

Better protection for your middle market customers



Tapping into vast opportunities in a growing market

There's nothing small about America's middle market companies. The World Economic Forum estimates that there are more than 200,000 companies in the U.S. with revenues between \$10 million and \$1 billion¹.

Zurich respects the strength, commitment to excellence and drive for success represented by today's mid-sized companies. We know the market, we've invested in a service infrastructure to serve mid-sized customers, and we target opportunities to do business with middle market companies that demonstrate:

- Dedication to financial strength and a history of longevity and resilience
- Established, stable leadership delivering clear direction and business strategy
- Willingness to accept risk through sustainable program structures
- Strong management culture with a focus on anticipating and reducing risk
- History of building a multi-year, multi-line business partnership with their insurance carrier

Zurich insures across a broad range of businesses, offering specialized knowledge and capabilities for a number of key industries:



Manufacturing

Zurich's business appetite for manufacturing customers extends across a wide variety of categories, with an emphasis on industrial and business products.



Technology

Zurich offers specialized insurance and risk management expertise for computer hardware and electronics manufacturers as well as a variety of programming services.



Professional Services

Zurich serves a wide range of professional services companies, with focus on management, accounting and consulting firms, legal services, advertising and public relations agencies and more.



Financial Services

Zurich's appetite for financial industry customers is broad and varied, with special emphasis on banks, credit unions, insurance companies, brokers and real estate investment trusts (REITs).



Real Estate

Zurich's business appetite for commercial real estate customers includes commercial and industrial buildings; real estate agents and managers; title, abstract and settlement offices; and real estate investment trusts (REITs).

Private Equity

Zurich has a broad appetite, a dedicated and highly responsive underwriting team, a portfolio of products and services, and deep knowledge of the unique exposures faced by both private equity firms and their portfolio of companies.

Why choose Zurich for mid-sized customers?

Growing, middle market companies need scalable insurance products and risk management services that can evolve as their needs change.

Zurich's suite of insurance products and risk management services provide a single-source, scalable approach that grows with our customers.

Our global footprint allows us to provide a full spectrum of international products and services designed to protect everything from employees traveling abroad to production facilities and operations overseas. And our financial strength and global claims network ensures we will always be there when customers need us.

To learn more about working with Zurich for your middle market customers, contact us at: usz.sales.inquiry@zurichna.com.

Zurich

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1. Weinberg, Andrew S. "Fueling the US economy's middle market growth engine." World Economic Forum. Financial and Monetary Systems. 12 April 2018.

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