



Ironshore Wholesale

2021 new business successes (all regions)

2nd quarter

Environmental

EPIC - Combined GL/pollution			
Operations	State	Layer	Premium
Cosmetics manufacturer	CA	\$1M/\$2M	\$55K
Injection molding facility	TX	\$1M/\$2M	\$30K
Solar panel installation	MA	\$1M/\$2M	\$15K
Environmental consultant	GA	\$1M/\$2M	\$10K
Asbestos abatement contractor	FL	\$1M/\$2M	\$10K
Environmental contractor	SC	\$1M/\$2M	\$5K
Cleaning products manufacturer	MO	\$1M/\$2M	\$45K

CELL-Contractors Environmental Legal Liability for Contractors			
Operations	State	Layer	Premium
Environmental contractor	NC	\$3M/\$3M	\$30K
Millwright contractor	GA	\$1M/\$1M	\$5K
General contractor	NV	\$3M/\$3M	\$25K
Road construction/paving	TX	\$5M/\$5M	\$20K
OCIP - apartments	CA	\$3M/\$3M	\$65K

Unsupported excess			
Operations	State	Layer	Premium
Environmental contractor/consultant	CO	\$10M x \$50M	\$55K
Scrap metal recycler	IL	\$5M x \$5M	\$25K
Lining manufacturer	IL	\$10M x \$40M	\$90K
Biomass facility	TX	\$15M x \$35M	\$75K
Wastewater recycling	OH	\$10M x \$11M	\$45K



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Excess casualty

Construction			
Operations	Insured state	Layer	Premium
OCIP - medical products manufacturing facility	NC	\$25M x \$50M	\$430K
OCIP - mixed use/office & apartments	GA	\$15M x \$25M	\$175K
Commercial electrical contractor	NY	\$10M x \$10M	\$55K
Engineering/architectural firm	ND	\$7.5M p/o \$15M x \$10M	\$135K
Commercial RCCIP	NY	\$25M x \$50M	\$270K
Street/road contractor	TX	\$10M x \$20M	\$610K

All Other			
Operations	Insured state	Layer	Premium
Wine & spirits distributor	MA	\$15M p/o \$40M x \$35M	\$40K
RV manufacturer - self powered	IN	\$7.5M p/o \$15M x \$70M	\$100K
Ice cream manufacturer	NY	\$5M p/o \$15M x \$15M	\$25K
Apartment owner/manager	DC	\$10M x \$10M	\$30K
Construction equipment dealer	NY	\$15M p/o \$190M x \$110M	\$45K
Commercial bank	TX	\$25M x \$75M	\$40K
Food & beverage distributor	TX	\$15M x \$40M	\$210K
Building signage manufacturer	NY	\$5M x \$5M	\$95K



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IronHealth

Long term care

Operations	State	Primary and/or excess	Limits	Premium
Assisted living/independent living	PA	Primary and excess	\$1M/\$3M and \$5M	\$600K
Skilled nursing facility	NJ	Primary and excess	\$1M/\$3M and \$2M	\$1.4M
Skilled nursing facility/assisted Living	MO	Primary	\$1M/\$3M	\$175K

Miscellaneous medical facilities

Operations	State	Layer	Limits	Premium
Diagnostic x-ray service, inc.	PA	Primary	\$1M/\$3M	\$45K
Diagnostic x-ray service, inc.	PA	Excess	\$1M	\$20K
Clinic	MA	Primary	\$1M/\$3M	\$20K
Lab	MA	Excess	\$5M	\$70K
Substance abuse	PA	Primary	\$1M/\$3M	\$100K

Life sciences

Operations	State	Primary or excess	Limits	Premium
Specified clinical trial	IL	Primary	\$1M/\$3M	\$6.5K
Specified clinical trial	MD	Primary	\$10M	\$30K
Clinical research organization	MA	Primary	\$5M	\$25K
Specialty pharmaceutical	MI	Primary	\$10M	\$75K
Medical device	IL	Excess	\$10M	\$60K
Generic pharmaceutical	IL	Primary	\$10M	\$1.4M
Implantable medical device	TX	Excess	\$5M	\$60K



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IronPro

Management liability			
Operations	State	Layer	Premium
Laboratory equipment Supplier	CA	\$2.5M runoff	\$80K
College entrance exams	NY	\$5M primary	\$153K
College entrance exams	NY	\$5M x \$25M	\$54K
Cabinet manufacturing	TX	\$2M primary D&O/EPLI with \$1M FID	\$50K
Mutual insurance company	TX	\$5M xs 10M	\$100K
Healthcare equipment and services IPO	IN	\$5M xs \$15M	\$880K
Biotech	CA	\$2.5M xs \$27.5M runoff	\$195K
Pharma	PA	\$2M primary fiduciary	\$25K

Professional liability (MPL)			
Operations	State	Layer	Premium
Funeral services - excess	TX	\$3M xs \$3M	\$220K
Consulting services - excess	CA	\$5M xs \$30M	\$48K
Staffing services	AL	\$1M - primary	\$15K
Franchisor EO - excess	TX	\$5M xs \$20M	\$30K

Cyber			
Operations	State	Layer	Premium
IT solutions (SaaS) cyber/tech	IL	\$5M xs \$20M	\$90K
Manufacturer - cyber excess	IL	\$5M xs \$15M	\$75K

Lawyers Professional Liability (LPL)			
Operations	State	Layer	Premium
Law firm	PA	\$10M xs \$10M	\$90K
Law firm	NJ	\$5M p/o \$10M xs \$10M	\$25K
Law firm	CA	\$5M xs \$10M	\$30K



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Primary general liability

Construction		
Operations	State	Premium
Excavation/grading contractor	CA	\$60K
Water, sewer and utility line contractor	TX	\$200K
Land surveying and civil engineering firm	NY	\$100K
Landscaper	FL	\$225K
Sheet metal fabricator & installer	PA	\$30K

Manufacturers/distributors		
Operations	State	Premium
Industrial furnace equipment manufacturer	MO	\$130K
Truck parts manufacturer	MO	\$540K
Frozen meat supplier	NJ	\$40K
Grocery delivery service	NY	\$300K

Wrap/project specific		
Operations	State	Premium
Apartment construction	UT	\$200K
Apartment construction	CO	\$135K
Interior apartment renovation	FL	\$90K
Apartment construction	TN	\$165K
Apartment construction	FL	\$135K

Owners, lessors & tenants		
Operations	State	Premium
Apartments	CO	\$380K
Cellular phone retail store	TX	\$160K
Schedule of apartments and hotels	FL	\$130K
Schedule of restaurants	Various	\$240K
Lessor of mixed use building	FL	\$125K

Other		
Operations	State	Premium
Trash truck dealer - discontinued ops	TN	\$25K
Equipment dealer - discontinued ops	NC	\$30K
HVAC contractor - discontinued ops	LA	\$85K



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Property

General property shared & layered					
Operations	State	Coverage	Layer position	Layer	Premium
Aviation	FL	All risk	Excess	\$3M p/o \$10M x/s \$10M	\$90K
Banks	Various	All risk	Primary	\$1M p/o \$10M	\$210K
Retail	Various	All risk	Primary	\$1.25M p/o \$50M	\$250K
Churches	NY	All risk	Excess	\$5M p/o \$25M x/s \$25M	\$80K
City government	FL	All risk	Primary	\$5M p/o \$50M	\$100K
Condo	NC	All risk	Excess	\$5M x/s \$5M	\$55K
Port	LA	All risk	Primary	\$2M p/o \$10M	\$150K
Hospitality	FL	Wind only	Ded. buy-back	\$2M p/o \$10M	\$210K
Hospitality	FL	All risk	Excess	\$5M p/o \$15M x/s \$10M	\$130K
Condo	AL	All risk	Excess	\$5M p/o \$10M x/s \$5M	\$100K
Real estate	Various	All risk	Excess	\$4M p/o \$15M x/s \$10M	\$130K
Apartments	MS	Wind only	Excess	\$2.5M p/o \$20M x/s \$5M	\$45K
Condo	AL	Wind only	Excess	\$5M p/o \$25M x/s \$25M	\$100K
Condo	AL	All risk	Multiple	\$3M p/o \$10M & \$5M p/o \$25M x/s \$25M	\$275K
Offices	Various	All risk	Primary	\$2.5M p/o \$25M	\$100K
Winery	CA	All risk	Excess	\$2.5M p/o \$40M x/s \$10M	\$50K
Apartments	Various	Stand alone terrorism	Primary	\$100M p/o \$100M	\$20K
Apartments	Various	Stand alone terrorism	Primary	\$100M p/o \$100M	\$20K
Assisted living	FL	Stand alone terrorism	Primary	\$37M p/o \$37M	\$5K
Apartments & hospitality	Various	Stand alone terrorism	Primary	\$100M p/o \$100M	\$10K

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