



# Zurich at a glance



## Who we are

-  One of the largest and most experienced providers of commercial insurance products and services in the U.S. and Canada.
-  We employ nearly 9,000 professionals across the U.S. and Canada.
-  We insure 95% of Fortune 500 companies as well as hundreds of middle market firms in industries ranging from agriculture to technology.
-  We deliver the experience of more than a century of customer commitment since our expansion to North America in 1912.
-  Our LEED Platinum®-certified headquarters in Schaumburg, Illinois, represents our commitment to reduce our global carbon footprint.
-  Our culture values diversity, inclusion, equity and belonging.
-  We align the Zurich Insurance Group's aspiration to be one of the most responsible and impactful businesses in the world.

## What we aspire to

Zurich North America wants to be your first choice as a premier partner to help meet the risk challenges of today and tomorrow. Our experienced people bring risk management, underwriting and claims expertise together to find the right resilience strategies and insurance solutions. The future of risk is always evolving, so we evolve with it, working to help build stronger, sustainable businesses for the road ahead.

## What we do

Zurich North America markets insurance products and services through six distinct business units:

- **U.S. National Accounts** – Developing holistic solutions and customized program structures for complex business risks to help customers build brighter futures with confidence.
- **U.S. Middle Market** – Delivering property and casualty solutions to a wide range of mid-sized businesses in targeted industries.
- **Direct Markets** – Providing tailored insurance solutions and vehicle protection products to meet the needs of auto dealerships and other automotive-related businesses.
- **Excess & Surplus** – Customizing tailored solutions for customers with unique and often complex risk exposures. Products delivered through wholesale distribution brokers.
- **Life, Accident and Health** – Offering a wide range of life insurance, accident and health products for employer/employee groups and others.
- **Crop Insurance** – Underwriting crop insurance for more than 130 different crops through affiliate RCIS.
- **Canada** – Delivering a broad range of insurance and risk management services to Canada-based businesses for over 90 years.

## How we help mitigate risk

**Zurich Resilience Solutions** provides a comprehensive range of Risk Engineering, mitigation and resilience-building services to customers across North America with a team of experienced professionals, many of whom have been drawn from the industries they now serve.

We are part of...

## Zurich Insurance Group Ltd.

A global leader in insurance and risk management

Zurich North America is a part of the global Zurich Insurance Group Ltd., a leading multi-line insurer based in Switzerland.

- Founded in 1872
- Serving customers in more than 210 countries and territories
- Approximately 56,000 employees worldwide
- USD 5.7 billion in 2021 Business Operating Profit (BOP)
- Financial strength ratings: AA/Stable (Standard & Poor's), and A+/Stable (A.M. Best)

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<https://future-of-risk.captivate.fm/>

Risk  
Insights

[www.futureofrisk.com](http://www.futureofrisk.com)

Learn more about Zurich North America by visiting [zurichna.com](http://zurichna.com) or [zurichcanada.com](http://zurichcanada.com)

## Who leads Zurich North America



**Kristof Terryn**  
Chief Executive Officer



**Paul Lavelle**  
Head of U.S.  
National Accounts



**Saad Mered**  
Chief Executive  
Officer, Canada



**Thomas Fioretti**  
Chief Risk  
Engineering Officer



**Keith Daly**  
Chief Claims Officer



**Vince Santivasi**  
Head of Direct Markets



**Alex Wells**  
Head of U.S.  
Middle Market



**Jason Meador**  
Head of RCIS  
(Crop Insurance)



**David Fike**  
Head of Life,  
Accident and Health



**Colleen Zitt**  
Chief Risk Officer



**Peter Hirs**  
Chief Financial Officer



**Mark Knipfer**  
Chief Operations &  
Technology Officer



**Laura Lazarczyk**  
Chief Legal Officer



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