

At CNA, we believe that success comes from doing what we do best — providing the right insurance solutions to help our distribution partners realize and sustain profitable growth in today's market. CNA thrives on creating coordinated Property and Casualty risk management solutions for the largest and most complex businesses in the world.

Included in this document are a broad range of occupancies that represent profitable growth opportunities for CNA and our distribution partners.

Large Property Core Appetite

- Account size — \$75M to \$1B in values
- Individual risk size — up to \$400M
- Premium size — more than \$100,000
- Typical number of locations — 1 to 100
- Deductible — \$25,000 to \$500,000
- CAT exposures — primarily non-CAT but may have up to 30% CAT exposure
- Larger middle market and national accounts where we can write the entire property program

Target Industries

Education

- Colleges and Universities, Schools – Public and Private

Financial Services

- Banks, Savings and Loans, and Credit Unions
- Insurance Company Operations

Healthcare

- Hospitals, Clinics, Assisted Living and Nursing Homes

Manufacturing

- Metal Products
 - Machining
 - Sheet Metal Working
 - Appliance Manufacturing
 - Equipment Assembly
 - Metal Parts Manufacturing
 - Foundry, Forging
- Mineral Processing
 - Brick, Ceramic and Clay Products
 - Stone Work
 - Abrasives
 - Concrete Products Manufacturing

Manufacturing (continued)

- Wood/Paper
 - Wood Door and Window Manufacturing
 - Corrugated Box Manufacturing
 - Paper Product Manufacturing
 - Printing with Non-flammable Inks
- Plastics and Rubber
 - Extrusion Operations
 - Injection Molding
 - Blow Molding and Plastic Bottle Manufacturing
 - Rubber Products Manufacturing
- Electronics
 - Electrical Components and Parts Manufacturing
 - Computer and Component Assembly
 - Electrical Equipment Manufacturing
 - Medical and Scientific Instrument Manufacturing
- Food
 - Dairy Products Manufacturing
 - Fruit and Vegetable Canning and Freezing
 - Fruit and Vegetable Packing
 - Dry Goods Manufacturing
 - Wine, Beer and Non-alcoholic Beverage Manufacturing
 - Bakeries without Frying



Target Industries (continued)

Public Entity

- General Government Offices
- Water and Sewage Treatment
- Airports and Local Transit Terminal

Real Estate

- General Office Occupancy
- Retail Department Stores, Shopping Malls and Strip Centers
- Habitational – Noncombustible — Apartments and Condominiums

Service Establishments

- Hospitality — Hotels and Motels
- Art Galleries and Museums, excluding the Fine Arts and Exhibits themselves
- Auditoriums, Convention Centers, Sports Arenas and Stadiums

Wholesale Distribution

- Metal Products
- Beer and Non-alcoholic Beverages

Talk to your local CNA underwriter for more details on CNA's Large Property appetite, products and services, or visit www.cna.com.