



Middle Market

Insurance Solutions

A Specialized Approach for Middle Market

Solutions for today's Middle Market customer require depth across different lines of business and breadth across a wide array of industries. That is where CNA excels. Our dedicated Middle Market team provides the expertise, flexibility and discipline to align with the expectations of distribution partners and adapt to policyholder needs around the world.

A Solutions-Oriented Approach

CNA's Middle Market team has long been known for our underwriting acumen. Our collaborative, passionate approach allows us to respond quickly, problem solve creatively and flex meaningfully to unique needs or exposures.

- Over 200 dedicated multi-industry and single industry specialists across the country who bring solution-oriented underwriting to both long-term clients and unique, time-sensitive opportunities.
 - Opportunistic across a wide array of industries where creative solutions are required.
 - Dedicated, single industry underwriting expertise to those industries that require a more detailed understanding and deeper level of specialization.
- International coverages as part of a multinational package solution or on a monoline basis, leveraging our extensive network and sophisticated local admitted policy platform.
- CNA's definition of Middle Market is not based on a revenue threshold, program structure or premium size. Instead, we focus on the buying habits of the policyholder and broker preference.
- Continually invest in top talent and resources to deliver specialized expertise and meaningful solutions that move our key industry segments forward.

Diverse Underwriting Appetite

We provide deep industry knowledge, multi-line expertise and tailored insurance solutions across a broad spectrum of industries:

- **Financial Institutions:** Investment Offices, Insurance Carriers, Large Banks, Security, Commodity Dealers
- **Life Sciences:** Pharmaceuticals, Medical Device, Contract Research Organizations
- **Manufacturing:** Advanced Manufacturing, Automotive Components, Industrial Machinery, Electronics, Tool & Die, Plastic Fabricators, Metal Stamping
- **Professional Services:** Architects & Engineers, Accountants, Consultants, Law Firms, Advertising & PR
- **Real Estate:** Offices, Mixed Occupancy, Light Industrial
- **Technology:** Software & IT Services, Media, Communications, Computer Equipment Manufacturing
- **Cultural Institutions:** Museums, Galleries, Performing Arts, Libraries
- **Federal Government Contractors**
- **Membership Organizations**
- **Wholesale Distribution of Durable Goods**

We also pursue **Private Equity** portfolio companies from a wide array or industries through a dedicated underwriting team.

Global Capabilities

With distribution offices worldwide, we have significant authority at the point of sale. However, our vast international reach is rooted in a strong local presence. We support multinational organizations with complex local policy requirements through dedicated CNA Middle Market teams in the U.S., Canada and Europe.

Industry-Leading Risk Control Services

Our Risk Control program uses cutting-edge technology and deep insurance expertise to provide distinct risk insights and offer systematic, sustainable solutions. Dedicated Risk Control engineers and Middle Market underwriters work together closely to ensure we are managing global exposures at the highest level.

Technical Claim Excellence

Our global team uses top legal talent, local jurisdictional knowledge and extensive claim expertise to provide superior support and achieve the greatest benefit for every policyholder.

About CNA

CNA is one of the largest U.S. commercial property and casualty insurance companies. We provide a broad range of standard and specialized insurance products and services for businesses and professionals in the U.S., Canada and Europe, backed by more than 120 years of experience, an "A" rating for financial strength and approximately \$45 billion of assets.

For more information, please contact your local Middle Market underwriter or visit [cna.com](https://www.cna.com)