



National Accounts Property

Creative Underwriting Solutions

Agents and brokers expect to work with insurance specialists who understand their clients’ business needs and are able to deliver meaningful solutions. CNA has these capabilities. With a powerful legacy, international capabilities rooted in a strong local presence, well-known business insurance expertise, and a deep commitment to our agents, brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and a superior customer experience.

Description	Premium	Coverages Written	Competitive Advantage
Global Manufacturer for Aeronautics, Missile and Fire Control, Rotary and Missions Systems and Space Systems	\$250,000	Shared and Layered Global Property Program National Accounts Property	Due to the complexity of this risk, we worked closely with the client and broker to better understand their exposure by participating in client meetings. After further review, we deployed our capacity in one of the excess layers to support the broker on this massive placement. This is a global fronted program with a policy limit of \$7B. The focus on delivering a meaningful solution resulted in CNA receiving the bind order.
Electronics – Circuit Board Assembly	\$210,000	Shared and Layered Global Property Program National Accounts Property	CNA was involved early in the renewal process of this GPS manufacturer. We attended client meetings to address supply chain and business continuity exposures and worked closely with leadership and Risk Control to address manufacturing facilities overseas exposures. With \$50M standalone coverage and facultative reinsurance support, we were able to support our broker partner’s diversified panel by offering a manageable 5% quota share line securing bind order with new and favorable addition to our growing manufacturing portfolio.
World’s Largest Producer of Flat-Rolled Aluminum Products	\$400,000	Shared and Layered Global Property Program National Accounts Property	Three months prior to the effective date of this program, underwriting met with the broker and insured to communicate our capabilities. Our engagement and competitive offering resulted in binding a position within the primary \$150M.

Description	Premium	Coverages Written	Competitive Advantage
East Coast High Risk Hospitality and Habitational Risk	\$875,000	Signature Property – National Accounts Property	The risk had a challenging history with water damage losses, totaling in the high seven figures over the past few years over multiple occurrences. A higher deductible was needed but mitigation efforts had been made by the insured. We developed a compromise with a tiered deductible. The first water damage loss is subject to a certain deductible, if breached the deductible for all subsequent water damage losses is then a multiple of that deductible. It allowed for the insured to have a lower retention contingent upon successful mitigation strategies and efforts.
High-Rise Real Estate in Manhattan, NY	\$330,000	Signature Property – National Accounts Property	We tailored the property program to meet specific lender requirements. By focusing on what was important to the client, CNA delivered acceptable solutions to the client's needs.
Global Electronics Manufacturer	\$845,000	Shared and Layered Global Property Program National Accounts Property	CNA was successful on this global manufacturing account due to our flexibility/willingness to use remote on-site surveys and desktop reviews to assess the risk. We were able to quote the risk on a 100% basis when the incumbent was exiting all 100% manufacturing accounts. During this subsequent term we have worked closely with Risk Control to complete on-site assessments, verifying our positive review. We have offered a two-year rate agreement on renewal with a small increase this year, ensuring a longer-term relationship with the client.

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