

## Excess Casualty: What we have written lately

2nd Quarter, 2020

### Large Audio Manufacturer



**What:** \$25M X \$25M

**Other Chubb lines:** Foreign Casualty, A&H

**Why Chubb:** The insured's incumbent was cutting capacity from \$25M to \$10M and there was a need for additional capacity. With the support of the Chubb Global Client Executive, we ultimately received the bind order for the 25x25 layer.

### Life Insurance Company



**What:** \$25M Umbrella X Primary

**Other Chubb lines:** Primary, Professional and Foreign Casualty

**Why Chubb:** 2016 was our first attempt at the lead umbrella. At the time, we were already on the \$3M buffer layer sitting over our primary group. For several years thereafter, Chubb quoted the lead umbrella, but never closed the deal. This year, the client requested we take another look at the umbrella as their incumbent began seeking a higher attachment. After working closely with Chubb's primary casualty underwriters, we were able to offer the client a successful lead option. Given the overall relationship and our persistence on the account in the previous years, we ultimately won the deal.

### Commercial Trucking Company



**What:** \$10M x \$10M

**Other Chubb lines:** None

**Why Chubb:** The incumbent market reduced capacity and the insured was having difficulty finding replacement carriers in a loss sensitive layer. Our sustainable pricing, offer of \$10M in limits and our quick turnaround ultimately won us the business.

### National Storage/Rental Organization



**What:** 10M x 10M

**Other Chubb lines:** None

**Why Chubb:** We met early with the client's executive leadership allowing plenty of time to learn about their unique exposures, specific structure and coverage preferences. We provided several options for the client to consider, which helped them to see Chubb as a long term partner in the admitted marketplace.



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