

Introducing our Difference in Conditions (DIC) Earthquake Coverage

A new choice for wholesale placement

The Earthquake Coverage Gap

Earthquake risk is one of the most underinsured perils in the United States. In California alone, where seismic activity surged in 2024¹, a significant portion of commercial properties lack standalone earthquake coverage.

Traditional policies often exclude seismic risk, leaving commercial property brokers without suitable options and leaving property owners vulnerable—**that's why Cardinal E&S is introducing a new earthquake coverage solution.**

Cardinal E&S' Difference in Conditions (DIC) Earthquake Coverage

Designed for the evolving wholesale market. We're the strategic partner for brokers placing business that doesn't fit the standard box.



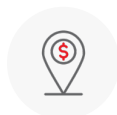
We'll look at older properties, wood-frame and difficult to place risks



Increased speed to market through a streamlined, relationship-driven process



Bringing a fresh set of eyes to your toughest placements



Strong capital position and robust reinsurance backing



Focused on underserved segments: small to mid-sized commercial, HOAs, municipalities, mixed-use portfolios

Our appetite is built for flexibility

With our financial strength and significant capacity, we're ideally positioned to consider difficult risks:

- Commercial and mixed-use properties
- HOAs and community associations (excluding tuck-under parking risks)
- Municipal portfolios and public infrastructure
- Residential buildings as part of commercial schedules
- Pre-1980 or non-retrofitted construction (case-by-case)
- Properties in California, the Pacific Northwest, New Madrid region and Alaska

¹<https://www.latimes.com/california/story/2024-10-10/year-of-the-quake-2024-brings-the-most-seismic-activity-in-decades-but-experts-arent-surewhy>

Program Highlights



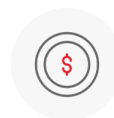
Minimum Premium

\$25,000 minimum policy premium



Limits

Limits up to \$15M



Deductibles

5%-15% value at time of loss (VATOL) deductibles



Quota share

Quota share primary and excess placements only



Underwriting

Underwriting informed by **catastrophe loss modeling** and judgement-driven risk selection

Subject to underwriting review. Terms may vary by risk.

Difficult earthquake risks require a different type of carrier.

Cardinal E&S

Tailored capacity

Fresh underwriting perspective

Built for your success



For more information, contact

Arnold Arias, Underwriting Consultant | U.S. Bank Tower, 633 W 5th Street, Suite 3330, Los Angeles, CA 90017 | Mobile: 661-350-4490 | arnold.arias@cna.com

Michael Everett, Underwriting Director, Wholesale Property | 7400 College Blvd #650, Overland Park, KS 66210 | Mobile: 785-633-8842 | michael.everett@cna.com

Robert Martin, VP, National Wholesale Property Leader | 151 N. Franklin, Suite 1600 | Chicago, IL 60606 | Mobile: 917-293-0240 | robert.martin@cna.com

One or more of the CNA companies provide the products and/or services described. The information is intended to present a general overview for illustrative purposes only. It is not intended to constitute a binding contract. Please remember that only the relevant insurance policy can provide the actual terms, coverages, amounts, conditions and exclusions for an insured. All products and services may not be available in all states and may be subject to change without notice. Certain coverages may be provided by a surplus lines insurer. Surplus lines insurers do not generally participate in state guaranty funds, and insureds are therefore not protected by such funds. "CNA" is a registered trademark of CNA Financial Corporation. Certain CNA Financial Corporation subsidiaries use the "CNA" service mark in connection with insurance underwriting and claims activities. Copyright © 2025 CNA. All rights reserved. 2025731