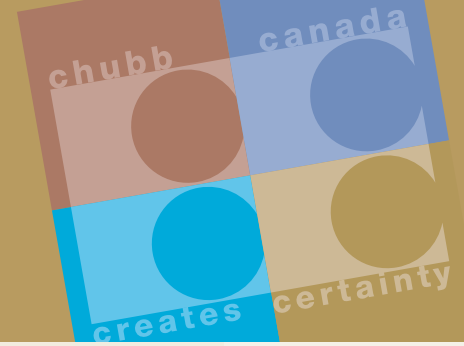


Chubb's Multinational Capability Creates Certainty



Chubb Distinguishes Itself on the Multinational Front

Chubb's network of owned operations in 28 countries complemented by strong relationships with affiliate companies and correspondent brokers provides you with a clear advantage for your customers.

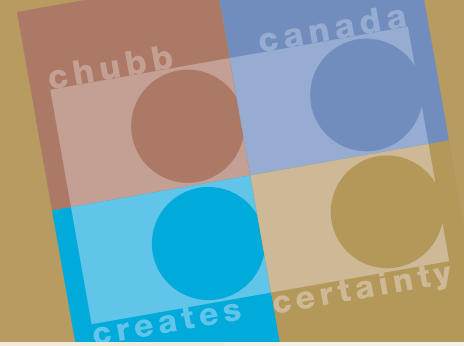
- Our local presence translates into better insurance protection for your customers through our ability to issue admitted policies in accordance with local laws.
- Our network of owned offices enables us to participate in the indigenous marketplace and transfer our knowledge of local issues and market conditions and our relationships with industry specialists to you and your customers.
- We have formal affiliate relationships with 120 local insurance companies in 100 countries where Chubb does not have owned operations. Many of these companies have access to Chubb's web-based Multinational Account Placement System (MAPS). This allows us to commit to the same service standards as our owned operations.
- The long-standing relationships we have with our correspondent brokers give you access to local brokers around the world. Knowledgeable about Chubb products and multinational programs, these correspondent brokers have agreed to service your customer's local insurance needs at your direction.

What you and your customers need to know about Admitted Insurance

- By purchasing admitted (local) insurance in a foreign country, your client gains access to unique insurance coverages that are common in certain countries, such as extended products liability and pure financial loss. They can also gain access to existing terrorism or cat pools.
- Because an admitted policy is issued in the local language, and according to the laws of the country where the insurance applies, the policy will respond properly to a claim. When there is a dispute, it can be resolved in accordance with local laws and customs.
- In most foreign countries, premiums for admitted policies are tax deductible, and loss payments on local policies are considered non-taxable events. Payments from a non-admitted policy may suffer adverse tax implications in the country where the loss occurred. For example, if an insured suffers a \$10 million fire loss covered under a locally admitted policy, the insured is not taxed on the payment of the claim. If the same insured collects that \$10 million from a Canadian non-admitted master policy, the payment is made in Canada and sent to the local jurisdiction. The local jurisdiction may view the \$10 million as recapitalization of the foreign subsidiary and demand a recapitalization tax of 1% to 15%.
- Local insurance is necessary and may be required by law in many jurisdictions, but the local insurance may not be comparable to coverage commonly provided in Canada. The solution is a CMP (Controlled Master Program), which combines admitted insurance placements where the insured has operations with DIC/DIL coverage provided under the master policy. All underwriting and administration of a CMP is centrally controlled out of the producing office. Chubb has Multinational underwriting specialists who are knowledgeable about multinational insurance programs as well as program administration.



Chubb's Multinational Capability Creates Certainty



How can we help you?

- The *Masterkey Global Extension* product contains the Collectibility provision, which applies only to Chubb-directed placements (i.e., via affiliated companies) and states that if an insured can't collect payment for a covered loss due to financial impairment of the insurer or delay in payment (past 180 days) the master policy will respond.
- Chubb's reputation for efficient, fair claim service applies to overseas claims as well as those in Canada. Our Multinational Claims Unit (MCU) offers producers and insureds one convenient place for claim reporting and service needs. Our claim professionals can discuss claims in more than 140 languages. With just one phone call, an insured can talk to an experienced professional who is ready to expedite the claim resolution process or answer questions. Emergency loss reporting capabilities are available 24/7 via phone, Internet or fax. The MCU has the ability to write settlements directly to an insured's account and can provide settlement drafts in most currencies.
- Twenty-five percent of Chubb's loss control risk engineers are located outside North America in areas such as Southeast Asia, Australia, Europe and Latin America. They are multilingual professionals, well versed in local regulations and culture and are trained to the same standards as those in Canada. Chubb's loss control services provide expertise in assisting the insured with business continuation planning, sprinkler and water supply analysis, employee health and safety, cargo security and property conservation. We can also perform infrared thermography tests. Where appropriate, loss control in the producing Canadian office will coordinate and monitor the loss control activities overseas, providing a consistent and streamlined approach.

For additional information about Multinational Capability, contact us at one of our regional offices:

Branch Offices

Toronto

Phone: (416) 863-0550

Fax: (416) 863-5010

Montréal

Phone: (514) 938-4000

Fax: (514) 938-2288

Calgary

Phone: (403) 261-3881

Fax: (403) 269-2907

Vancouver

Phone: (604) 685-2113

Fax: (604) 685-3811



CHUBB
INSURANCE www.chubbinsurance.com

Chubb Insurance Company of Canada

For promotional purposes, Chubb refers to member insurers of the Chubb Group of Insurance Companies: Federal Insurance Company, Vigilant Insurance Company, Great Northern Insurance Company, Pacific Indemnity Company, Northwestern Pacific Indemnity Company, Texas Pacific Indemnity Company, Executive Risk Indemnity Inc., Executive Risk Specialty Insurance Company, Quadrant Indemnity Company, Chubb Custom Insurance Company, Chubb Indemnity Insurance Company, Chubb Insurance Company of New Jersey, Chubb National Insurance Company, Chubb Atlantic Indemnity, Ltd., Chubb Insurance Company of Australia, Limited, Chubb Insurance Company of Canada, Chubb Insurance Company of Europe S.A., Chubb Argentina de Seguros, S.A., Chubb do Brasil Companhia de Seguros, Chubb de Colombia Compania de Seguros S.A., Chubb de Chile Compania de Seguros Generales S.A., Chubb de Mexico, Compania Afianzadora, S.A. de S.V., Chubb de Mexico, Compania de Seguros, S.A. de S.V., Chubb de Venezuela Compania de Seguros C.A., PT Asuransi Chubb Indonesia. Not all insurers do business in all jurisdictions.

This literature is descriptive only. Whether or not or to what extent a particular loss is covered depends on the facts and circumstances of the loss and the terms and conditions of the policy as issued. Claims examples are based on actual cases, composites of actual cases, or hypothetical situations. Actual coverage is subject to the language of the policies as issued.

