



Pursuing
Better
TogetherSM

Middle Market Package

archinsurance.com



As a specialty lines carrier, we are uniquely positioned to quickly address underserved market segments and unmet needs of our broker partners. The target client for this product is an upper Middle Market customer with more complex operations that can be difficult to place for brokers. Our solution brings Arch's specialty lines platform, including our experienced underwriting team, deep product knowledge and industry expertise to the Middle Market package space. Our offering includes Property and Business Interruption capacity up to \$75M, CGL capacity up to \$10M, Umbrella and Excess capacity up to \$25M and minimum premium of \$25,000.

Middle Market Benefits

**Experienced
Underwriting Team**

**Limited
Distribution Model**

**Strong Risk Selection
Focus vs. Class
Underwriting**

**Competitive Coverage
Offering**

PRODUCT OFFERINGS

- Property and Business Interruption.
- Inland Marine and Contractor's Equipment.
- Crime.
- Equipment Breakdown.
- Commercial General Liability.
- Umbrella and Excess Liability.
- Commercial Fleet and Garage Automobile (in support of other lines).

FEATURES

- Minimum premium: \$25,000.
- Property and Business Interruption Capacity: up to \$75M.
- CGL Capacity: \$10M.
- Umbrella and Excess Capacity: \$25M
- Stand-alone options available (no monoline automobile).

TARGET CUSTOMER SEGMENTS

- Manufacturing and Processing.
- Contracting Services.
- Wholesale Distribution.
- Real Estate.
- Business and Professional Services.

DISTRIBUTION

- Target contracted brokers across Canada.

SERVICE DELIVERY

- Quick submission acknowledgment and quote turnaround.
- Superior claims experience working in a collaborative manner with customers and brokers.

RELATED PRODUCTS

- Casualty.
- Programs.

APPETITE

Customer Segments	Target Appetite	No Appetite for
Manufacturing and Processing	<ul style="list-style-type: none"> ■ Metal working. ■ Machinery and machinery parts. ■ Component assembly. ■ Heavy manufacturing. ■ Electrical equipment and electronics. ■ Chemicals (low to mid hazard). ■ Mineral products (brick/clay). ■ Non-critical auto parts. 	<ul style="list-style-type: none"> ■ Pharmaceutical or nutraceutical. ■ Tobacco and related products. ■ Aviation or aviation parts. ■ Woodworking. ■ Heavy plastics. ■ Safety products. ■ Children furniture and items. ■ Slaughter houses. ■ Seafood processing.
Construction	<ul style="list-style-type: none"> ■ Electrical and telecommunication services contractors. ■ Mechanical/HVAC contractors. ■ Paving, utility and excavation contractors. ■ Sheet metal contractors. ■ Masonry and concrete contractors. ■ Landscaping contractors (limited snow removal). ■ Woodworking contractors. 	<ul style="list-style-type: none"> ■ Residential building contractors and developers. ■ Course of construction. ■ Heavy and civil engineering. ■ Plumbers and welders. ■ Roofing contractors. ■ Millwrights.
Real Estate	<ul style="list-style-type: none"> ■ Commercial realty. ■ Office realty. ■ Industrial realty. 	<ul style="list-style-type: none"> ■ Nursing homes. ■ Assisted-living facilities. ■ Hospitals or first response clinics. ■ Residential realty (apartments and townhomes). ■ Frame/unprotected risks.
Wholesale Distribution	<ul style="list-style-type: none"> ■ Wholesale distribution. ■ Online sale platforms. 	<ul style="list-style-type: none"> ■ Foreign sourced consumer products. ■ Third party warehousing.
Business and Professional Services	<ul style="list-style-type: none"> ■ Software and IT services. ■ Telecommunications. ■ Financial institutions and insurance companies. ■ Property managers. 	<ul style="list-style-type: none"> ■ Healthcare and gaming software. ■ Travel agencies. ■ Employment agencies.

Middle Market Department Values

- We work in a **collaborative** environment.
- We hold **teamwork** as a guiding practice.
- We work to establish long-lasting **relationships**.
- We actively **listen** to others.
- We are known for our **integrity**.
- We are **candid** beyond expectations.
- We are **accountable** for our actions, decisions and commitments.
- We are **innovative** in our approach.
- We are **open** to any discussion.

The Middle Market Department within Arch Insurance Canada Ltd. has a strong commitment to the Canadian insurance industry and is part of a group that has a history of developing long-term partnerships by tailoring insurance solutions to our customer's needs.

THE ARCH DIFFERENCE



Individual Account
Underwriting



Responsiveness



Empowered
Decision-Making



Consistency



Superior Service

To learn more, visit us at archinsurance.com

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