

What Have We Written Lately?

Southeast Region Q1 2020

Chubb offers a comprehensive solution for customers' insurance needs. We take a holistic approach to the customer relationship, emphasizing craftsmanship in all of our products. Our approach creates a unique offering that our customers and brokers appreciate and enables us to provide the best products and services to meet their needs.

Examples of accounts we have written:



Class of Business	Coverage Written	Approx. Premium	Why Did They Choose Chubb?
Hotel Management Group	D&O, EPL, Fiduciary	\$85k	Ability to provide a program that met the insured's contractual needs.
Electronics Manufacturer	Multinational P&C	\$168K	Ability to provide a holistic solution as the previous program was written with multiple markets. Also provided competitive terms and conditions.
Industrial Machinery Distributor	Package, Auto, Umbrella	\$195k	Put together national solution, filling in gaps between multiple Regional Carrier programs.
Diversified Wellness Organization	Package, Umbrella, WC, Auto, Product Recall	\$525k	Single carrier, all-lines solution for diverse global operations and product need.
Textiles	WC, GL, Auto, Umbrella	\$290k	Claims and Risk Engineering capabilities, writing all Casualty lines with new agency partner in RFP.
Construction	Builder's Risk	\$898k	We were able to underwrite and support manuscript coverage forms and endorsements to satisfy the insured's needs under a tight deadline; flexibility was key to success.
Technology Staffing Company	Package, Auto, WC, Umbrella, Digitech E&O	\$4.3M	Provided specialized terms for the account. Specifically, the composite rated retro on the WC.
Business Travel Hotels	Excess (\$15M x \$10M Layer)	\$66k	We were able to accommodate a quick turnaround on admitted paper which separated us from other markets.
Energy- Solar Owner/Developer	GL, Auto, Umbrella	\$112K	Chubb casualty program met contractual requirements of bank lenders and offered attractive terms, condition and pricing.
Aerospace	Aircraft - Liability	\$575K	Lost this account 3 years prior to current incumbent. This past renewal the incumbent significantly changed the structure, terms and conditions it was willing to offer. We were able to offer a comprehensive solution allowing us to win this one back.

Class of Business	Coverage Written	Approx. Premium	Why Did They Choose Chubb?
Energy- Solar Owner/Developer	GL, Auto, Umbrella	\$112K	Chubb casualty program met contractual requirements of bank lenders.
Residential Real Estate	Excess (\$10M x \$10M)	\$30k	Were able to provide a solution when lead carrier cut capacity to \$10M.
Energy- Power Generation	Excess	\$42K	Excess \$25M layer for Power insured that purchased \$75M excess tower.
Intermediate Products Manufacturer	GL/PL, Auto, \$5M Umbrella (Specialty Casualty)	\$52K	Quick turnaround; premium savings by eliminating unnecessary coverage the incumbent was providing.
Energy- Renewable Natural Gas Producer from Hog Waste	Property, Mechanical Breakdown, GL, Auto, Umbrella	\$103K	Competitive property & mechanical breakdown rates.
Media Company	XS	\$31K	Was able to work with the broker last minute to help fill two layers of the newly restructured XS tower.
Fine Dining Restaurant	BOP, WC, Auto, Umb,	\$180K	This was new business to the agent looking to partner with 1 carrier to write all lines, that could accommodate multi-state locations.
Personal Risk Services	Homeowners, Auto, Valuable Articles, Umbrella	\$54K	Put together a competitive package with multiple locations and the agent was able to differentiate Chubb based on Chubb property manager and wildfire defense.
Fabric Wholesaler	BOP, WC, Auto, Umb, Cyber	\$38K	Easy online quoting platform along with competitive terms & coverages.

For more information about the risk solutions we can offer, contact your local Chubb underwriting team.

Chubb. Insured.SM

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