



Ironshore Wholesale

2021 new business successes (all regions)

3rd quarter

Environmental

EPIC - Combined GL/pollution

| Operations | State | Layer | Premium |
|-------------------------------|-------|-----------|---------|
| Chemical distributor | MI | \$1M/\$2M | \$175K |
| Environmental contractor | OH | \$1M/\$2M | \$500K |
| Environmental consultant | NY | \$2M/\$2M | \$10K |
| Asbestos abatement contractor | NJ | \$1M/\$2M | \$15K |
| Chemical manufacturer | TX | \$1M/\$2M | \$10K |

CELL-Contractors Environmental Legal Liability for Contractors

| Operations | State | Layer | Premium |
|--------------------------------|-------|-----------|---------|
| OCIP - apartments | WA | \$5M/\$5M | \$100K |
| HVAC contractor | CA | \$1M/\$1M | \$55K |
| OCIP - retail | OR | \$1M/\$1M | \$20K |
| Underground utility contractor | TN | \$1M/\$1M | \$5K |
| General contractor | GA | \$5M/\$5M | \$35K |

Unsupported excess

| Operations | State | Layer | Premium |
|--|-------|---------------|---------|
| Emergency response contractor | LA | \$10M x \$10M | \$75K |
| Manufacturer pollution control equipment | PA | \$15M x \$10M | \$80K |
| Restoration contractor | CA | \$10M x \$26M | \$175K |
| Solar contractor | CA | \$5M x \$7M | \$100K |
| Coating manufacturer | CO | \$5M x \$5M | \$20K |

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Excess liability

| Construction | | | |
|--|-------|-------------------------|---------|
| Operations | State | Layer | Premium |
| Interior commercial renovation contractor | NY | \$10M x \$10M | \$205K |
| Commercial general contractor (GC) | NY | \$4M x \$10M | \$25K |
| Owner/GC project specific renovation and rehab public housing properties | NY | \$15M p/o \$30M x \$65M | \$100K |
| Commercial GC in DC - no residential and no NY work | PA | \$15M x \$20M | \$35K |
| Carpentry and painting contractor | PA | \$4M x \$5M | \$25K |
| Wrap - construction of an arena | CA | \$25M x \$100M | \$315K |
| Project specific - construction of hotel & convention center | TX | \$10M x \$90M | \$55K |
| Special trade contractor | TX | \$5M x \$5M | \$175K |

| All Other | | | |
|--------------------------------------|-------|--------------------------|---------|
| Operations | State | Layer | Premium |
| Higher education/public university | KY | \$10M x \$30M | \$80K |
| Higher education/private university | CT | \$10M x \$30M | \$575K |
| Ski resort | CA | \$5M x \$30M | \$15K |
| Franchised auto dealership | NY | \$10M x \$10M | \$75K |
| Parking company | OH | \$10M x \$39M | \$55K |
| Commercial LRO- warehouses | NY | \$10M x 45M | \$25K |
| Water heater manufacturer | PA | \$5M x \$15M | \$100K |
| Safety clothing manufacturer | TN | \$5M x \$5M | \$320K |
| Real Estate - market rate apartments | CA | \$10M x \$10M | \$25K |
| Trailer body manufacturer | TX | \$15M p/o \$25M x \$100M | \$75K |

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IronHealth

Long term care

| Operations | State | Primary and/or excess | Limits | Premium |
|--------------------------------------|-------|-----------------------|---------------------|---------|
| Continuing care retirement community | PA | Primary and excess | \$1M/\$1M and \$10M | \$630K |

Miscellaneous medical facilities

| Operations | State | Layer | Limits | Premium |
|------------|-------|--------------------|--------------------|---------|
| Staffing | CO | Primary and excess | \$1M/\$1M and \$3M | \$390K |
| Rehab | IL | Primary | \$1M/\$1M | \$60K |

Life sciences

| Operations | State | Layer | Limits | Premium |
|---------------------------------|-------|---------|-----------|---------|
| Medical device | MA | Primary | \$5M/\$5M | \$25K |
| Clinical research organization | CA | Primary | \$5M/\$5M | \$30K |
| Clinical trials | MD | Primary | \$7M/\$7M | \$10K |
| Over the counter/nutraceuticals | IL | Excess | \$5M/\$5M | \$65K |

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IronPro

| Management liability | | | | |
|----------------------------------|-------|-----------------------------|-----------------|---------|
| Operations | State | Coverage | Layer | Premium |
| Cloud-based education software | CA | Public ABC IPO | \$5M x \$15M | \$730K |
| Oil and gas E&P | TX | Private D&O | \$5M x \$5M | \$70K |
| Trucking transportation services | LA | Private D&O/EPLI/FID | \$1M | \$30K |
| Apparel manufacturing | NY | Private D&O | \$1M | \$30K |
| Dentist office | CA | Private D&O | \$2M | \$180K |
| Community development | CA | Private D&O | \$5M x \$10M | \$90K |
| Renewable energy | OR | Private D&O | \$3M | \$90K |
| Realty management company | NY | Private D&O six year runoff | \$1M | \$195K |
| Behavioral health care services | NV | Private D&O/EPLI/Crime | \$5M/\$1M/\$1M | \$55K |
| Animal protection organization | NY | Private D&O | \$2.5M x \$2.5M | \$25K |
| Addiction treatment center | SC | Private D&O/EPLI | \$1M | \$20K |
| Space tourism/engineering | TX | Private D&O | \$1M x \$1M | \$40K |

| Professional liability (MPL) | | | | |
|------------------------------|-------|----------|--------------|---------|
| Operations | State | Coverage | Layer | Premium |
| Funeral services | TX | | \$3M x \$3M | \$220K |
| Consulting services | CA | | \$5M x \$30M | \$50K |
| Staffing services | AL | | \$1M | \$15K |
| Franchisor | TX | | \$5M x \$20M | \$30K |

| Cyber | | | | |
|---------------------|-------|----------|--------------|---------|
| Operations | State | Coverage | Layer | Premium |
| IT solutions (SaaS) | IL | | \$5M x \$20M | \$75K |
| Manufacturer | IL | | \$5M x \$15M | \$55K |

| Lawyers Professional Liability (LPL) | | | | |
|--|-------|----------|---------------|---------|
| Operations | State | Coverage | Layer | Premium |
| Transactional, IP, banking and finance defense firm | IN | | \$5M x \$10M | \$35K |
| Civil and commercial defense | IL | | \$5M x \$10M | \$35K |
| Regional personal injury plaintiff firm | GA | | \$10M x \$10M | \$70K |
| National firm specializing in aviation, mass torts and class actions | IL | | \$10M x \$10M | \$60K |

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Primary general liability

| Construction | | |
|--|-------|---------|
| Operations | State | Premium |
| Concrete contractor | CA | \$55K |
| Construction management service | CA | \$110K |
| Commercial roofing contractor | PA | \$160K |
| Electrical contractor | FL | \$55K |
| Vehicle transport contractor | MI | \$25K |
| Manufacturers/distributors | | |
| Operations | State | Premium |
| Auto parts manufacturer | IL | \$210K |
| Industrial agriculture products manufacturer | MN | \$25K |
| Trailer manufacturer | IA | \$115K |
| Grocery delivery service | NY | \$220K |
| Wrap/project specific | | |
| Operations | State | Premium |
| Apartment construction | UT | \$185K |
| Apartment construction | HI | \$225K |
| Hotel and casino construction | WA | \$650K |
| Apartment building renovation | FL | \$90K |
| Demolition and construction of university building | MA | \$155K |
| Owners, lessors & tenants | | |
| Operations | State | Premium |
| Upscale restaurant and Airbnb | RI | \$30K |
| Massage therapy and skin care schools | FL | \$30K |
| Hotel | FL | \$50K |
| Schedule of apartment buildings | AL | \$80K |
| Restaurant | FL | \$80K |
| Other | | |
| Operations | State | Premium |
| HVAC discontinued-operations | NJ | \$30K |
| Regional agricultural cooperative | AL | \$390K |
| Event planner | NY | \$55K |

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Property

| General property shared & layered | | | | | |
|-------------------------------------|---------|-----------------------|----------------|--|--------------------|
| Operations | State | Coverage | Layer position | Layer | Premium |
| School district | FL | All risk | Excess | \$2.4M p/o \$35M x \$15M | \$75K |
| Manufacturing | Various | All risk | Primary | \$3.75M p/o \$25M | \$150K |
| Municipality | ME | All risk | Primary | \$5M p/o \$50M | \$250K |
| School district | FL | All risk | Primary | \$2.5M p/o \$45M | \$210K |
| School district | TX | All risk | Excess | \$5M p/o \$25M x \$25M | \$95K |
| School district | TX | All risk | Primary | \$1.75M p/o \$10M | \$520K |
| Schools | FL | All risk | Primary | \$3.75M p/o \$75M | \$255K |
| Public entity | VT | Flood only | Excess | \$2.5M p/o \$20M x \$25M | \$50K |
| Schools | OK | All risk | Excess | \$2.5M p/o \$25M x \$25M & \$2.5M p/o \$50M x \$50M | \$330K & \$110K |
| Casino | LA | All risk | Excess | \$5M p/o \$50M x \$25M | \$180K |
| Port | TX | Wind only | Excess | \$2.5M p/o \$25M x \$25M | \$50K |
| Winery | CA | All risk | Excess | \$2.5M p/o \$9.3M x \$30M | \$60K |
| Distillery | Various | All risk | Primary | \$1.87M p/o \$25M | \$345K |
| Churches | CA | Earthquake only | Excess | \$2.5M p/o \$25M x \$75M | \$50K |
| Warehouse | CA | Earthquake only | Excess | \$2M p/o \$40M x \$40M | \$115K |
| Condo | FL | All risk | Excess | \$5M p/o \$50M x \$50M | \$30K |
| Municipality | CA | All risk | Excess | \$3.75M p/o \$75M x \$90M | \$70K |
| Schools | WA | All risk | Primary | \$2.5M p/o \$200M | \$110K |
| Stadium | VA | Flood only | Excess | \$3.5M p/o \$10M x \$15M | \$70K |
| Food processing | IA | All risk | Excess | \$2M p/o \$20M x \$30M | \$75K |
| Apartments | Various | Stand alone terrorism | Primary | \$100M p/o \$100M | \$20K |
| Assisted living | Various | Stand alone terrorism | Primary | \$100M p/o \$100M | \$10K |
| Education | MA | Stand alone terrorism | Excess | \$100M p/o \$200M x \$100M | \$30K |
| Wholesale grocery | Various | Stand alone terrorism | Primary | \$186M p/o \$186M | \$25K |

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