



National Accounts Property

Manufacturing and Technical Risk Appetite

Manufacturing operations can pose unique risks to a business – from equipment breakdowns and business interruptions to natural catastrophes and supply chain disruptions. CNA offers coverages to address your manufacturing clients' unique needs. Our prominent Underwriting talent and tools, market-leading Risk Control solutions and best-in-class Claim services enable us to deliver distinctive coverage solutions and a superior experience.

Broad Underwriting Appetite

CNA has a broad appetite for manufacturing risks, providing both ground-up and shared and layered coverages to address your clients' unique needs.

In Appetite for Both Ground-Up and Shared & Layered Offerings

- Fabricated Metals
- Industrial Machinery
- Plastic Products
- Measuring Devices & Equipment
- Transportation Equipment
- Commercial Electrical Equipment
- Electronics & Other Electrical Equipment
- Stone, Slag, Concrete & Glass Products
- Non-Wood Furniture & Fixtures
- Textile & Leather Products with Stock Placed in an STP
- Medical Products, Equipment & Devices
- Utilities – Water & Sewer

In Appetite Only for Shared & Layered Offerings

- Light Hazard Chemical & Allied Products
- Foundries & Forges
- Nutraceuticals & Pharmaceuticals, excluding API

Out of Appetite

- Oil, Petrochemical & Oil Rig
- High & Moderate Hazard Chemical
- Power Generation
- Mining
- Primary Metals
- Recycling & Waste Management
- Tobacco & Cannabis Processing & Products
- Pulp & Paper Production & Products
- Printing & Publishing
- Lumber Processing & Wood Products
- Food/Food Processing
- Agriculture, Forestry & Fishing
- Coal Processing & Coal Products
- Fiberglass Works
- Expanded Plastic Products
- Reconstituted Wood Products
- Rubber Products & Tire Manufacturing
- Wafer Fabrication/Semiconductor
- Firearms Manufacturing

Policy Amounts/Eligibility

Shared & Layered Placements

Retail Distribution

- Max capacity \$100M; typical lines deployed between \$5M and \$25M
- Average high hazard (CA EQ and SFHA) CAT capacity deployed: \$5M
- Approved broker manuscript forms
- Ability to quote on an admitted and non-admitted basis
- Focus on controlling exposure to attritional losses by balancing primary and excess attachments
- Cannot participate on same layer with CNA/Hardy syndicate
- Flexibility in deploying capacity: Can quote on a primary, buffer layer or excess basis, as well as quote Quota Share

Monoline Placements

- Available capacity of \$500M
- Available capacity of \$5M for CA EQ and SFHA
- Target average account TIV of \$5B or less
- Target accounts with potential to develop multiline engagement
- Supported by Risk Control
- Written on admitted paper
- CNA company form only
- Accounts with 5-year attritional loss ratio of 25% or better

Industry-Leading Risk Control Services

More than 200 members of our industry-leading Risk Control team have earned the Recognized Risk Engineers designation from UL – more than any other insurance carrier – and drive a program of systematic, sustainable risk control solutions designed to increase productivity and protect your customers' bottom line.

Claim Service Excellence

Our dedicated Claim professionals average 20 years of experience in resolving complex manufacturing claims and will assist your customers through every step of the claim process. We are committed to resolving the claim efficiently and achieving the best possible claim outcome.

Global Capabilities

Our vast international reach is rooted in a strong local presence. We support multinational organizations with complex local policy requirements through dedicated CNA Casualty teams in the U.S., Canada and Europe, 226 strategic business partners spanning 190 countries, and the state-of-the-art CNA ComPass™ technology platform that allows us to write and manage local admitted placements worldwide in real time.

About CNA

CNA is one of the largest U.S. commercial property and casualty insurance companies. Backed by more than 120 years of experience, CNA provides a broad range of standard and specialized insurance products and services for businesses and professionals in the U.S., Canada and Europe.

For more information, contact your local CNA underwriter or visit cna.com/property.