




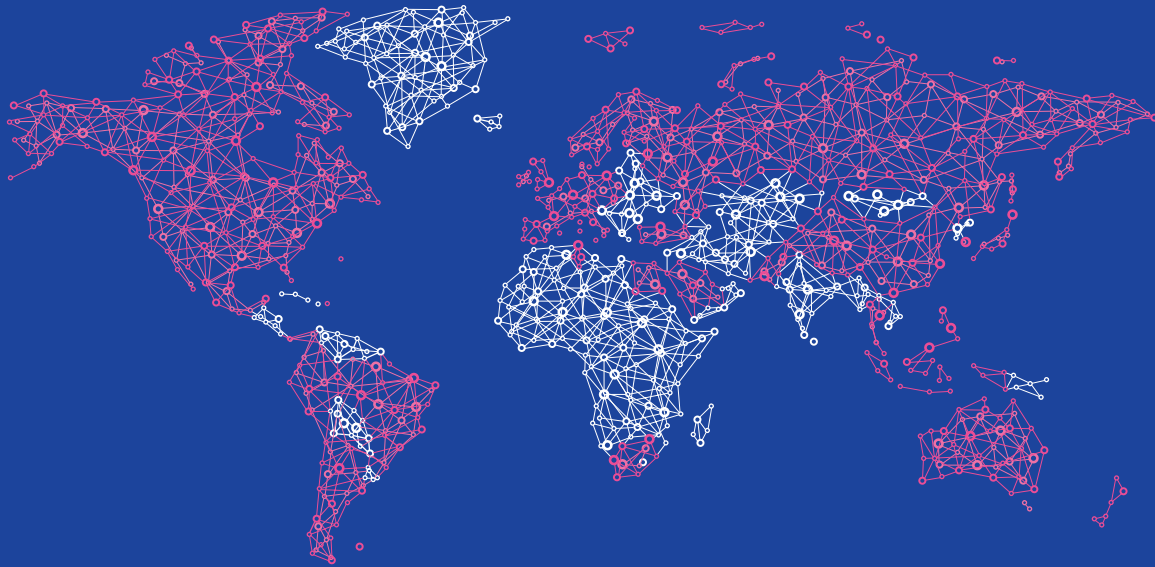
Risk Appetite
Chubb MENA

CHUBB®



“The Chubb name carries our promise of superior service, underwriting and execution. Our unique combination of people, products and places positions us to meet the needs of clients no matter where they are in the world.”

– Evan Greenberg, Chairman & CEO



Who We Are



The world's largest publicly traded property and casualty (P&C) insurer



A truly global company, with local operations in 54 countries and territories.



Insurance is our only business.



Chubb Limited, the parent company of Chubb, is listed on the New York Stock Exchange (NYSE:CB) and is a component of the S&P 500 index.



Exceptional financial strength, managing risk conservatively in both underwriting and investing.



Core operating insurance companies are rated "AA" for financial strength by S&P and "A++" by A.M. Best.

Our history in the MENA region



1948

Chubb has had a long history within the MENA region. The first stone was laid in 1948 when the office in **Pakistan** opened. At the time it was the Cigna operation which was acquired by ACE, now Chubb.

1974

It took some years until the next office opened in 1974 but when it did it was a major initiative opening in the oil rich state of **Saudi Arabia**. We are still partnered with the El Kherei family and opened branches in Riyadh, Khobar and Jeddah and Dammam.

2001

The first foray into North Africa then ensued in 2001 with the opening of the **Egypt** office in Cairo. We have developed strengths in Property and Construction but more recently had good successes with a robust Accident and health portfolio.

2008

In 2008 the region then took off with 3 new offices opening within 5 years and rolling in the above mentioned 3 branches to form MENA today. Firstly the Regional Head office opened in Manama, **Bahrain**. Quickly growing into the role as a major Reinsurance hub in the MENA region 2 years later in 2010 we opened in the Dubai International Financial Center (DIFC) in the UAE and took advantage of the global platform the DIFC offered.

2013

Not satisfied with this we needed to place our business closer to the action and opened up the **Tunisia** office in 2013 to target North African business.

Despite many regional setbacks both politically and financially our position in MENA is a strong one as a well-respected international insurer. We have a base to grow on and take advantage of this key region in the coming years.



Our key business areas in the region



Property

- Fire
- Terrorism



Construction

- EAR/CAR
- CECR



Power



Casualty

- Public & Products Liability
- Employers Liability
- Environmental Impairment Liability
- First Party Product Recall Expenses



Marine

- Marine Cargo
- Project Cargo



Financial Lines

- Directors' and Officers' Liability and Public Offering of Securities Liability
- Bankers Blanket Bond and Financial Institutions Professional Indemnity
- Investment Managers Insurance
- Commercial Crime
- Cyber Liability



Accident & Health

- Affinity Products
- Group Personal Accident
- Business Travel

Property

Fire



Coverage

Property all risks including catastrophe perils, named perils, fire and allied perils, machinery breakdown and business interruption.

Product Highlights

Lead Market. Expert local underwriting with dedicated Property specialists and decision makers in region. Solutions in crafting re-insurance and direct placements. Superior claims handling professionals experienced in intricacies of broad global property programmes. Loss control and risk engineering services in region.

Capacity

USD 650,000,000 AS/PML basis

Preferred Risks

- Finance & Insurance
- Healthcare & Social Services
- Information
- Communication & Media
- Telecommunications
- Manufacturing (including):
 - Fabricated Metal
 - Machinery & Equipment
 - Medical

- Oil & Gas Equipment
- Computer
- Optical
- Precision Engineering
- Beverages
- Glass/Cement/Stone
- Pharmaceuticals, Printing
- Scientific & Technical Services
- Public Administration & Defence
- Real Estate; Transportation
- Hotels & Resorts
- Education
- Retail
- Utilities

De-emphasized Risks

- Agriculture
- Forestry & Fishing
- Logistics
- Mining & Quarrying
- Manufacturing (including):
 - Chemicals
 - Petroleum Products
 - Foam Plastics
 - Rubber
 - Clothing & Textiles
 - Food Production
 - Primary Metal
 - Wood Products
 - Tobacco Products
- Waste Recycling
- Warehousing

Terrorism



Coverage

A broad range of perils covering physical damage and subsequent business interruption losses resulting from Terrorism & Sabotage cover (standalone or packaged with perils below), Riots, strikes, civil commotion and malicious damage, Insurrection, revolution, rebellion, coup d'etat and mutiny and Comprehensive political violence, including war and civil war. Additional coverage extensions we are also willing to offer includes Looting and pillaging, Terrorism third party liability, Contingent business interruption (CBI) extensions (denial of access, customers and suppliers, public utilities) and Threat.

Product Highlights

Dedicated Political Violence underwriters based in region, real time terrorism and political violence security analysis, any territory globally considered (subject to all relevant sanction rules), expertise in supporting the needs of corporations with multinational exposures and an

extensive global network allowing for expert appreciation and understanding of local risk.

Capacity

USD 150,000,000 AS/PML basis

Preferred Risks

- Accommodation & Food Services
- Administrative Support Services
- Agriculture, Forestry & Fishing
- Arts, Entertainment & Recreation
- Construction (CAR / EAR)
- Education; Energy
- Finance & Insurance
- Health & Social Services
- Information & Communication
- Infrastructure
- Manufacturing (including Metals, Beverages, Clothing, Electrical Equipment, Food, Precision Engineering, Textiles)
- Property Wonders
- Public Administration
- Retail, Transportation & Storage
- Utilities (Power, Gas , Water, etc.)

Construction

Erection All risks, Contractors All Risks, Delay in Start Up, Advance Loss of Profits



All Onshore construction risks will be written under this LOB.

Target risks

All Risks coverage against material damage and loss of profits to onshore construction projects of all nature.

CAR

- Buildings on land
- Airports
- Road and highway works
- Bridges
- Rail and metro systems including underground tunneling
- Subways
- Pipelines (above and under ground)
- Sewage works including treatment plants and drainage works
- Port infrastructure
- Other infrastructure and civil works

EAR

- Heavy and light industrial plants
- chemical and petrochemical including oil and gas
- power generation including nuclear power plants, renewables

Coverage

All risks cover

Limits/capacity

USD 150,000,000 AS/PML basis

De-emphasized Risks

- Hydro projects
- dams
- wet works
- high rise structures on reclaimed land
- underground mining processing plants

Construction

Civil Engineering Completed Risks (CECR)



Product Highlights

CECR is designed to provide operational cover for all types of infrastructure assets including:

- Motorways
- Railways
- Roads
- Toll plazas
- Bridges
- Dams
- Tunnels
- Ports and harbors
- Etc.

Coverage

Fire and Allied perils including:

- storm
- Flood
- earthquake and catastrophic perils or Property All Risks including:- Business Interruption- Machinery Breakdown- Electronic Equipment

Capacity

USD 650,000,000 AS/PML basis

De-emphasized Perils

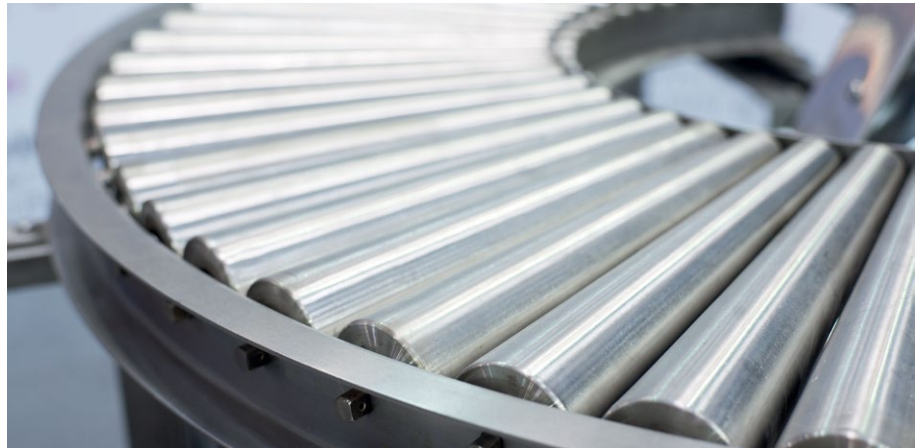
- Loss or damage caused by or aggravated by latent or inherent defects
- wear and tear
- corrosion
- erosion
- normal subsidence and settlement

De-emphasized Risks

- Earth or rock filled dams
- Locks
- rolling stocks as standalone

Casualty

Public, Products and Employers Liability



Strengths

- Capacity up to USD 100 million
- Worldwide including USA/Canada territory and jurisdiction
- EIL (Environmental Impairment Liability) on stand alone basis for Premises and Contractors
- Standalone export product liabilities

Preferred Risks

- Hospitality
- Property Owners and Managers
- Manufacturing and Industrial risks
- Educational Institutions
- Wholesale and Retail traders
- Rail
- IT
- Telecom
- Events
- Construction including offshore projects and general contracting
- Energy/Petrochemical (including Onshore and Offshore Drilling & Exploration)
- Power generation
- Desalination and Utilities
- Downstream Metals

Coverage

- Form: Comprehensive general liability
 - occurrence
 - claims made
 - project/annual
- Standalone excess lines
- Excess auto liability in conjunction with General liability
- Terrorism liability extension in conjunction with GL
- First Party Product Recall Expense in conjunction with GL

De-emphasized Coverage

- Marine liability
- Aviation liability
- Third Party Product Recall
- WC
- Stand alone EL
- Primary Compulsory Auto Liability

De-emphasized Segments

- Tour Operators
- Critical auto safety parts
- Primary Chemical & Fertilizer Manufacturers
- Coal
- Event Cancellation



Power



Coverages

All risks coverage Including machinery breakdown and BI

Limits

USD 650,000,000 Chubb Share and up to USD 350,000,000 in AS/PML Chubb Share

Minimum premium

USD 10,000 depending on placement

Deductibles

Varies by technology and coverage grant

Placement

Lead or follow and either ground up or XOL

Type

- Independent power producers
- large public utilities
- large independent utilities (multi-location)

Technology

- Gas turbines
- steam turbines
- diesel and other internal combustion engines
- water turbines
- wind turbines
- solar panels
- geothermal units

Operations

- Combined cycle
- co-generation
- thermal power
- hydro
- wind power
- simple cycle
- ICE (small remote units)

De-emphasized risks

- Merchant power unless full disclosure on BI
- nuclear power
- Coal
- significant CAT exposure

Services & requirements

Information

- Survey
- 3 year loss history
- updated values
- desired terms
- site plan (if not in survey)
- expiring terms

Services

Engineering risk control inspections (fee based or built into premium)

Claims control

As lead underwriter



Marine

Cargo



Coverage

Protects the insured during transportation (exports, imports and inland transit)

Target risks

- Heavy Industries, Heavy Machinery
- Construction materials and Equipment
- Textiles
- Spare parts
- Petroleum, crude oil

Limits/capacity

Up to USD 50,000,000

Minimum premium

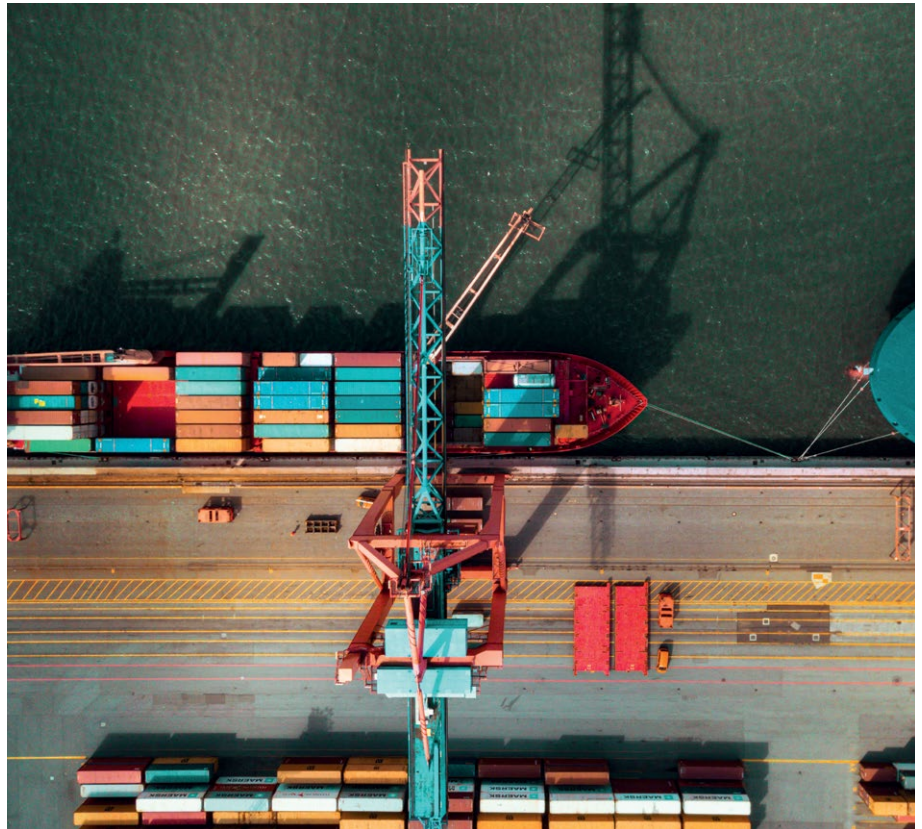
Various

De-emphasized Risks

- Motor vehicles (cars)
- Iron ores, nickel ores
- Grain
- Most types of bulk cargo
- Live animals
- Pharmaceuticals
- Stock Throughputs

Marine

Project Cargo



Usually this involves insurance of transits of all types of equipment and material for major infrastructure/energy projects.

Coverage

The coverage consists of 2 parts:

1. Marine Cargo (Regular Cargo Cover - the cargo in this case is mostly, turbines, generators, transformers and all the cargoes relevant to a construction or an energy project)
2. DSU (Delay of Start Up) covering loss of profit arising from a physical loss during transportation hence causing a delay on the scheduled commercial operating date of the project.

De-emphasized Risks

- Coal Plants
- Offshore wind farms

Limits/capacity

Up to USD 100 ,000,000 (combined for Marine and delay in start up)

Minimum premium

Various

Target Projects

- Hydroelectric Plants
- Combined Cycle Plants
- Wind Plants
- Biomass Projects
- Solar Farms

Financial Lines

Directors' and Officers' Liability and Public Offering of Securities Liability



Coverage

Worldwide including USA/Canada territory and jurisdiction.

- D&O written for commercial and financial institutions.
- EPL considered in conjunction with D&O

Limits/capacity

Commercial Institutions

Capacity up to USD 20,000,000

Financial Institutions

Capacity up to USD 20,000,000

Emphasized Risks

Commercial D&O

- Pharmaceutical Products
- Mining, Oil and Gas, Retail
- Hospitality
- Construction
- Energy

POSI

Limited appetite

EPL

On a standalone basis

Financial Lines

Bankers Blanket Bond and Financial Institutions Professional Indemnity



Coverage

Worldwide including USA/Canada territory and jurisdiction.

Limits/capacity

Up to USD 10,000,000

De-emphasized Risks

Bankers Blanket Bonds

Risks with attachment points below USD 2.5 million, plus:

- Bureau de Change
- Factoring/Invoice Discounting
- Crypto/digital currency or crypto asset business

Financial Institutions Professional Indemnity

When written on a stand-alone basis, will consider alongside BBB and D&O.

Not focused on:

- IFA's
- Tax advisers

Financial Lines

Investment Management Liability



Coverage

Worldwide including USA/Canada territory and jurisdiction.

Product is created to protect:

- Investment advisers and consultants
- Wealth managers
- Mutual funds, hedge funds and closed or open-ended funds
- Private Equity firms
- Venture Capital firms

Limits/capacity

Up to USD 10,000,000

De-emphasized Risks

- Direct lending
- Crypto/digital currency investing
- Algorithmic/High Frequency trading
- Heavily retail investor focused funds
- Funds focused predominantly on Aircraft, Shipping or Pharmaceutical

Financial Lines

Professional Indemnity (Commercial)



Coverage

Worldwide including USA/Canada territory and jurisdiction.

Trade specific wordings:

- IT companies
- Accountants
- Educators
- Architect's and Engineers

Limits/capacity

Up to USD 5,000,000 for commercial enterprises

De-emphasized Risks

Commercial PI

- Single Project professional indemnity
- Insurance Brokers
- Companies with frequent claim history
- Structural engineers
- Medical practitioners
- Security companies
- Marine vessel certification
- Actuaries
- Property valuation practice
- Large accounting firms
- Law firms

Financial Lines

Commercial Crime



Coverage

Worldwide including USA/Canada territory and jurisdiction.

- Latest commercial crime wording

Limits/capacity

Up to USD 5,000,000 for commercial enterprises

De-emphasized Risks

Commercial

Large companies with operations spread across multiple geographies and turnover exceeding USD 1 Billion.

Financial Lines

Cyber Liability



Coverage

Worldwide including USA/Canada territory and jurisdiction.

- Comprehensive Cyber protection wording including Media liability and Cyber Terrorism

Limits/capacity

Up to USD 10,000,000 for commercial enterprises as well and financial institutions

De-emphasized Risks

- Casinos
- Critical Infrastructure
- Data Aggregators
- Direct Market
- Aviation
- Health Systems
- HMO/PPO
- Oil & Gas
- Online Gaming Platforms
- Online Media Streaming
- Payment Card Processing and Payroll Services

Accident & Health



Affinity

Coverages

- Accidental death & disability
- medical expenses
- bill protection due to accident and loss of employment
- hospital cash
- critical illness

Minimum premiums

USD 2,000 (incl 20% commission)

Retentions

0%-20%

Target markets

- clubs
- utilities
- telecom
- schools
- amateur sports groups

Group personal accident

Coverages

- Accidental death & disability
- weekly indemnity
- medical expenses
- bill protection due to accident and loss of employment
- hospital cash
- critical illness

Minimum premiums

USD 2,000 (incl 20% commission)

Retentions

10%-20%

Target markets

- Corporations
- Banks
- financial institutions
- credit cards
- loyalty cards

Business travel

(In-bound and Outbound)

Coverages

- Accidental death & disability
- travel inconvenience
- accident sickness medical expenses
- repatriation & assistance
- Visa Insurance for corporates

Minimum premiums

USD 3,000 (incl 20% commission)

Retentions

0%-20%

Target markets

- Corporations
- amateur sports events
- other select affinity groups





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