

Rediscover Chubb Commercial Insurance

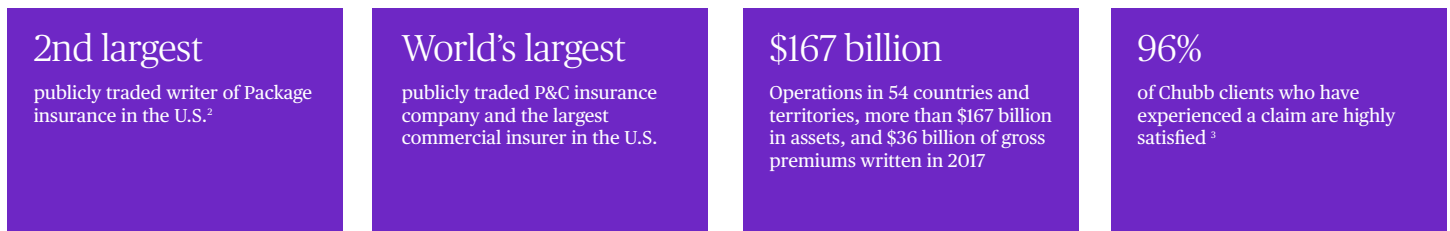
The total account solution for middle market customers

CHUBB®

The U.S. middle market is vast, comprised of businesses across all industry segments and geographies. The U.S. middle market represents¹:



As a market leader, we understand the growth opportunity in the U.S. middle market space, and we are committed to working with you to help clients craft the protection they need.



We have defined industry practices powered by teams of dedicated underwriting, risk engineering, and claims professionals.

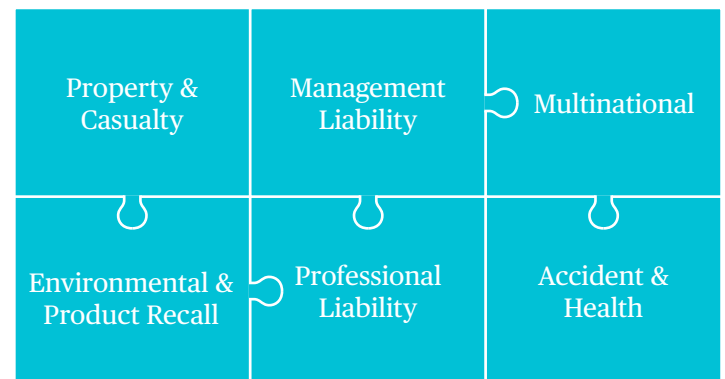
Industry Specialization

Our industry expertise aligns with nearly 85% of GDP⁴ and 90% of SIC codes across nearly 30 industry practices:

- Agriculture
- Aviation
- Clean Tech
- Construction
- Cultural Institutions
- Educational Institutions
- Energy
- Entertainment
- Federal Contractors
- Financial Institutions
- Food
- Healthcare
- Hospitality
- Law Firms
- Life Sciences
- Manufacturing
- Marine Facilities
- Media
- Private Equity
- Professional Service Firms
- Public Entity
- Real Estate
- Retail
- Technology
- Transportation
- Wholesale
- Wineries

Product Offering

We offer a full line of top-rated insurance products that can be tailored to form an integrated insurance solution.



Claims Reputation



Risk Engineering Services

Our people

- Network of 400 global risk engineers (280 in N.A.)
- 12 years average tenure with Chubb
- 70% hold various professional designations

A sampling of our services:

- Risk engineering evaluations
- Loss trend analysis
- Risk management assessment tools
- Self-service risk mitigation resources
- Safety training and emerging topic webcasts

Empowering our agents and brokers

We are investing in ways to make it easier for our agents and brokers to grow their business with Chubb.



Agent Resource Center

Chubb.com/rediscover

A one-stop location for all things Chubb Commercial related, including:

- Co-brandable marketing brochures
- New business wins
- Testimonials
- Webinars
- Videos
- Thought leadership
- Industry campaigns
- Web app
- Business income consultation tool
- And more!

In partnership with Ohio State University's National Center for the Middle Market, we develop actionable research to help you support clients across a variety of industries.



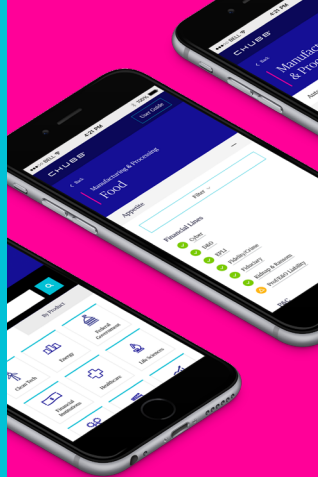
Web App

Chubb.com/appetiteapp

Easy-to-use application that puts our resources at your fingertips:

- Co-brandable marketing brochures
- Appetite by industry or line of business
- Chubb contacts by location

Best of all, all documents can be shared directly from the app!

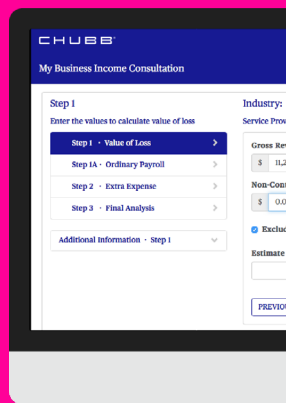


Business Income Consultation Tool

Chubb.com/mybi

Self-service tool to help you calculate the amount of business income insurance your clients need.

- Industry-specific calculations
- Accessible via mobile
- Easy to submit results



Industry Campaigns

In collaboration with Ohio State University's National Center for the Middle Market, we provide research to position our agents and brokers as thought leaders. Each campaign features actionable resources that are industry-specific and serve up insights from the research.

Resources include campaign introductory letters, full research papers, and benchmarking reports to drive conversations with clients and prospects on the impact the findings have on their business and insurance solution.



Advanced Manufacturing

chubb.com/rediscovermanufacturing >



Technology

chubb.com/rediscovertechnology >



Entertainment

chubb.com/rediscoverentertainment >



Life Sciences (coming soon)

Sources:

¹ NCMM data as of 12/2017 <https://www.middlemarketcenter.org>

² Based on data from SNL financial U.S. statutory filings "Commercial Multi-peril" category

³ Scores are for personal lines and commercial combined for client surveys conducted by Chubb

⁴ Bureau of Labor Statistics GDP by Industry 11/2017

⁵ 2017 Advisen Claims Satisfaction Survey

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. Insurance provided by U.S.-based Chubb underwriting companies. All products may not be available in all states. Surplus lines insurance sold only through licensed surplus lines producers. Chubb is the world's largest publicly traded property and casualty insurance, personal accident and supplemental health insurance, reinsurance, and life insurance available to a diverse group of clients.

Chubb. Insured.SM