



International Towers by Zurich

An award-winning, stand-alone D&O solution providing comprehensive protection against evolving international exposures.

As companies expand globally, they face a changing liability landscape with more cross-border and emerging risks — including claims against their directors and officers. Regardless of size, every company with a corporate board is vulnerable to litigation and claims made against these business leaders.

Directors and Officers (D&O) Liability Insurance protects the personal assets of board members and officers from claims made against them while serving their company. It also covers the legal fees and costs a company may incur when defending such claims.

While many multinational companies maintain D&O Liability Insurance, those policies often have one limit shared between U.S. and international exposures. So, what happens if a claim in the U.S. erodes the policy limits and leaves directors and officers in other countries without protection.

The Zurich Solution

Zurich's International Towers by Zurich policy provides U.S.-domiciled multinational companies with a dedicated international D&O limit for management liability exposures, enabling companies to better manage their international D&O exposures in a locally compliant manner.

The way it works is locally admitted policies are issued to the non-U.S. subsidiaries of our U.S. multinational customer. Additionally, a Master Policy is issued to the U.S. parent company providing cover for the company's non-U.S. management liability exposures. The Master policy also links all of the local policies, creating a coordinated, centrally managed International Program. Because the Master Policy only covers non-U.S. exposure, this insulates the International Program limits from U.S. claims.

The benefits:

Peace of mind

With a separate limit of liability and policy tailored for international exposures, companies can be assured they will have the compliant coverage they need where they need it.

Ease of doing business

International Towers by Zurich gives customers access to Zurich's market-leading dedicated team of certified international specialists, even when Zurich is not the primary D&O insurer on the traditional D&O tower.

A seasoned D&O risk partner

International Towers by Zurich is the latest example of Zurich's innovative approach to creating solutions for global challenges, with underwriting and servicing you can count on. In addition, every member of Zurich's D&O Claims team is an attorney with broad knowledge of the current litigation environment and an understanding of global exposures.

A Global Insurance Leader

Tailored international solutions backed by Zurich's near 50-year leadership position in service, claims and compliance.



Underwriting Expertise

Certified international underwriting experts collaborate with a robust team of in-country specialists to tailor your global risk solution.



Responsive, transparent servicing

Dedicated, accredited experts deliver transparent servicing via Proactive Broker Engagement and our global IT platform.



Uniform Claims Handling

With a single point of contact and consistent global claims process, you can count on us to help you get back to business.



Compliance

A trailblazer known for helping insureds navigate complex foreign premium tax obligations and avert financial penalties.

Zurich's Offerings

Traditional D&O offerings



Worldwide D&O tower without local admitted policies

One policy provides worldwide coverage, including both domestic and international exposures, under one limit and foreign exposures are covered without the issuance of local admitted policies rather from the U.S. Master policy which may raise local compliance issues.

Though convenient as only one policy is required, the coverage being provided outside of the U.S. is unlicensed/non-admitted coverage. Many countries do not allow non-admitted coverage which means there can be gaps in coverage.



Worldwide D&O tower with local admitted policies

While many primary insurance carriers can offer local international policies to compliantly manage international risk, those local policies offer only a shared limit of liability between international and U.S. exposures. This makes the local policy limits susceptible to erosion by loss to the U.S. Master Policy as a result of a U.S. claim.

Stand-alone International offerings



International Towers by Zurich:

- This D&O product is full coverage (e.g. Side A, B, and C), which includes both indemnifiable and non-indemnifiable coverage.
- Local policies include both indemnifiable and non-indemnifiable coverage
- The U.S. parent company receives the benefit of Financial Interest Coverage for indemnifiable loss where no local coverage was purchased or is available.



International Towers by Zurich Executive Universal Select:

- A Side-A only International Towers by Zurich offering.
- The U.S. master policy and Local Policies provide Side-A only coverage.
- This structure allows customers to purchase local policies to cover their non-indemnifiable exposure in non-admitted not permitted territories, which is the most important coverage to individual non-U.S. directors and officers.
- Companies who only purchase Side-A D&O Towers in the U.S. are able to purchase a Side-A only International Towers by Zurich program.
- Focused coverage results in potential cost savings over broader full coverage International Towers by Zurich program.



An example of how International Towers by Zurich can streamline policy structure and provide comprehensive coverage

In the following example, a traditional U.S. management liability program includes a \$40 million tower with no local admitted policies in foreign jurisdictions.

The International Towers by Zurich program:

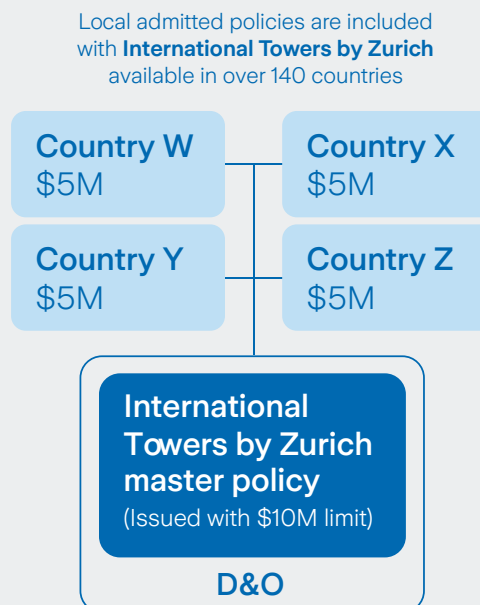
- Provides an additional \$10 million of limit for international exposures and enables non-U.S. directors and officers to access the additional limit of liability
- Ensures compliance with local legal, regulatory and tax requirements
- Allows foreign claims to be managed compliantly via local admitted policies

Most important, a U.S. class action cannot erode the limit for foreign directors and officers.

Traditional U.S. Tower



International Tower



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