





<p>Brokers ranked Chubb the <b>#1 carrier</b> for Property claims handling<sup>1</sup></p> 	<p><b>48</b> Local branch offices in North America with operations in 54 countries</p> 	<p>Global manufacturers projected to invest <b>\$70 billion</b> on IoT solutions in 2020<sup>2</sup></p> 	<p><b>47%</b> of middle market companies are using advanced manufacturing techniques<sup>3</sup></p> 
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**For manufacturers, a new industrial revolution is underway, with advanced technologies and materials fueling impressive productivity gains. As manufacturers embrace advanced technologies, the insurance industry must think about exposures such as property damage and bodily injury in a new way. Chubb understands these challenges and is well positioned to proactively help companies of all sizes navigate and thrive in today’s world of uncertainty.**

## Industry Expertise

- Over 50 years of experience providing insurance solutions to address the diverse exposures facing manufacturers using advanced technologies
- A broad appetite to support manufacturers as they develop new technologies or enter into new industries
- A myriad of solutions for complex product liability business that may be hard to place
- Global capabilities to protect global operations and exposures through one of the largest networks of owned, local branches throughout the world
- Deep manufacturing expertise across underwriting, claims, and risk engineering
- Significant capacity to support monoline or integrated insurance programs

## Target Classes

- Precision Manufacturing
- Aerospace and Automotive
- Metalworking
- Advanced Robotics
- Industrial Equipment Manufacturers
- Contract Product Manufacturers

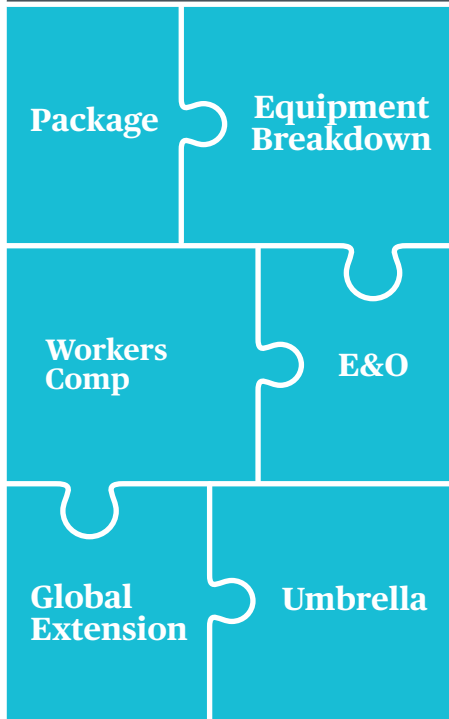
## Service Offerings

- Claims professionals with significant experience and knowledge in manufacturing claims and litigation
- In-house network of over 400 risk engineers to help manufacturing companies identify, mitigate, and control risk
- Advanced services in business continuity planning and supply chain disruption throughout the world
- Product liability reviews to reduce risk
- All-risk Property insurance with broad perils and cutting-edge business income protection
- Infrared thermography analysis to identify hot spots without disrupting electrical services or business operations
- Cyber-physical risk assessment and subsequent evaluation
- Workplace safety programs ranging from ergonomics to machine guarding to industrial hygiene

### Why Chubb?

 Underwriting Expertise	 Tailored Solutions	 Risk Engineering Services	 Superior Claims Service	 Global Reach	 Financial Strength
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**Integrated Solution**  
Scalable and modular insurance products for risks specific to your business.



### Rediscover Commercial

[chubb.com/rediscover](http://chubb.com/rediscover)



### Appetite Guide

[chubb.com/us/ciappetiteguide](http://chubb.com/us/ciappetiteguide)

### What have we written lately?

Risk Description	Insurance Written	Approximate Premium	The Chubb Difference
Automated Packaging and Processing Equipment	<ul style="list-style-type: none"> <li>Package</li> <li>Auto</li> <li>Workers Comp</li> <li>Umbrella</li> <li>E&amp;O</li> <li>International</li> </ul>	\$420,000	<ul style="list-style-type: none"> <li>Controlled master program including local admitted policies</li> <li>Risk engineering review of machine guarding practices promoting adherence with local laws</li> </ul>
Contract Product Manufacturer	<ul style="list-style-type: none"> <li>GL</li> <li>E&amp;O / Cyber</li> <li>Auto</li> <li>Package</li> <li>Auto</li> <li>Workers Comp</li> <li>Umbrella</li> </ul>	\$120,000	<ul style="list-style-type: none"> <li>E&amp;O and Cyber exposures addressed in single policy that includes 1st- and 3rd-party protection</li> <li>Significant umbrella capability</li> </ul>
Components and Parts Supplier for Military Aircraft	<ul style="list-style-type: none"> <li>Package</li> <li>Auto</li> <li>Workers Comp</li> <li>Umbrella</li> <li>Aircraft Products Liability</li> </ul>	\$320,000	<ul style="list-style-type: none"> <li>Aircraft Products Liability written on an admitted basis</li> <li>Deep knowledge of federal government contractor exposures</li> </ul>

### What have we paid lately?

- An employee working in a manufacturing facility became entangled in a piece of equipment he was operating. He suffered extensive injuries requiring multiple surgeries. The employee brought suit against the manufacturer and the distributor who had serviced the equipment and allegedly failed to warn the employer about missing safety devices. Chubb responded and quickly paid the manufacturer's portion of the claim.
- A component manufacturer developed a faulty part that failed to adequately fuel large turbines which resulted in inefficient operation. As a result, the customer suffered financial injury and brought suit against the manufacturer to recover lost profits and the cost to engage other plants to make up the shortfall. By working collaboratively with the parties involved, Chubb assisted in reducing the amount of loss by providing access to risk engineering resources to help remediate the problem.
- An authorized vendor utilizing the manufacturer's supply chain system maliciously introduced malware into the manufacturer's network, which corrupted data and caused the system to slow down. The manufacturer's operations were impaired and it suffered a loss of income in addition to expenses incurred to determine the cause and extent of damage. Chubb's claims teams worked collaboratively to address both the loss of income and expenses incurred.

<sup>1</sup> 2017 Advisen Claims Satisfaction Survey

<sup>2</sup> Business Insider - How the internet of Things is revolutionizing manufacturing 10/16

<sup>3</sup> Middle Market Center - Advanced Manufacturing Techniques

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 [www.chubb.com](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. Surplus lines insurance sold only through licensed surplus lines producers.

**Chubb. Insured.<sup>SM</sup>**