



International Solutions

## Recent CNA International Solutions Successes

Agents and brokers expect to work with insurance specialists who have the expertise and understanding of their clients' business needs and are able to deliver meaningful solutions. CNA offers these values to its customers. 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.

| BUSINESS DESCRIPTION   | TOTAL CNA ENTERPRISE ACCOUNT PREMIUM | INTERNATIONAL COVERAGES WRITTEN                       | COMPETITIVE ADVANTAGE  |
|------------------------|--------------------------------------|---|--|
| Distributors           | \$260,000                            | WorldPass® CMP with <u>19</u> local admitted policies | CNA provided a comprehensive international & domestic insurance program that the Insured's prior carrier could not deliver       |
| Life Science           | \$129,000                            | WorldPass® CMP with <u>11</u> local admitted policies | CNA's expertise on Life Science business was key factor  |
| Financial Services     | \$210,000                            | WorldPass® CMP with <u>19</u> local admitted policies | Enterprise coordination between CNA Domestic & International Underwriting Teams to provide the most favorable coverage terms     |
| Technology             | \$505,000                            | WorldPass® CMP with <u>27</u> local admitted policies | Enterprise coordination along with providing special claims handling procedures  |
| Financial Consultant   | \$372,000                            | WorldPass® CMP with <u>30</u> local admitted policies | CNA International and Domestic Team provided the most competitive terms to win the account from the long-term incumbent carrier. |
| Architects & Engineers | \$1.200,000                          | WorldPass® CMP with <u>27</u> local admitted policies | Account required a single source solution for both international and domestic operations. CNA provided exactly that solution     |
| Manufacturing          | \$186,000                            | WorldPass® CMP with <u>14</u> local admitted policies | Competitive pricing, responsiveness and network capabilities to provide local coverage.  |
| Real Estate            | \$917,000                            | WorldPass® CMP with <u>2</u> local admitted policies  | CNA provided the Controlled Master program and Umbrella for an account that is expanding.  |
| Construction           | \$127,000                            | Defense Base Act Policy                               | Defense Base Act policy issued in conjunction with the CNA Construction Business Unit placement                                  |

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