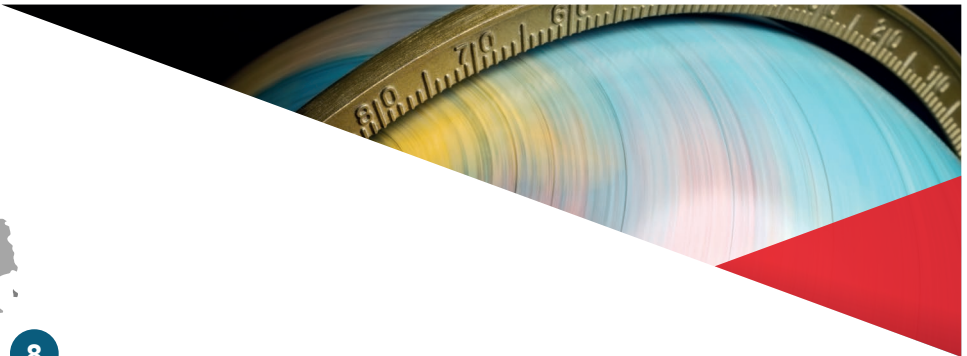
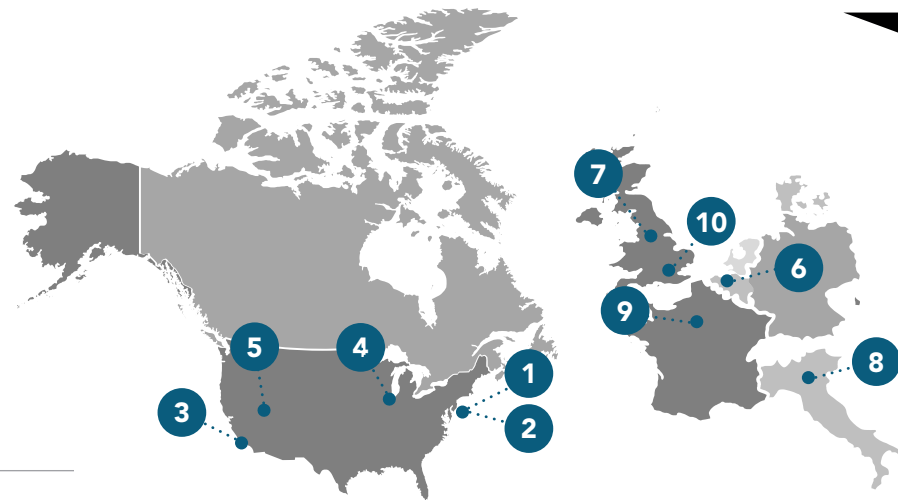




International Solutions

International Solutions Success Stories



	Branch/ Location	Business Unit	Customer Segment	Risk Description	# of Local Policies	International Premium	What clinched the deal?
1	New York City, New York	International Middle Market	Architects & Engineers	Engineer/Consulting Services	24	\$50k	Ability to provide the required local admitted policies
2	New York City, New York	International Middle Market	Financial Services	Investment Advice Firm	17	\$75k	Favorable coverage terms and conditions
3	San Diego, California	International Middle Market	Life Science	Medical Equipment/Supplies Manufacturer	3	\$28k	Superior service and favorable terms and conditions
4	Chicago, Illinois	International Middle Market	Manufacturing	Heating Equipment Manufacturer	10	\$143k	Added international to existing domestic enterprise placement
5	Denver, Colorado	International Middle Market	Technology	Computer Programming Services	38	\$96k	Coordination of both domestic and international for a \$990K enterprise premium
6	Amsterdam, Netherlands	Commercial	Life Science	Biopharmaceutical Company	2	\$621k	Constructive and detailed conversations with client and broker led to a good understanding of the client's needs.
7	Manchester, UK	Commercial	Technology	Provider of Networking and Internet Hosting Services	8	\$496k	Broker and client were pleased with CNA's detailed analysis of the international exposures and early engagement to manage expectations.
8	Milan, Italy	Commercial	Ocean Cargo	Luxury and Fashion Online Retailer	4	\$263k	Our ability to tailor a bespoke international cargo program, alongside consistent and clear engagement
9	Paris, France	Commercial	Large Accounts Casualty	French Automobile Manufacturer of Racing Cars	4	\$265k	CNA's guidance through the process of placing multinational programs, along with our extensive network capabilities
10	London, UK	Commercial	Large Accounts Casualty and Large Accounts Property	Provider of Communication Engineering Services	6	\$226k	Collaboration between all key stakeholders to design and implement two separate global programs to accommodate the client's rapid expansion and growth ambitions

This report does not include data from Canada-produced business.

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