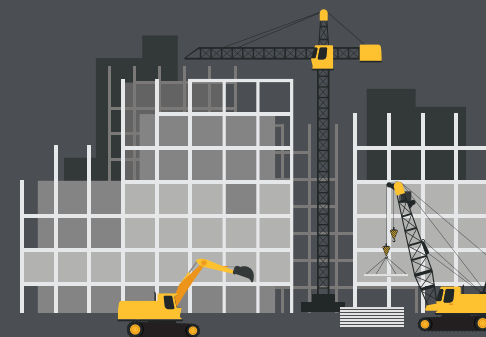


Chubb provides insurance cover for a construction project of global significance

Communicating effectively across two continents and the ability to issue local policy documents in China and South America are just two reasons why a world-renowned engineering company trusted Chubb with their insurance cover on a construction project of global significance.



Client Profile



15,000
employees



Conducts business in over
100 countries



Undertakes international
projects worth over
US\$30 billion



1 The client was a Chinese engineering contractor for a large civil construction project in South America. Another key party was the project owner, a local government agency responsible for delivery of the project.



2 The client had clear expectations for their insurance partner, requiring the following attributes:

- Strong underwriting experience on large construction projects
- A team in China familiar with local customs and state-owned-enterprises
- Local representation at the construction site in South America
- Communication in English, Spanish and Chinese



3 Using a consultative approach, our team members partnered with the client to best understand their needs and find the right solutions for the risks they faced.



4 Our team in China liaised closely with the client's head office in Beijing while our South American team managed the local relationship with the government agency. Chubb's Global Risk Engineering Services also conducted inspections at the proposed construction site and provided the client with valuable loss mitigation advice.



5 Chubb underwriters delivered a completely customised and compliant multinational package for the client with extended policy periods and large policy limits. Taking a 'whole account' approach, coverage was bound in Construction, General Liability, Environmental Risk and Professional Indemnity Insurance.



6 To meet local regulations, our Underwriters leveraged Chubb's strong partnerships in China to structure a compliant General Liability policy. Long policy periods (up to 10 years) are in place to cover the construction and maintenance periods of the project, while Chubb's financial strength means the client benefits from policy limits of almost US\$300 million.

Chubb provides the right solution



- Communicating across two continents presents a unique set of challenges but with the right combination of expertise, dedication and technology, Chubb was able to meet the expectations of this multinational client. We had local team members liaising with key stakeholders in their own language to deliver real time service. Our teams worked tirelessly to overcome a 13-hour time difference to produce policy documents in English, Chinese and Spanish.



- Our underwriters were able to customise an insurance program in line with the client's exposures while satisfying the project owner's regulatory requirements. With these experienced professionals at the helm, we can structure multinational programs to address specific in-country needs and tailor multiline solutions across geographies.



- Chubb used our global network and innovative product suite to craft a highly sophisticated insurance solution for this client, who now has a centrally-controlled and compliant multinational insurance package to cover the many exposures of this large construction project.

Key Drivers



- Our senior risk professionals partnered with the client to find the right solution using a consultative approach



- Our holistic underwriting ethos means Chubb effectively became a one-stop shop for the client providing broad coverage across multiple insurance lines



- Chubb's financial strength was leveraged to offer capacity of almost US\$300 million



- Multinational servicing tools and dedicated personnel across two continents helped deliver policy documents in Chinese, Spanish and English



- Local teams on the ground meant that Chubb underwriters could communicate with key stakeholders in their own language and deliver the efficient turn-arounds the client required