



**Pursuing
Better
Together[®]**

Middle Market Package
Energy Service and Support Operations

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Arch Insurance Canada Ltd. Middle Market package offers coverage for Energy Service and Support Operations. The target client for this product is a middle market customer with energy sector exposure that requires a risk-based underwriting approach, and customized insurance coverage solutions. Our solution builds on Arch's specialty lines platform, while providing an experienced underwriting team with deep product knowledge and industry expertise.

PRODUCT OFFERINGS

- Commercial General Liability (CGL).
- Property and Business Interruption.
- Inland Marine and Contractor's Equipment, including oilfield towing, ice and muskeg coverage.
- Commercial Fleet and Garage Automobile, in support of other lines.
- Crime.
- Equipment Breakdown.

PRODUCT FEATURES

- CGL capacity: \$5M.
- Property and Business Interruption Capacity: up to \$75M.
- Minimum premium: \$25,000.
- Stand-alone CGL and Property coverage available.

TARGET CUSTOMER SEGMENTS

- Service Contractors.
- Site Preparation Contractors.
- Manufacturing.
- Equipment Sales and Rental.
- Technical Services including Testing and Surveying.

DISTRIBUTION

- Exclusive distribution with a select group of appointed brokers with industry expertise.

SERVICE DELIVERY

- Focused, customized and solutions-oriented risk underwriting approach.
- Quick submission acknowledgement and quote turnaround.
- Superior claims experience working in a collaborative environment with customers and brokers.

APPETITE

Customer Segments	Target Appetite	No Appetite for
Service Contractors	<ul style="list-style-type: none"> Contractors for upstream and midstream oil and gas operations. Wind contractors. Solar contractors. Wireline services. Swabbing/cleaning. Site remediation. 	<ul style="list-style-type: none"> Pollution coverage. Rig erection/dismantling. Off-shore work. Liquid pipeline. Oilfield trucking/hotshot trucking. Fracking/well stimulation. Well capping and sealing.
Site Preparation Contractors	<ul style="list-style-type: none"> Grading and excavation. Access road construction. Camp/support building construction. Electrical contractors. Mechanical contractors. Coring/sampling. Surveying/testing. Water well drilling. 	<ul style="list-style-type: none"> Extensive underground work. Waste collection/storage facilities. Contractors pollution coverage.
Manufacturing	<ul style="list-style-type: none"> Manufacturers of equipment for both traditional and renewable energy segments. Manufacturers of components and parts with energy sector applications. Machine shops with energy sector exposure. Energy storage/battery systems. Wind and solar parts and equipment. Renewable energy products manufacturing. 	<ul style="list-style-type: none"> Manufacturers of high value down hole equipment. Drill rigs/offshore rigs. Critical safety equipment.
Equipment Sales and Rental	<ul style="list-style-type: none"> Equipment dealers and distributors for both traditional and renewable energy sectors. Mobile/construction equipment. Power generators and related equipment. Trailers and mobile camp infrastructure. Lifting and rigging equipment. Energy storage/battery systems. 	<ul style="list-style-type: none"> Offshore equipment. Critical safety equipment.

Underwriting Contacts

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