



## Appetite Guide Arch Canada

### About Arch Canada

Arch Insurance Canada Ltd. is a specialty insurer and part of a global insurance provider, Arch Capital Group Ltd. Our financial strength and disciplined approach to underwriting and risk management allow us to provide solutions to clients across Canada.

Arch Canada commenced operations in Canada in 2005 and is licensed to transact all commercial lines of insurance in every province and territory with the ability to write U.S. (licensed or admitted covers) and international risks. We offer a suite of specialty products through an exclusive distribution network, which allows us to develop longstanding relationships and a teamwork-focused approach. We are disciplined and selective in our underwriting with a deep focus on high service standards and creative “out of the box” solutions not readily found elsewhere. Our team is comprised of empowered decision makers with the expertise to be responsive and adapt to market changes.

### Pursuing Better Together<sup>®</sup>

Pursuing Better Together encapsulates how we always aspire to do business at Arch Insurance. It is an approach that is based on collaboration, responsiveness and a genuine commitment to continually raising the bar.

It is our promise to our brokers, colleagues and other partners to:

- Listen, share insights and work together to deliver informed solutions.
- Build trusting, respectful and responsive relationships.
- Understand your goals and explore possibilities together.

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Product	Lines of Business Offered	Target Classes	Additional Information
Casualty	General Liability, Umbrella, Excess Casualty, Wrap up	Casino, Commercial Realty, Construction, Hospitality, Manufacturing, Retail, Wholesale	<ul style="list-style-type: none"> <li>Capacity up to \$25M combined</li> <li>Strong emphasis for complex clients and unique coverage situations</li> </ul>
Commercial Auto	Fleet & Garage Auto	Casino, Commercial Realty, Construction, Hospitality, Manufacturing, Retail, Wholesale	<ul style="list-style-type: none"> <li>Capacity up to \$2M in support of the liability</li> <li>Not available on a stand-alone basis</li> </ul>
Middle Market P&C Package	Property and Business Interruption, General Liability, Umbrella and Excess, Commercial Fleet and Garage Auto, Inland Marine and Contractors Equipment, Crime, Equipment Breakdown	Business and Professional Services, Contracting Services, Manufacturing and Processing, Real Estate, Wholesale Distribution	<ul style="list-style-type: none"> <li>Capacity up to \$10M Casualty</li> <li>Capacity up to \$75M Property</li> <li>\$25K minimum premium</li> <li>Stand-alone options available (no monoline Automobile)</li> </ul>
Management Liability – Public Companies	Excess D&O, Full-sided ABC, Side A DIC, Fiduciary Liability, Crime	Cannabis, Communications, Corporations, Crown, Dual-listed, Manufacturing, Mining, O&G Technology, Transportation, Utilities	<ul style="list-style-type: none"> <li>Capacity up to \$25M</li> <li>Publicly traded companies with a market capitalization &gt; \$100M</li> <li>Excess only at this time</li> </ul>
Management Liability – Private Not-for-profit Small Companies	Primary and Excess D&O, Side A*	Private and nonprofit companies of all sizes	<ul style="list-style-type: none"> <li>Capacity up to \$10M</li> <li>Primary and Excess Available</li> <li>*Side A available for private companies directly from Arch</li> </ul>
Financial Institutions and Financial Services	E&O, D&O, EPL, Fiduciary, Bond	Agencies and Brokerages, Banks, Insurance Companies, Private Equity, REITs, Public and private partnerships, Venture Capital	<ul style="list-style-type: none"> <li>Capacity up to \$15M</li> <li>No appetite for Investment Banking E&amp;O</li> </ul>
Financial Institutions Programs	E&O, Cyber	Broker/Dealers, Commercial Insurance Brokers, Investment Advisors, Life Agents, Real Estate	<ul style="list-style-type: none"> <li>Capacity up to \$10M</li> <li>Primary and Excess available</li> <li>\$1M minimum premium per program</li> </ul>
Transactional Risk Insurance Products	Representations and Warranty Insurance (Buyer and Seller), Tax	Buyer and Seller Side Representation and Warranties and Tax Policies	<ul style="list-style-type: none"> <li>Capacity up to \$15M</li> <li>Primary and Excess available</li> <li>\$50K minimum premium</li> </ul>
Professional Liability – Miscellaneous	E&O for a broad variety of classes	Associations and Affinity, Consultants, Insurance Agents and Brokers, Legal Professionals, Media, Medical Malpractice, other	<ul style="list-style-type: none"> <li>Capacity up to \$10M</li> </ul>
Professional Liability – Design Professional (SME)	E&O for a wide range of architectural and engineering firms	Architects, Design-build, Engineers, Land Surveyor, Landscape Architect, Project Manager, Single Project	<ul style="list-style-type: none"> <li>Capacity up to \$15M</li> </ul>
Commercial Cyber	Network Security, Tech E&O	B2B, Cannabis, Energy, Financial Institutions, Hospitality, Life Sciences, Manufacturing, Professional Services, Public Entity, Retail, Technology, Transportation, Travel	<ul style="list-style-type: none"> <li>Capacity up to \$10M</li> <li>Mid-to-Large Accounts</li> <li>Revenue &gt; \$250M</li> <li>Excess only at this time</li> </ul>

■ Retail Distribution    
 ■ Semi-Delegated Distribution    
 ■ Fully Delegated Authority Arrangement

Product	Lines of Business Offered	Target Classes	Additional Information
SME Cyber	Network Security, Tech E&O	B2B, Cannabis, Energy, Financial Institutions, Hospitality, Life Sciences, Manufacturing, Professional Services, Public Entity, Retail, Technology, Transportation, Travel	<ul style="list-style-type: none"> <li>Capacity up to \$15M</li> <li>Revenue &lt; \$1BN</li> <li>Primary and excess available</li> </ul>
Programs	Property, General Liability, Auto, Crime, Equipment Breakdown, Excess/Umbrella, Inland Marine, Nonprofit D&O, PL/E&O, Malpractice	Food and Beverage, Educational, Hospitality, Professional, Real Estate, Retail, Sports and Recreation	<ul style="list-style-type: none"> <li>Capacity up to \$25M Casualty;</li> <li>Capacity up to \$75M Property</li> <li>Affinity programs and MGA</li> <li>\$2M minimum premium per program with potential to reach \$5M within 3 years</li> </ul>
Auto F&I Products	Vehicle Service Contracts, Ancillary Service Contracts, Guaranteed Asset Protection (GAP), Lease Excess Wear and Tear	Auto/light truck, Dealer groups, Lenders/Banks/Lessors, Original Equipment Manufacturers, Power Sport, Marine, Retailers, Small Recreational Vehicle	<ul style="list-style-type: none"> <li>\$500K Minimum Premium</li> </ul>
Consumer Warranty Programs	Retail Protection Plans, Home Warranty	Lenders/Banks/Lessors, Original Equipment Manufacturers, Retailers	<ul style="list-style-type: none"> <li>\$500K Minimum Premium</li> </ul>

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Our vision is to be your first call by establishing long-term relationships with our partners offering stability, consistency and exceptional levels of service. We strive to be the solution for our customers through collaboration and communication.

#### Leadership Contacts

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