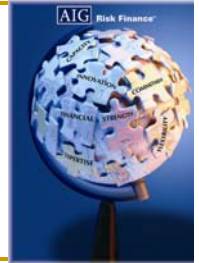


Addressing a Corporate Structure Issue



<i>Industry</i>	<i>Manufacturing</i>
Motivation	A manufacturer of safety products had adequate insurance and cash flow to cover its silica and asbestos claims, but management felt that the limits may be exhausted in the future. Since the company was created as a Subchapter S corporation, it would have to seek additional investment from its shareholders or file for bankruptcy if its limits became exhausted.
Coverage	Occurrence form, where a covered event is one that occurred prior to the end of the policy period, with no specific retroactive date. The company was provided the option of purchasing additional limits at a pre-determined rate and subject to a maximum aggregate limit at any time within the first 3 years.
Limit	Initial aggregate up to \$4 million with the option to purchase an additional \$20 million in aggregate limits. The policy reimburses the company for 100% of losses up to the experience balance.
Retention	\$1 million per claimant, after which the policy provides \$500,000 of limit per claimant
Potential Benefits	<ul style="list-style-type: none"> ✓ Covers claims paid until the limit of liability is exhausted, or the policy is commuted ✓ Provides annual policy limits that reimbursed the company for paid claims not covered by existing insurance ✓ Provides protections that would otherwise have been unattainable due to the company's corporate structure

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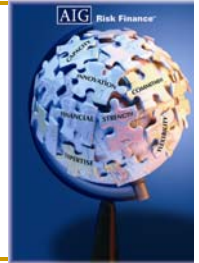
Catastrophe Asbestos Liability



Industry	Manufacturing
Motivation	A US manufacturer completing a management buyout sought catastrophe level insurance protection in the event the company's legacy asbestos exposure developed into significant losses after the buyout.
Coverage	Claims paid asbestos liability indemnification where a covered occurrence relates to occurrences that took place during the specified coverage period; Defense costs excluded.
Term	10 years
Limit	\$500,000 per claimant; \$10 million aggregate paid claims per policy year; \$100 million aggregate for the policy term
Retention	\$15 million in losses paid during each policy year
Potential Benefits	<ul style="list-style-type: none"> ✓ Pays claims for the next 10 years or until the limit of liability is exhausted ✓ Covers claims not covered by existing insurance ✓ Provides significant protection for an uncertain liability

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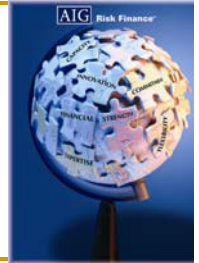
Executive Benefit Buyout



<i>Industry</i>	<i>Manufacturing</i>
Motivation	A global company provided senior executives a special life insurance benefit program. The company retained the liability for this executive group life program upon divestiture of several divisions. The company wished to address this liability in its effort to shed all liabilities pertaining to this divestiture.
Coverage	Buyout of group life insurance liability for executives and spouses
Term	Until the last individual insured by the structure dies
Limit	\$250 million for the term
Potential Benefits	<ul style="list-style-type: none"> ✓ Mitigates otherwise uninsured exposure via insurance ✓ Converts via an insurance policy the payment to program beneficiaries from taxable benefit to tax-free life insurance benefit ✓ Isolates and ring-fences liabilities of divested divisions ✓ Provides administration and oversight of the retirement programs, eliminating an administrative burden for company

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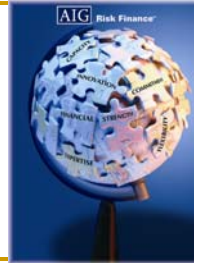
General Liability



Industry	Manufacturing
Motivation	A manufacturing company wanted to present proof of insurance to distributors and retailers of its products. Traditional coverage had significantly increased in price for renewal and would only be available with exclusions unattractive to the company.
Coverage	Claims made and reported General Liability and Product-Completed Operations Liability Insurance
Term	5 years
Limit	Policy covers losses in excess of retention with limits of \$5 million per claim and \$5 million in the aggregate
Retention	\$100,000 each and every claim
Experience Account	\$5 million
Potential Benefits	<ul style="list-style-type: none"> ✓ Provides multi-year coverage ✓ Enables the company to satisfy its certificate of insurance requirement ✓ Allows the company to benefit from favorable loss experience

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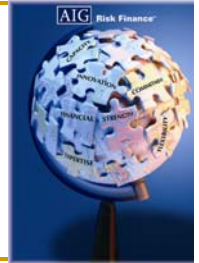
Products Liability



<i>Industry</i>	<i>Manufacturing</i>
Motivation	A global manufacturing company needing primary and excess product liability coverage found that the traditional insurance market was prepared to offer it only limited capacity at what it believed was exceedingly high retentions and premiums. The company was required to provide evidence of insurance.
Coverage	Claims Made and Reported Product Liability
Term	1 year
Limit	\$30 million per occurrence; \$35 million aggregate
Retention	\$10,000 per claim until paid losses exceed \$15 million, then \$1 million per claimant; the company also retains \$10 million in aggregate losses excess of \$5 million
Potential Benefits	<ul style="list-style-type: none"> ✓ Allows the company to provide evidence of insurance ✓ Enables the company to benefit from favorable loss experience on the primary layer ✓ Provides protection against catastrophic losses

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Products Recall



<i>Industry</i>	<i>Manufacturing</i>
Motivation	A US manufacturer sought coverage for products recall to satisfy the requirements of its trading counterparties. The price available in the traditional market was not acceptable to the manufacturer.
Coverage	Products Recall, Coverages A (expenses) and B (liability damages)
Term	3 years
Limit	\$10 million per occurrence and \$20 million in the aggregate
Retention	\$1 million per occurrence
Potential Benefits	<ul style="list-style-type: none"> ✓ Meets coverage requirements for difficult to insure layers and products ✓ Offers efficient blend of self-funding and risk transfer ✓ Provides significant return of premium if losses are low ✓ Offers stable pricing over multiple years

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