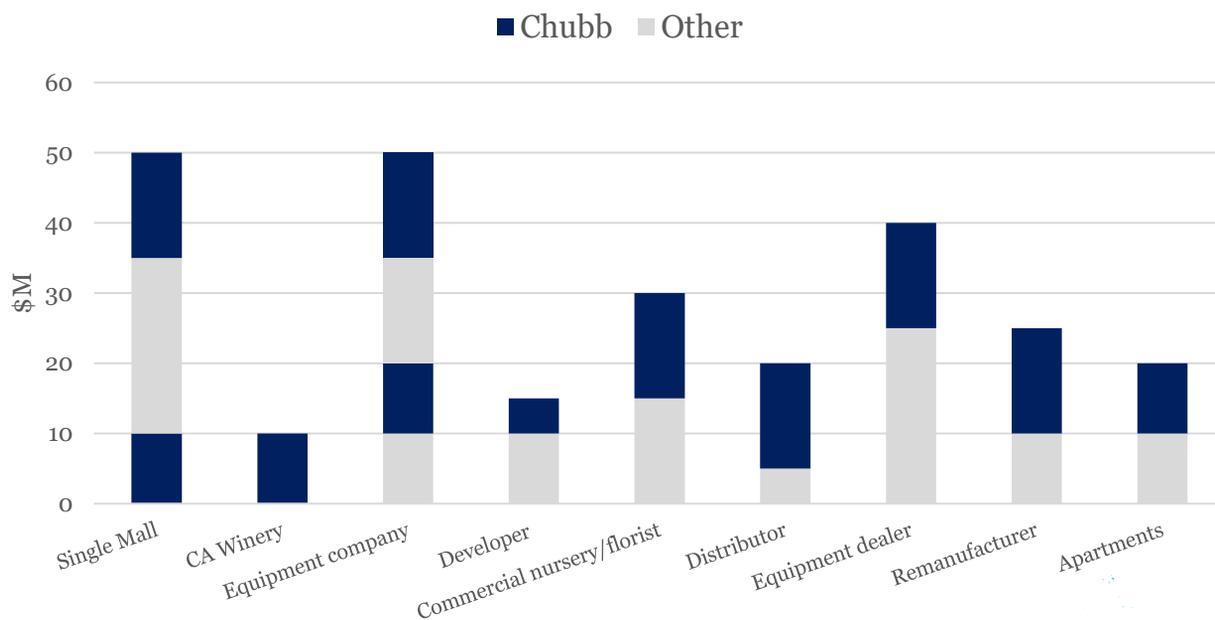


What have we written lately – Excess Umbrella

Monoline umbrella and excess customers typically have higher hazard exposures or purchase large liability limits, which necessitate multiple layers of coverage from multiple carriers. They value Chubb's underwriting acumen, financial stability, and market tenure; as well as our ability to offer capacity as lead umbrella, excess or in ventilated layers.

Recent Chubb Accounts



Layer Written	WP \$	Operations	Layer Written	WP \$	Operations
\$10m lead Umbrella and \$15m xs \$35m	\$421,000	Single mall	\$15m xs \$15m	\$315,000	Commercial nursery and florist
\$10m	\$95,000	California Winery	\$15m xs \$5m	\$176,000	Distributor of adult action figures and collectibles
\$10m xs \$10m and \$15m xs \$35m	\$425,000	Material handling and construction equipment company	\$15m xs \$25m	\$120,000	Caterpillar equipment dealer
\$5m xs \$10m	\$350,000	Developer of software for autonomous vehicles	\$15m xs \$10m	\$125,000	Remanufacturer of OEM and aftermarket auto parts
			\$10m xs \$10m	\$125,000	7500 apartments

What have we written lately – Excess Umbrella

Chubb Recent Claims Examples

Bodily Injury: \$81M

Inadequate security in retail store parking led to shooting. Suit alleged merchant was aware it was located in an unsafe, high-crime area but failed to provide proper security.

Bodily Injury: \$25M

Roofer fell through unprotected skylight, landing on concrete 20 feet below. Suit filed by employee of contractor against property owner, alleging that defendants negligently allowed a dangerous condition to exist on the property and negligently failed to provide a safe workplace.

Premises Liability: \$42M

The employee of a contractor hired by a commercial warehouse fell 18 feet when a scissor lift tipped over, sustaining a severe head injury. Due to state statute, the property owner had strict liability for injuries arising from construction related activities at the premises.

Vehicular Liability: \$33.2M

An employee on an errand hit a pedestrian in a crosswalk, resulting in complications requiring lifetime care.

Vehicular Liability: \$22M

An independent trucker caused a serious crash while making a delivery for a customer. The customer was named in the resulting lawsuit, based on the theory of negligent hiring.

Product Liability: \$33.2M

Equipment designed, manufactured and installed by a systems integrator started a fire once operational at the customer's worksite, resulting in significant damage and loss of income.

Industry Trends

- While umbrella and excess rates are moderating, brokers and other industry observers predict increases in the single to low-double digits for low and moderate exposures and increases of 30+% for higher hazard exposures.
- Attachment points are under pressure, as inflationary and severity trends drive monoline markets to demand a \$2M per occurrence or higher.
- The number of umbrella losses from slips and falls continues to rise, as the average jury verdict for a premises claim in 2019 was \$1.3 million¹. Don't discount the potential cost of a trip at an insured's office or business and take time to develop losses from prior years for an accurate loss assessment.

¹60th Ed. Current Award Trends in Personal Injury)

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services.

For a list of these subsidiaries, please visit our website at <http://www.chubb.com>. Insurance provided by ACE American Insurance Company and its U.S. based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Risks subject to full underwriting review and acceptance; premiums may vary. Reasons listed for why an insured chose Chubb based on perceptions of Chubb employees from communications with producers. Surplus lines insurance sold only through licensed surplus lines producers. Chubb, 202 Hall's Mill Road, Whitehouse Station, NJ 08889-1600. Chubb is the world's largest publicly traded property and casualty insurance group. With operations in 54 countries, Chubb provides commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance and life insurance to adverse group of clients. Chubb Limited, the parent company of Chubb, is listed on the New York Stock Exchange (NYSE: CB) and is a component of the S&P 500 index. Copyright ©2020 February 2022