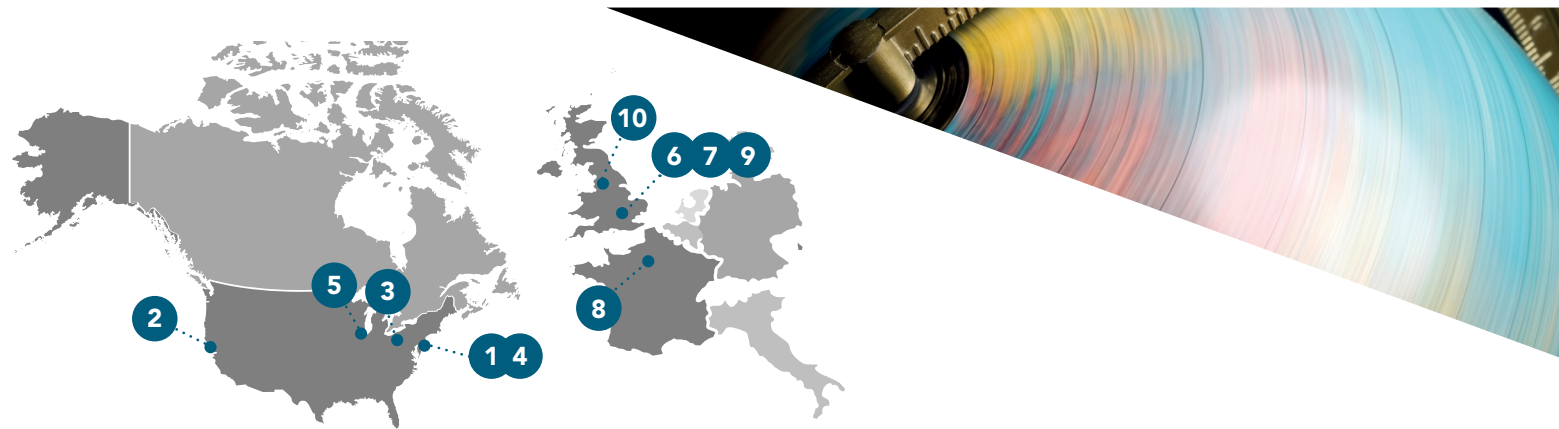




International Solutions Success Stories



	CNA Office/ Location	Customer Segment	Risk Description	# of Local Policies	International Premium	What clinched the deal?
1	New York City, USA	Financial Institutions	Stockbroker	25	\$122k	Rounded our domestic placement by adding the international to the enterprise placements
2	San Francisco, USA	Technology	Pre-Packaged Software	32	\$99k	Strong relationship with broker and enterprise coordination
3	Ohio, USA	Manufacturing	Machinery/Machinery Parts Manufacturing	20	\$94k	Enterprise cross sell
4	New York City, USA	Technology	Management Consulting Services	30	\$78k	Superior coverage terms and conditions
5	Chicago, USA	Life Science	Medical, Dental, Hospital or Surgical Instruments Manufacturing	12	\$40k	Cross sell with Domestic Life Science with a very quick 2-day turnaround to place the account
6	London, UK	Commercial Casualty	Real Estate Management	17	\$1.87m	National Accounts Casualty offering in support with multinational capabilities and global claims service
7	London, UK	Life Science	Pharmaceutical Preparations	9	\$710k	Pipelined the account and leveraged existing U.S. domestic policy to secure win on the International Controlled Master Program placement
8	Paris, France	Technology/Cyber	Electronic Data Processing	5	\$480k	French domestic renewal converted into a global program at renewal
9	London, UK	Professional Indemnity	Management Consulting Services	1	\$413k	Superior coverage terms and conditions
10	Manchester, UK	Technology/Cyber	Software Solutions Company	2	\$470k	Converted an existing account into an International Controlled Master Program adding the Australian entity to the program

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

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