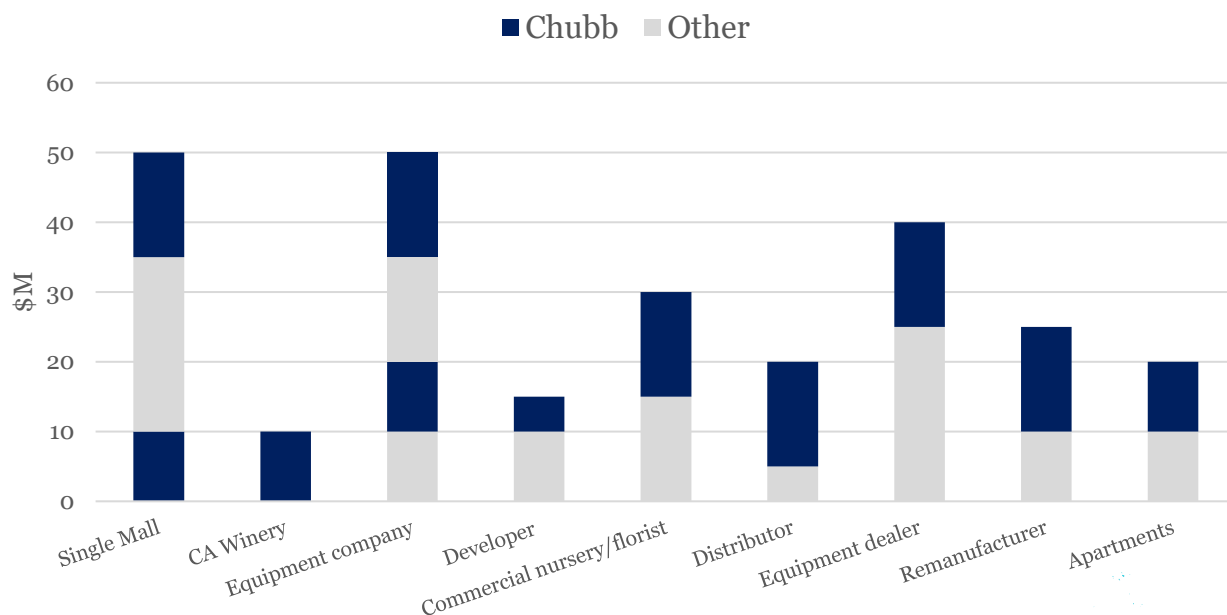


# What have we written lately – Excess Umbrella

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 million<sup>1</sup>. 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.

<sup>1</sup>60<sup>th</sup> Ed. Current Award Trends in Personal Injury)

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