

# A Global Leader in P&C Insurance

Third Quarter 2020

"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, based on market capitalization of \$52.4 billion.\*
- A truly global company, with local operations in 54 countries and territories.
- Insurance is our only business.
- Well balanced by product and customer:
  - A global leader in traditional and specialty P&C coverage for industrial commercial and mid-market companies
  - A leading commercial lines insurer in the U.S. and one of the largest financial lines writers globally
  - The leading personal lines insurer for America's successful individuals and families and a large personal lines provider globally
  - A global leader in personal accident and supplemental health insurance
  - A P&C reinsurer
  - An international life insurer focused on Asia
- 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.

\*At September 30, 2020

Source: SNL



## **Global Reach**

- Chubb has an extensive local presence globally, with insurance professionals and operating subsidiaries in 54 countries and territories.
- About 40 percent of the company's business is transacted outside the United States.

Argentina	Denmark	Italy	Panama	Sweden	Geographic Sources of Premium*
Australia	Ecuador	Japan	Peru	Switzerland	Latin America
Austria	Egypt	Korea	Philippines	Taiwan	Bormuda/Canada
Belgium	Finland	Macau SAR	Poland	Thailand	7% 6% States
Bermuda	France	Malaysia	Portugal	Tunisia	Asia
Brazil	Germany	Mexico	Puerto Rico	Turkey	10%
<b>Canada</b>	Gibraltar	Myanmar	Russia	United Arab	63%
Chile	Hong Kong SAR	Netherlands	Saudi Arabia	Emirates	14%
China	Hungary	New Zealand	Singapore	United Kingdom	Europe/ Eurasia & Africa
Colombia	Indonesia	Norway	South Africa	United States	Eurasia & Africa
Czech Republic	Ireland	Pakistan	Spain	Vietnam	

North America		
Premiums** Employees Offices	\$27.5 billion 16,700 161	

Europe/Eurasia & Africa		
Premiums**	\$5.3 billion	
Employees	3,900	
Offices	81	

Asia	
Premiums**	\$4.3 billion
Employees Offices	6,100 237

Latin America		
Premiums**	\$3.0 billion	
Employees	5,100	
Offices	109	

<sup>\*</sup> YTD 2020 gross premiums written



<sup>\*\*</sup> FY 2019 gross premiums written

## **Product Breadth**

- Chubb has one of the largest product portfolios in the global insurance industry.
  - More than 200 distinct commercial insurance and reinsurance products and services
  - Specialty coverages for clients ranging from multinational corporations, middle market companies and small businesses to consumers

#### **Products and Services**

# Commercial Property & Casualty

Full range of traditional and specialty products for businesses of all sizes

#### **Accident & Health**

Personal accident, supplemental health and travel accident insurance

#### **Agriculture**

Crop insurance and farm and ranch-related agribusiness

#### **Personal Lines**

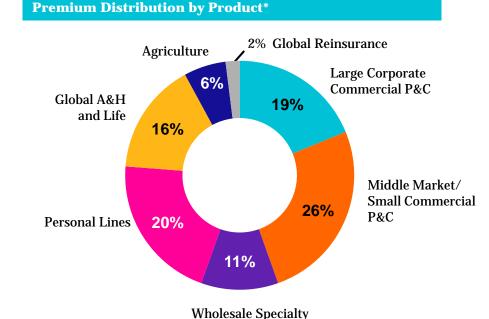
Traditional and high-value automobile, homeowners, recreational marine/aviation, valuables and umbrella liability coverage; specialty coverage such as mobile phone handset insurance

#### Reinsurance

Property catastrophe, casualty, A&H and other coverages

#### Life

Savings and protection-oriented products



\*YTD 2020 net premiums written

Commercial P&C



# **Business Units with Extensive Distribution Capabilities**

• Chubb's insurance products are distributed through retail and wholesale brokers, independent and captive agents, bancassurance, mobilassurance, direct marketing and direct-to-consumer platform partnerships.

#### **North America**

#### **Major Accounts**

Commercial P&C insurance products for the large corporate market sold by retail brokers

#### Middle Market

Commercial P&C insurance products for middle market companies sold by independent agents and retail brokers

#### **Small Business**

P&C insurance products for small commercial clients sold by independent agents and retail brokers

#### **Personal Risk Services**

Personal insurance products and services, including home, auto, valuables, umbrella and recreational marine insurance, for successful individuals and families sold by independent agents and brokers

#### Westchester

Commercial P&C excess and surplus lines sold through wholesale brokers

#### Chubb Bermuda

Liability, property, political risk coverages and captive programs sold by large international brokers

#### Agriculture

Crop insurance from Rain and Hail and farm and other P&C coverages, sold by agents and brokers

#### **Combined Insurance**

Personal accident and supplemental health insurance coverages sold by captive agents

#### **Overseas General**

#### International

Commercial P&C, A&H, and traditional and specialty personal lines sold by retail brokers, agents and other channels in five regions:

**Europe:** Operations in the U.K. and 18 other countries comprised of P&C commercial lines and consumer lines, including A&H and specialty personal lines

**Asia Pacific:** Operations in 14 countries – six with both life and non-life operations – serving commercial customers and consumers with P&C, A&H and personal lines

Latin America: Operations in nine countries serving commercial customers with P&C products and consumers through A&H and personal lines

**Far East:** Operations in Japan serving commercial customers with P&C products and consumers through A&H and personal lines

**Eurasia & Africa:** Operations in eight countries serving commercial customers with P&C products and consumers through A&H and personal lines

#### **Chubb Global Markets**

Commercial P&C excess and surplus lines and A&H sold by wholesale brokers in the London market and through Lloyd's

#### Life

#### Chubb Life

Protection and savings products sold by agents, brokers, telemarketing, bancassurance, mobilassurance and other channels in Asia.

#### Reinsurance

#### **Chubb Tempest Re**

P&C reinsurance sold worldwide by reinsurance brokers



# **Commercial Property & Casualty**

- For large corporations and multinationals, Chubb's underwriting, claims and risk engineering professionals have the underwriting expertise, risk appetite and global network to tailor insurance coverage and services to help clients reduce risk and mitigate loss.
- For middle market businesses, Chubb delivers a broad range of high-quality customized and packaged products and services.
- For small businesses, coverage includes packaged and customized solutions to meet specific needs.

#### **Products and Industry Practices**

#### **Commercial Coverages**

- Agriculture
- Aviation/Aerospace
- Business Owners Policy (BOP)
- · Builders Risk
- Commercial Auto
- Contract Liability
- Construction/Wrap-Ups
- Crime and Fidelity
- Cyber
- Directors & Officers
- Energy & Power Generation
- Employment Practices Liability
- Environmental
- Equipment Breakdown
- Events Liability
- Excess/Umbrella
- Fiduciary Liability
- Financial Lines
- Foreign Casualty

- General Liability
- Group Personal Excess Liability
- Kidnap & Ransom
- Management Liability
- Marine Inland/Ocean
- · Media Liability
- Medical Risk
- Mergers & Acquisitions
- Package
- Political Risk/Trade Credit
- Product Liability/Recall
- Property
- Railroad Liability
- Professional Liability
- Specialty Casualty
- Surety
- Transactional Risk
- Workers' Compensation
- Workplace Violence Expense

#### **Industry Practices**

- Advanced Manufacturing
- · Clean Tech
- Construction
- Cultural Institutions
- Educational Institutions
- Energy
- Federal Government Contractors
- Financial Institutions
- Food Processing/Distribution
- Global Mergers & Acquisitions
- Healthcare
- Healthcare Information Technology
- Law Firms
- Life Sciences

- Manufacturing
- Marine Operations
- Media/Entertainment
- Mergers & Acquisitions
- Multinational
- Not-for-Profit Organizations
- Professional Services Firms
- Private Companies
- Private Equity
- Program Business
- Public Entities
- Real Estate & Hospitality
- Technology
- Transportation
- Wineries



## **Accident & Health**

- Chubb works with distribution partner organizations worldwide to offer affordable personal accident and supplemental health insurance products to employees, members and customers.
- Products include employee benefits, special insurance offered through affinity marketing programs, associations and agents, as well as in the commercial market for group coverage.

#### **Products and Partners**

#### **Products**

- Personal accident (individual and group)
- Supplemental health and disability (hospital income, critical illness, cancer, disability)
- Travel insurance (business and leisure)
- Student accident (international travel, study abroad)
- · Global medical
- Employee benefits
- Payment protection (life, disability, unemployment)

#### **Sponsoring partners**

- Employers
- Financial institutions
- Colleges, universities and other learning institutions
- Affinity groups (associations, labor unions, etc.)
- Cruise lines, travel agencies and tour operators
- Industries (retailers, utilities, telecommunications companies, etc.)



## **Personal Lines Insurance**

- Chubb is the premier provider of high-value automobile, homeowners, recreational marine/aviation, valuables and umbrella liability coverage, with exceptional claims service, for successful individuals and families in the U.S., Canada and select international markets including the U.K., Ireland, Australia, France, Singapore and the Netherlands.
- Chubb's international personal lines division provides a broad range of traditional and specialty insurance products to targeted customer segments in emerging and developed markets.

Products		
Homeowners	Automobile	Recreational Marine
<ul> <li>Fire/water damage</li> </ul>	<ul> <li>Collision/damage</li> </ul>	Personal Aviation
<ul> <li>Contents</li> </ul>	<ul> <li>Theft/vandalism</li> </ul>	Valuables – Jewelry, Art and Antiques
• Theft	<ul> <li>Liability</li> </ul>	Collector Car
<ul> <li>Debris removal</li> </ul>	<ul> <li>Military personnel</li> </ul>	Umbrella Liability
<ul> <li>Storm damage</li> </ul>	<ul> <li>Medical expenses</li> </ul>	Mobile Technology
<ul> <li>Liability</li> </ul>	<ul> <li>Property damage</li> </ul>	<b>B</b> /
<ul> <li>Living expenses</li> </ul>	<ul> <li>Tourist policies</li> </ul>	
	<ul> <li>Towing expenses</li> </ul>	



## Life Insurance

- Chubb Life provides protection and savings-oriented life insurance products to individuals and groups primarily in Asia.
- Chubb Life serves the needs of consumers through a variety of distribution channels including agents, banks, retailers, brokers, worksite marketing and telemarketing.

Products			
Protection products	<b>Savings-orientated products</b>	Riders	Group life
<ul><li>Term life</li><li>Whole life</li><li>Credit/mortgage life</li></ul>	<ul><li>Universal life</li><li>Variable/unit-linked</li><li>Endowments</li><li>Annuities</li></ul>	<ul> <li>Personal accident</li> <li>Disability</li> <li>In-hospital and surgical cash</li> <li>Critical illness/cancer</li> </ul>	Group medical
		• Waiver of premium	



## Reinsurance

- Chubb Tempest Re provides a broad range of reinsurance products to a diverse array of primary insurance companies worldwide.
- The company's underwriting, actuarial and claims expertise in property catastrophe reinsurance and other diversified lines, including casualty, enables it to tailor solutions to meet the unique, complex needs of each client.

#### **Products**

<b>Property Cat</b>	tastrophe
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- Occurrence excess of loss
- · Aggregate excess of loss
- Proportional treaties
- Reinstatement premium protection
- Second- and third-event coverages
- Catastrophe bonds
- Industry loss warranty coverages

**Accident & Health** 

**Agriculture** 

**Automobile** 

**Captive Programs** 

Casualty/Liability

**Cyber Liability** 

**Energy** 

**Professional Liability** 

**Directors and Officers Liability** 

Marine

**Surety & Fidelity** 

**Workers Compensation** 



# **Underwriting Expertise**

- Chubb is an underwriting company we have a passion for the art and science of underwriting.
- Our underwriters have deep expertise in a broad range of industries and specialty coverage areas —
  risks where an underwriter makes a difference.
- Discipline defines our underwriting approach we embrace risk as long as we fully understand it and can earn an acceptable return.

105%

• Third quarter 2020 P&C combined ratio of 95.2%. Excluding catastrophe losses, the current accident year P&C combined ratio was 85.7%.

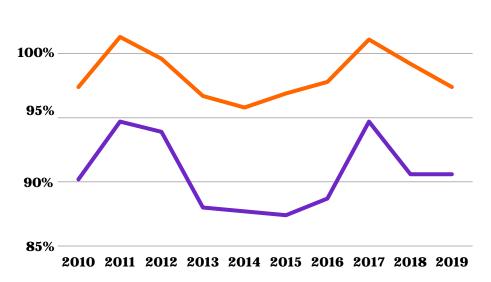
#### P&C Combined Ratio vs. Peers

The company's underwriting results have outperformed the average of North American and Global Peers over the last ten years (2010-2019).

	Averages			
	1 Year	3 Year	5 Year	10 Year
Peers <sup>1</sup>	97.4%	99.3%	98.5%	98.3%
Chubb	90.6%	92.0%	90.4%	90.7%

1 Includes AIG, Allianz, AXA, CNA, HIG, QBE, RSA, TRV, XL and Zurich. XL's 2018 and 2019 results are for the AXA-XL division of AXA.

Source: SNL and company disclosures





# Claims and Engineering

- Chubb's claim handling service is renowned for its quality, promptness and fairness
  - Deep technical knowledge and talent
  - Expertise and scale to handle claims of all sizes and complexity
  - Investment in technology and innovation to improve claim outcomes and enhance ease of doing business for customers and distribution partners
- Industry-leading risk engineering services with more than 400 risk engineers worldwide who help companies anticipate and minimize costly exposures
  - Extensive technical expertise and business acumen
  - Trusted guidance and customized risk management programs
  - Web-based platform and online library of risk management resources to help clients stay ahead of risk
- Loss prevention solutions from personal risk services consultants who have proven expertise in residential architectural and interior design, historic home preservation, security, fire protection and collections management



## **Proven Insurance Leadership**

• Chubb's top leaders have built their entire careers in insurance and managed their business lines through a variety of insurance cycles and economic conditions.



Evan Greenberg
Chairman &
Chief Executive
Officer

Chubb

Group



Limited/Chubb

• Joined the company in 2001



John Keogh
President & Chief
Operating Officer
Chubb Group

• Over 30 years of insurance experience

• Joined the company in 2006



John Lupica
Vice Chairman,
Chubb Group;
President, North
America Insurance

• Over 30 years of insurance experience

• Joined the company in 2000



Paul Krump
Vice Chairman,
Chubb Group;
Global
Underwriting and
Claims

• Over 35 years of insurance experience

• Joined the company in 1982



Juan Luis Ortega Executive Vice President, Chubb Group; President, Overseas General Insurance

• Over 20 years of insurance experience

• Joined the company in 1999



Joe Vasquez

Senior Vice
President,
Chubb Group;
Global Accident &
Health;
President,

• Nearly 30 years of insurance experience

Combined Insurance

• Joined the company in 2000



Russell Bundschuh

Senior Vice President, Chubb Group; President, Chubb Life

• Over 15 years of insurance experience

• Joined the company in 2010

# Financial Ratings and Balance Sheet Strength

- Chubb is highly rated by the rating agencies for financial strength.
- The company manages risk on both sides of its balance sheet by maintaining underwriting discipline, managing exposure accumulations and investing assets conservatively.
- Chubb's total capital position is \$72.9 billion.
- Net loss reserves, which back our policyholder commitments, total \$52.2 billion.

Rating Agency	Financial Strength Rating	Outlook	
S&P	AA	Stable	
AM Best	A++	Stable	
Fitch	AA	Stable	
Moody's	Aa3	Stable	
As of October 19, 2020			

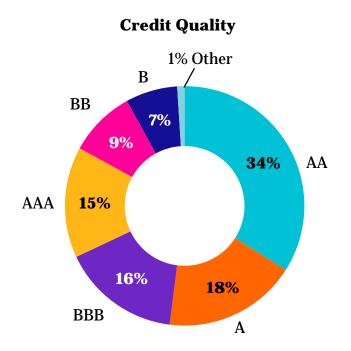
Balance Sheet Highlights S in billions	9/30/20
	9/30/20
Total Assets	\$187.8
Total Investments	116.0
Net Loss Reserves	52.2
Total Debt	16.5
Shareholders' Equity	56.4
Total Capital	72.9



# Conservative Investment Philosophy

- 92% of Chubb's investment portfolio is in fixed income securities, with an average credit quality of A (S&P) and Aa (Moody's) and a duration of about four years.
- The portfolio's asset allocation is well diversified across issuers, geographies and sectors.

#### **\$107.0 Billion Fixed Income Investment Portfolio** (As of September 30, 2020)



#### **Asset Allocation Short-term investments** U.S. Treasury/Agency 4%4% Municipal 12% Corporate **35%** and assetbacked securities Mortgage 20% -backed securities 25% Non-U.S.



# Citizenship at Chubb

#### **Philanthropy**

Chubb recognizes its responsibility to assist less fortunate individuals and communities in achieving and sustaining productive and healthy lives in geographic areas where the company operates. The company's philanthropy is funded principally through the Chubb Charitable Foundation. The Foundation addresses actionable problems and contributes to helping alleviate poverty, improve the health of at-risk populations, provide access to quality education and protect the environment. In the last 10 years, the company has contributed more than \$100 million to the Foundation. In April 2020, the Foundation committed \$10 million to COVID-19 pandemic relief efforts globally.

#### **Chubb Rule of Law Fund**

As a corporate citizen, Chubb recognizes the rule of law as the foundation of a liberal world order that the company embraces as essential to the proper functioning of markets and the protection of personal freedoms. Through the Chubb Rule of Law Fund, a unique corporate initiative, we support projects around the world that promote the preservation and advancement of the rule of law. Since it was founded in 2008, the Fund has supported 55 projects focused on improving access to justice, strengthening courts, fighting corruption and creating the conditions of security and freedom in which our customers, employees and fellow citizens can thrive.

#### **Environment**

Chubb recognizes the reality of climate change and the substantial impact of human activity on our planet. Our environmental activities reflect our desire to do our part as a steward of the Earth. Through our Foundation, we support important environmental projects, including the protection of biodiversity and saving land. In 2019, we established new science-based greenhouse gas (GHG) emissions reduction goals as well as adopted a new policy concerning coal-related underwriting and investment. From 2016 to 2019, Chubb reduced its absolute GHG emissions by 22%, achieving its short-term goal ahead of schedule. In 2019, the company earned a score of B on the CDP's climate change program ranking.

#### **Diversity & Inclusion**

At Chubb, we recognize our responsibility to ensure opportunity within our own organization, where we foster a diverse and inclusive meritocracy. We can't succeed unless we give everyone the opportunity to thrive and advance in our company, and we hold our leaders accountable for achieving a diverse mix of talent, regardless of creed or background. The company's extensive efforts in this area include mentorships, affinity groups, diversity awareness training, management development programs, and mandating diverse slates in recruiting and promotion.

For more information about Chubb's Citizenship initiatives, please visit About Us on chubb.com.

