

Coverage for Travelers
Business Customers
with Foreign Exposures



Global Insurance Coverage: Essential for American Businesses

Fact is, one-third of the U.S. Gross Domestic Product is in international goods and services, and recent industry statistics show that U.S. businesses are embracing global growth more than ever.

Question is, how many of those businesses would be protected if:

- an employee was injured while traveling abroad for business?
- their company was sued by a foreign manufacturer for a defective part they supplied?
- their equipment was damaged in a fire at their European sales office?
- their rental vehicle caused injury during an accident in Asia?

Problem is, most traditional business insurance policies stop short of providing adequate coverage abroad. Fortunately, Travelers is in-synch with those needs – extending a full line of global insurance protection. Better yet, it's conveniently packaged for businesses large, medium and small. No longer a nice-to-consider. A must-have.



Just a few characteristics of businesses that may need global insurance:

- Have employees who travel outside the U.S.
- Export goods or services
- Have property outside the U.S./Canada, including at foreign trade shows
- Own or lease vehicles outside the U.S./Canada
- Outsource work to subcontractors who are domiciled outside the U.S./Canada
- Own or operate locations, such as sales offices or call centers, outside the U.S./Canada
- Station U.S. workers at foreign offices and/or employ third-country or local nationals

Just one check mark could signal a need for global insurance!

“While globalization is opening new doors to profitability, it is also bringing home the realization that there is increasing risk that is not covered by typical domestic insurance policies.”

Risk & Insurance,
“The Global Gap Is Spreading,”
April 15, 2008

Three Options to Meet a World of Needs

Whether a business has limited international dealings or operates in countries the world over, Travelers can tailor coverages to address its exposures. In fact, we offer three different levels of global insurance to seamlessly complement our domestic coverage.

Option 1: International Coverage Extensions

- **Profile** – Developed specifically for Commercial Accounts customers whose employees occasionally travel outside the U.S./Canada or who export products.
- **Overview** – Now incorporated into most Travelers’ domestic Commercial Accounts policies. The coverage extensions provide general liability protection for worldwide claims or suits resulting from U.S. exported products or temporary business travel outside the U.S./Canada. They also provide coverage for business personal property located abroad.

Option 2: Global CompanionSM

- **Profile** – Created for firms that have more significant foreign exposures and want to ensure that local protection is up to U.S. standards.
- **Overview** – Offers broadened general liability coverage; coverage for buildings and business personal property in foreign countries; DIC/DIL auto insurance for vehicles abroad; and coverage for employees hired or assigned to work outside the U.S./Canada.

Option 3: Controlled Master Program

- **Profile** – Tailored for companies that have established operations abroad and require local policies to comply with an individual country’s statutory insurance requirements.
- **Overview** – Includes all coverages under Global Companion plus customized coverage to fit the level of risk and scope of each business’s foreign operation.

Thanks to the breadth of our coverage options, we can easily adapt to our clients’ international insurance needs as their businesses grow—and their risks evolve.

| | 1 International Coverage Extensions | 2 Global Companion | 3 Controlled Master Program |
|---|---|--|--|
| Key Available Coverages and Services | | | |
| Worldwide/Foreign Suits | ✔ Extends GL protection for injury or damage caused by products made, sold, handled or distributed in the U.S./Canada to foreign suits; combined with domestic liability limits | ✔ Provides separate standard \$1M/\$2M GL limits for worldwide suits for injury or damage caused by foreign occurrences or offenses involving products made, sold, handled or distributed anywhere in the world, and for foreign suits for injury or damage caused by occurrences or offenses in U.S./Canada | ✔ Provides separate standard \$1M/\$2M GL limits for worldwide suits for injury or damage caused by foreign occurrences or offenses involving products made, sold, handled or distributed anywhere in the world, and for foreign suits for injury or damage caused by occurrences or offenses in U.S./Canada |
| Hired/Non-Owned Auto Liability | ✔ Hired car coverage combined with domestic auto limits; includes coverage for foreign suits | ✔ Separate standard DIC/DIL \$1M limits provided | ✔ Separate standard DIC/DIL \$1M limits provided |
| Property in Foreign Countries | ✔ Coverage for transit, business personal property (including computers) and business income from foreign dependent property | ✔ Full array of property coverages including buildings, business personal property, business income and extra expense, and more | ✔ Full array of property coverages including buildings, business personal property, business income and extra expense, and more |
| Transportation Expenses | ✔ Includes \$25,000 per person/\$50,000 aggregate for medical evacuation and repatriation | ✔ Includes limits up to \$250,000 per person/\$500,000 aggregate for medical evacuation and repatriation | ✔ Includes limits up to \$250,000 per person/\$500,000 aggregate for medical evacuation and repatriation |
| Global Executive Support Services | ✔ Provides travel assistance services | ✔ Provides travel assistance services | ✔ Provides travel assistance services |
| Premises Damage Liability | Not Available | ✔ Standard limits of \$250,000; higher limits available | ✔ Standard limits of \$250,000; higher limits available |
| Owned Auto Liability | Not Available | ✔ Provides DIC/DIL auto liability standard limits of \$1M | ✔ Provides DIC/DIL auto liability standard limits of \$1M |
| Hired Auto Physical Damage | Not Available | ✔ Provides hired auto physical damage aggregate limits of up to \$25,000 per year | ✔ Provides hired auto physical damage aggregate limits of up to \$25,000 per year |
| Foreign Voluntary Workers Compensation and Employer’s Liability | Not Available | ✔ Provides foreign voluntary workers compensation coverage for U.S./Canadian residents and third-country nationals and \$1M employer’s liability coverage for all types of employees | ✔ Provides foreign voluntary workers compensation coverage for U.S./Canadian residents and third-country nationals and \$1M employer’s liability coverage for all types of employees |
| Kidnap and Ransom | Not Available | ✔ Limits of up to \$250,000 per event, \$1,250,000 aggregate | ✔ Limits of up to \$250,000 per event, \$1,250,000 aggregate |
| Accidental Death and Dismemberment | Not Available | ✔ Limits of up to \$250,000 per event, \$1,250,000 aggregate | ✔ Limits of up to \$250,000 per event, \$1,250,000 aggregate |
| Local Admitted Policies | Not Available | Not Available | ✔ Local admitted capabilities in over 90 countries; including property, liability and EL/WC (where possible) |

[All amounts shown are in U.S.D.]

Why Today's Businesses Choose Travelers

No matter which global insurance plan a business selects, Travelers supports that plan with comprehensive services and unparalleled expertise.



Financial Strength and Stability

For today's businesses, financial strength and stability are key. Travelers is a FORTUNE 100 company with more than 150 years of experience in the insurance industry. We consistently receive high marks from independent rating agencies for our financial strength and claims-paying ability. As one of the nation's premier commercial property-casualty insurance companies, it's clear that we know this business... and understand yours.

Underwriting Expertise

As a leader in the global insurance marketplace, our team of experienced underwriters understands the unique requirements of internationally operating companies and their worldwide insurance needs. Travelers can provide flexible, creative and comprehensive insurance solutions, including local policies to conform with local laws and customs.

One-Stop Source

Travelers addresses the constantly changing needs of businesses with responsive products and services. We have representatives in every U.S. state, Canada, Ireland, and the U.K. Now, as one of the few providers of property/liability insurance for both domestic and global exposures, Travelers serves as a true one-stop source.

Knowledgeable Risk Control

Travelers risk control professionals are considered among the most knowledgeable in the world. They're familiar with local safety codes, construction standards, and risk management practices around the globe. Better yet, this local expertise is combined with a deep reserve of domestic capabilities to help businesses reduce risks and avoid losses.

Responsive Claim Services

Travelers provides local claim services through our network resources, monitored and controlled by a dedicated international claims staff in the United States. Not only do we provide claim services to all levels of international businesses, we understand local claim responses, languages, and laws.

Global Executive Support

This offers employees and their families additional peace of mind while traveling and working abroad.

Global Executive Support includes:

- **Medical assistance**, including pre-trip medical information and help for replacing medications
- **Personal assistance**, such as replacing lost documents, locating lost baggage, and obtaining legal and business services
- **Assistance making emergency arrangements** for employees, family members, and traveling companions in the event of an employee's illness

Extensive Global Network

Our international capability is strengthened by strategic alliances with major insurance companies in more than 90 countries. We select these companies based on strict criteria to ensure solid service and financial security. These solid relationships are further supported by written agreements and procedures that ensure a seamless delivery of worldwide protection.



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|----------------------|--------------------|-------------|----------------------|--------------------|----------------------|
| Aruba | China | Ghana | Kyrgyzstan | Norway | South Korea |
| Argentina | Colombia | Greece | Latvia | Oman | Spain |
| Australia | Congo (Republic) | Guatemala | Liechtenstein | Panama | Sweden |
| Austria | Costa Rica | Honduras | Lithuania | Peru | Switzerland |
| Bahamas | Croatia | Hong Kong | Luxembourg | Philippines | Taiwan |
| Bahrain | Cyprus | Hungary | Macau | Poland | Thailand |
| Barbados | Czech Republic | Iceland | Malaysia | Portugal | Togo |
| Belarus | Denmark | India | Mauritius | Romania | Trinidad and Tobago |
| Belgium | Dominican Republic | Indonesia | Mexico | Russian Federation | Tunisia |
| Benin | Ecuador | Ireland | Moldova | Saudi Arabia | Turkey |
| Bermuda | Egypt | Israel | Montenegro | Senegal | Turkmenistan |
| Bosnia & Herzegovina | El Salvador | Italy | Morocco | Serbia | United Kingdom |
| Brazil | Estonia | Ivory Coast | Namibia | Sierra Leone | Ukraine |
| Bulgaria | Finland | Jamaica | Netherlands Antilles | Singapore | United Arab Emirates |
| Cambodia | France | Japan | Netherlands | Slovakia | United States |
| Canada | Gabon | Kazakhstan | New Zealand | Slovenia | Venezuela |
| Chile | Germany | Kenya | Nigeria | South Africa | Vietnam |

For more information on how to help protect business interests abroad, visit us at travelers.com or contact your local independent agent. Agents please contact your Travelers Commercial Accounts or Global Accounts Representative.



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