

<p>Chubb rated </p> <p><b>#1 Commercial Claims Handling</b> by Risk Managers<sup>1</sup></p>	<p><b>48</b> </p> <p>Local branch offices in North America with operations in 54 countries</p>	<p><b>226 years</b> </p> <p>of Ocean Marine experience</p>	<p>2018 U.S. exports (\$1.7T) and imports (\$2.5T) were the </p> <p><b>highest on record</b><sup>2</sup></p>
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**As the international import and export markets continue to grow and incorporate advances in technology, exposures evolve and new risks emerge. Therefore, the need for a unique and flexible approach in developing insurance solutions is increasingly important. Chubb’s Ocean Marine practice understands these risks and has earned a reputation for tailored insurance solutions. Deep experience has made us an insurer that truly understands the ocean marine industry, while a global presence allows us to address your needs around the world.**

**Industry Expertise**

- Expertise and significant capacity to help meet the specialized marine insurance needs including Ocean Cargo, Hull, and Marine Liability
- Extensive global network, offering products and services to nearly every local marketplace around the world
- Solutions to help minimize the exposures marina operators, boat dealers, premier boat builders/manufacturers, and yacht brokers face both in the water and on land

**Ocean Cargo**

- Safeguards your international transit and storage exposures in one convenient and tailored policy
- World to World, Broadened Duration of Risk, and Difference in Conditions protection
- Certificate Issuance programs available 24/7 to help simplify and automate the import/export requirements

**Marine Facilities Insurance**

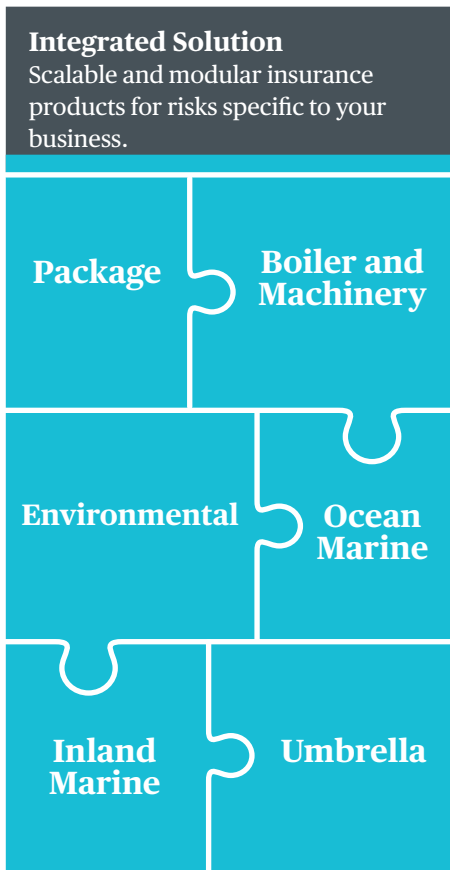
- Marine facilities insurance designed to address the unique needs of the North American marine market
- Package solutions include coordinated marine and non-marine coverages to provide clients with integrated insurance protection for the full scope of their operations

**Marine Liability and Hull**

- Primary and excess liability insurance solutions
- Insures watercraft for first-party physical damage, often in conjunction with third-party insurance
- Protects Legal Liability for Charterers, Marina Operators, Ship Repairers, Stevedores, Terminal or Port Operators, Wharfingers, and other marine-related businesses

**Why Chubb?**

-  Underwriting Expertise
-  Tailored Solutions
-  Risk Engineering Services
-  Superior Claims Service
-  Global Reach
-  Financial Strength



What have we written lately?			
Risk Description	Insurance Written	Approximate Premium	The Chubb Difference
Lighting Equipment Manufacturer	<ul style="list-style-type: none"> <li>Ocean Cargo</li> </ul>	\$142,000	<ul style="list-style-type: none"> <li>Competitive quote; local admitted policies placed by Chubb</li> <li>Specialty claims and recovery units</li> </ul>
Specialty Fine Art Museum	<ul style="list-style-type: none"> <li>Ocean Cargo</li> <li>Exhibition</li> </ul>	\$24,000	<ul style="list-style-type: none"> <li>Tailored form to address special exposures</li> <li>Dedicated Marine Risk Engineers able to work closely with insured</li> </ul>
Boat Dealership and Marina	<ul style="list-style-type: none"> <li>Package</li> <li>Bumbershoot</li> <li>Marine Package</li> <li>Hull and P&amp;I</li> <li>Auto</li> </ul>	\$92,000	<ul style="list-style-type: none"> <li>Multi-line capability; also has D&amp;O, E&amp;O, and Crime Insurance with Chubb</li> <li>Financial strength and claims reputation</li> </ul>

**Learn More About Marine**

[chubb.com/us/marine](http://chubb.com/us/marine)

**Rediscover Commercial**

[chubb.com/rediscover](http://chubb.com/rediscover)

**CI Web App**

[appetiteapp.chubb.com](http://appetiteapp.chubb.com)

**Appetite Guide**

[chubb.com/us/ciappetiteguide](http://chubb.com/us/ciappetiteguide)

**Claims Scenarios**

- A container of clothing from Asia was delivered in late winter for the Spring collection. After opening the container and boxes 70 days after arrival, salt water damage was discovered. Chubb settled the claim under the Concealed Damage clause of the policy, which gives up to 90 days from arrival at final destination.
- Clean room devices were damaged from exposure to dust upon customs inspection at a port in Europe. Upon notification of the claim, Chubb claim specialists quickly assisted the insured to find replacement clean room devices.
- A marina, where having vessels readily available to meet reservation demand is critical to the insured's operations, was in Hurricane Irma's path. Within two days of the hurricane, Chubb issued a check for a totaled vessel, allowing the insured to proceed with ordering a replacement vessel immediately.

**Chubb. Insured.<sup>SM</sup>**

<sup>1</sup> 2016 National Underwriter Risk Manager Choice Awards

<sup>2</sup> UScensus.gov

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S.-based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. The claim scenarios described here are hypothetical and are offered solely to illustrate the types of situations that may result in claims. These scenarios are not based on actual claims and should not be compared to actual claims. The precise coverage afforded by any insurer is subject to the terms and conditions of the policies as issued. Whether or to what extent a particular loss is covered depends on the facts and circumstances of the loss, the terms and conditions of the policy as issued, and applicable law. (Rev. 9/19)