 238-4932 jeremiah.konz@chubb.com	<ul style="list-style-type: none"> ▪ Chubb Spectra: A buy down of Named Windstorm deductible on location basis, an occurrence basis or a seasonal aggregate basis. Admitted policy. Available for Builder's Risk and construction projects. Can be used to establish an annual aggregate Stop Loss for a captive. This can be sold on a multi-year basis if locations are in close proximity geographically. Minimum premium: \$100,000. ▪ Chubb Wind-In-A-Box: A Named Windstorm limit on an occurrence basis that covers an insured specific lat/lon box for Category 3 or higher Hurricanes. Admitted policy. Minimum premium: \$100,000. ▪ Chubb Shake-In-A-Box: An Earthquake limit on an occurrence basis that covers an insured specific lat/lon box for Magnitude 7 or higher Earthquakes. Admitted policy. Minimum premium: \$100,000.
Aerospace (Airports & Business Aviation)	Jerry Ruth 504-310-3604 jerry.ruth@chubb.com	<ul style="list-style-type: none"> ▪ Limits: Liability \$100,000,000 / Hull \$10,000,000 ▪ Excess up to \$750,000,000 via Limited Binding ▪ Authority with Underwriters at Lloyd's & Allianz Global Corporate & Specialty AG ▪ Specialists In: <ul style="list-style-type: none"> ▪ Airport Owners and Operators Liability for Commercial and General Aviation Airports and Heliports ▪ Airport Tenants, excluding General Aviation Fixed Base Operators ▪ Airline Ground Handling Risks <ul style="list-style-type: none"> ◦ Municipal Aircraft, including State fleets ▪ Endorsed carrier for Airport Council International - North America (ACI-NA). ▪ A substantial share of the top 85 Commercial Airports, which account for virtually all of the scheduled air traffic, in the U.S.
Commercial Surety	Courtney Brazil 617-261-6164 courtney.brazil@chubb.com	<ul style="list-style-type: none"> ▪ Program Limits: \$10 - \$1 Billion+ (depending on credit quality) ▪ Specialize in commercial surety accounts (US and International basis) ▪ Products: Performance & Payment for Manufacturers and Service Companies, Supply, Customs, License and Permit, Lost Instrument, Court Bonds, Subdivision, Self-Insured Workers Comp, Misc. Surety ▪ Broadest world-wide platform available to US clients of Chubb Surety ▪ Programs may be secured with collateral (ILOC, Cash Deposit)

Contract Surety	Laura Leigh Statue 908-903-7928 lstatue@chubb.com	<ul style="list-style-type: none"> ▪ Program Limits: \$10 Million - \$2.5 Billion + (depending on credit quality) ▪ Specialize in Construction accounts, with focus on well capitalized, experienced GCs and Trade Contractors ▪ Products: Performance & Payment Bonds, and misc. surety needs for accounts ▪ Expansive capabilities for international and reverse-flow Construction surety support ▪ Acts as primary/sole surety and as co-surety ▪ Limits: Up to \$20M ▪ Coverages: D&O for Public, Private & Non-profit organizations; General Partnership Liability; EPLI; Fiduciary/Pension Trust Liability; Fidelity/Employee Dishonesty; Insurance Company E&O; Bankers Professional Liability; Investment Advisor/Mutual Funds E&O; Securities Broker Dealer E&O ▪ Premium and Retentions: Vary by coverage and industry class ▪ Primary & Excess attachments points offered ▪ Stand-alone and Blended Programs offered ▪ Industries Include: Asset Management (Hedge Funds, Venture Capital & Private Equity, Real Estate Investment Funds/Trusts, Investment Advisors) Banks, Insurance Companies
Financial Institutions	Deb Chamian 617-717-5131 dchamian@chubb.com	<ul style="list-style-type: none"> ▪ Limits: \$25 Million per occur/agg ▪ Minimum Premium: \$10,000 or \$1,000 per Million whichever is greater ▪ Minimum Premium of \$50,000 for National Accounts and Construction ▪ Minimum Attachment Points: <ul style="list-style-type: none"> ▪ GL - \$1M Each Occ / \$2M General Agg/2M Products/Comp Ops Agg ▪ AL - \$1M CSL / \$10M Trucking Risks ▪ EL - \$1M/\$1M/\$1M ▪ Target Customer: Broad appetite umbrella or first excess including: real estate, manufacturing, retail operations, financial institutions ▪ Undesirable Classes: Aviation products, asbestos products, medical malpractice, nursing homes/HPL, pharmaceuticals, invasive medical products, professional liability, residential homebuilders
Excess Casualty / Umbrella	Sam Codispoti (National Accounts) 212-703-7151 sam.codispoti@chubb.com	<ul style="list-style-type: none"> ▪ Target Customer: Chemical, petrochemical, mineral/metals mining, oil & gas, refining, pipelines, utilities, independent power; renewable energy ▪ Occurrence, Claims Made or Occurrence First Reported coverage ▪ Minimum Premium: \$50,000 ▪ Minimum Attachment: \$1,000,000
Energy Excess Casualty	Paul Berberich 212-703-7089 christopher.fanslau@chubb.com	<ul style="list-style-type: none"> ▪ Typical Client Profile: General Contractors with revenue >\$100m. (Hospitality, Healthcare, Industrial, Energy, Infrastructure). ▪ Product Description: Offer lead and / or straight excess for practice policies, wrap-ups (OCCIP, CCIP, JV's) and project specific policies ▪ Limits: Up to \$25M per occurrence/aggregate
Construction Excess Casualty	Kevin Butler 215-640-4340 kevin.butler@chubb.com	<ul style="list-style-type: none"> ▪ C- Up to Statutory ▪ GL-\$2 Million occ/\$4 Million agg/\$4 Million Comp. Ops ▪ AL-\$2 Million occ/agg ▪ Retention: \$250,000 or greater on OCIPs, and CCIPs; On contractors \$100,000 to \$250,000 minimum for WC; \$25,000 to \$100,000 for GL ▪ Target Customer: GC's, Specialty Contractors, CM's, Large Trades, OCIPs, Maintenance OCIPs, CCIPs ▪ Revenue Target: \$100M contractors \$50M Trade Contractors ▪ Restricted Classes: Demolition and blasting, environmental & asbestos abatement, Residential (GL), roofers
Primary Construction / Wrap-Up	Paul Hoffner 215-640-5433 paul.hoffner@chubb.com	<ul style="list-style-type: none"> ▪ Limits: Up to \$20 Million primary and excess, worldwide coverage ▪ Minimum Premium: Varies depending on the coverage provided ▪ Minimum Retention: Varies depending on the coverage provided and account ▪ Multi-line Solutions: Products/Completed Ops, Professional Liability for below Target Customers and Medical Professional for Contract Research Orgs, Site Management Orgs, Property, General Liability, Auto, Work Comp, Umbrella, and Overseas, admitted policies for Human Clinical Trials. As long as they are not loss sensitive programs. ▪ Target Customers: Large Insureds(Generally \$750M+ revenues) with specialized buying habits - Dedicated Risk Managers, Large Multi-carrier Layered Insurance Programs, Subsidiaries of Large Parent Companies, Private Equity owned, Medical Hospitals or Educational Research Institutions conducting Clinical Trials. <ul style="list-style-type: none"> ▪ Human Clinical Trials ▪ Drugs - Biologics; Pharmaceuticals; Veterinary ▪ Dietary Supplements ▪ Medical Devices - Diagnostic; Therapeutic; Surgical Instruments; Implants ▪ Laboratory and R&D Equipment ▪ Analytical & Testing Laboratories ▪ Contract Research Organizations (CROs) ▪ Bio-renewables
Life Sciences	Pranav Shroff 212-827-3863 pranav.shroff@chubb.com	

ESIS (bundled and unbundled third party administrator for claims and risk control)		
Business or Product	Chubb Contact	Product Description
Risk Management Services- <i>Client Services & Management</i>	Chris White 215-640-1303 christopher.white2@esis.com	<ul style="list-style-type: none"> ▪ Claims Management in U.S. and Globally ▪ Construction Claim Specialty ▪ Professional Risk Claim Specialty ▪ Medical Cost Containment Services ▪ Risk Management Information Systems ▪ Benchmarking & Loss Cost Reduction Consulting ▪ Account Management ▪ Recovery Service ▪ Special Investigation (Fraud) Service ▪ Coordinated Disability Management ▪ Catastrophe Response & Crisis Management
<i>Sales</i>	Anthony Dilleso 617-261-6197 anthony.dilleso@esis.com	
<i>Health, Safety, and Environmental (HSE)</i>	Anthony Dilleso 617-261-6197 anthony.dilleso@esis.com	<hr/> Health, Safety & Environmental (HSE) Risk Control Consulting Services in U.S. & Globally <ul style="list-style-type: none"> ▪ Industrial Hygiene ▪ Safety/Ergonomics ▪ U.S. Global Risk Assessments ▪ Construction Safety & Risk Management ▪ Transportation/Aviation/Fleet Safety & Loss Prevention ▪ Regulatory Compliance Audits ▪ Indoor Air Quality ▪ Environmental Management/Sustainability ▪ Environmental Compliance ▪ Environmental Site Assessments (Phase I/Phase II) ▪ Site Remediation Engineering and Design <hr/> <ul style="list-style-type: none"> ▪ Boiler & Pressure Vessel Jurisdictional Inspections ▪ B&M Risk Assessments, R-Stamp Repair Review & Infrared Testing

Chubb Medical Risk		
Business or Product	Chubb Contact	Product Description
Medical Facilities	Gregory Carlsson 212-827-3861 gregory.carlsson@chubb.com Bret Spicer 913-491-2052 bret.spicer@chubb.com	Hospitals and Long Term Care Facilities including acute care general hospitals, children's hospitals, specialty hospitals, teaching hospitals, university hospitals and integrated healthcare systems: <ul style="list-style-type: none"> ▪ Limits: Excess Limit up to \$25 million depending on venue depending on coverage ▪ Retention: Varies by Coverage and Account ▪ Products: Primary Professional Liability /General Liability and Excess Liability Insurance; Reinsurance of Captives ▪ Minimum Premium: Varies Miscellaneous Medical Facilities including but not limited to Home Healthcare ,Hospice, Lithotripsy, Magnetic Resonance Imaging Facilities, Laboratories, Ambulatory Surgery Centers, Dialysis Centers, Physical, Occupational or Speech Therapy Centers, Medical Schools for Nursing, Dental, and Medical Technicians, and Student Health Centers. <ul style="list-style-type: none"> ▪ Limits: Excess Limit up to \$10 million depending on venue depending on coverage ▪ Retention: Varies by Coverage and Account ▪ Products: Primary Professional Liability /General Liability and Excess Liability Insurance ▪ Minimum Premium: Varies Managed Care Organizations <ul style="list-style-type: none"> ▪ Limits: Excess Limit up to \$15 million depending on venue ▪ Retention: Varies by coverage and account ▪ Minimum Premium: \$10,000

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| | | <ul style="list-style-type: none">▪ Products: Health Maintenance Organizations (HMO), & Preferred Provider Organizations (PPO), Independent Practice Associations (IPA), Physicians Hospital Organizations (PHO), Peer Review Organizations (PRO), Management Service Organizations (MSO) |
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Chubb Political Risk and Credit

Business or Product	Chubb Contact	Product Description
Political Risk	Jared Kotler 202-347-8996 jarad.kotler@chubb.com	Covers overseas & investments against Acts of Government, War & Political Violence <ul style="list-style-type: none"> ▪ Long term cover up to 10 years ▪ Per-risk limits up to \$100 million ▪ Non-cancelable cover ▪ Cover Investment Risk or Trade / Contract Risk against government actions ▪ Target Customers: Multinational Companies, Financial Institutions, Exporters and Importers, Equity Investors, Contractors: Plant & Equipment
Trade Credit	Joseph Loiacano 212-642-7885 joseph.loiacano@chubb.com	Covers against non-payment of a company's Accounts Receivable generated from the sales of goods or services. Cover available for domestic sales and export sales against non-payment of an account receivable from a buyer due to insolvency, cash flow issues or political risk events. <ul style="list-style-type: none"> ▪ Target companies with dedicated Credit Department and sales in excess of \$100 million ▪ Non-cancelable cover ▪ Limits available up to \$120 million per buyer

Chubb Personal Risk Services (High Net Worth Individuals)

Chubb PRS		
Business or Product	Chubb Contact	Product Description
Personal Risk Services	John Allen - New Haven Branch PRS Manager 203-782-4164 Johnj.Allen@Chubb.com	<ul style="list-style-type: none"> ▪ Personal Lines: High Net Worth Homeowners, Condos, Co-ops and Renters Coverage, Valuable Articles Coverage, Jewelry, Fine Arts, Collectibles, Furs, Automobile, Recreational Marine Coverage. ▪ Target Market: \$1Million + Homes, Custom Built Homes, Historic or Old Homes, Condos with High A&A and/or Contents, all classes of Valuable Articles, High Symbol Vehicles, Collector Vehicles. Desire clients with significant assets that pose minimal liability risks. ▪ Avoid: Monoline CAT prone business, Unprotected Homeowner locations, High profile individuals, Clients with adverse loss history ▪ Written Lately: Doctors, lawyers, Fortune 400 members, CEO's, successful business owners. ▪ Overall Capacity: <ul style="list-style-type: none"> ▪ Ability to write up to \$100 Million in Liability ▪ Florida and other Coastal Locations Underwritten with supporting business that meets guidelines ▪ Domestic Partners ▪ Course of Construction Risks acceptable with supporting business ▪ Ability to write following business through Chubb Custom Solutions: <ul style="list-style-type: none"> ▪ COC's outside of admitted appetites ▪ Blanket Policies ▪ Water Damage Deductibles ▪ Commercial General Liability ▪ Commercial Inland Marine ▪ Workers Comp ▪ Event Coverage ▪ Agribusiness ▪ Aircraft and Aviation ▪ Kidnap and Ransom/Extortion ▪ Family Office ▪ Ultra High Net Worth Services Available: (Signature- at least \$15k in premium; Premier - at least \$50,000 in premium) <ul style="list-style-type: none"> ▪ Personal Security Consultation (Ackerman Group) ▪ Family Employee Consultation and Dedicated Help Line (McCalmon Group) ▪ Travel Security Recommendations (Ackerman Group) ▪ Cyber Security Assessment (Ackerman Group) ▪ Background Checks on employees (Ackerman Group) ▪ Collection Management Software (Collectrium) ▪ Specialty Coverage and Service Offerings: <ul style="list-style-type: none"> ▪ Chubb Collector Car ▪ Passport 360 (Travel Accident) - not available in MA ▪ Family Protection Coverage ▪ Primary and Excess Flood ▪ Employment Practices Liability Coverage ▪ Chubb Wildfire Defense ▪ ID Theft Protection ▪ Chubb Property Manager