

**WHAT'S HOT IN
CONSTRUCTION RISK MANAGEMENT SEMINAR**

TERRORISM RISK & INSURANCE

Presented by

**Michael D. Markman
Chief Executive Officer
Zurich North America Construction**

Monday, November 11, 2002

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Chief Executive Officer
Zurich North America Construction

Mr. Markman is one of four panelists for Monday's "What's Hot in Construction Risk Management?" seminar. He serves as chief executive officer of the Construction business unit of Zurich North America. Construction, formed in 1995, provides insurance and risk financing to all parties involved in the construction process, including owners, construction managers, contractors, and subcontractors. Coverages include property, builders risk, liability, commercial auto, umbrella, workers compensation, and specialty casualty for large and middle market risks. Solutions are developed for domestic as well as global exposures and may be provided for selected projects or for all of a customer's construction exposures.

Mr. Markman joined Zurich North America in 1995 to head Construction operations. He is the former president of the Major Markets division at St. Paul Companies. Previously, he was Commissioner of Insurance for the State of Minnesota. Mr. Markman is the chairman of the board of directors of the Minnesota Workers Compensation Reinsurance Association and serves on the board of directors of American Community Partnerships.

A graduate of the University of Minnesota, Mr. Markman holds a master's degree in public policy from the the University of Michigan.

Zurich North America is a member of the Zurich Financial Services Group (ZFSG), a global leader in the financial services industry. Providing its customers with products and solutions in the area of financial protection and asset accumulation, ZFSG concentrates its activities in four core businesses: non-life and life insurance, reinsurance, and asset management.

Headquartered in Zurich, Switzerland, the Group's worldwide presence builds on strong positions in its three home markets: the United States, the United Kingdom, and Switzerland. The Zurich Financial Services Group has offices in more than 60 countries reaching over 30 million customers and employing some 68,000 people.

TERRORISM RISK & INSURANCE

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Terrorism

- Status of the Insurance Market
 - Property
 - Liability
- Perception of Exposure
- Status of Federal Legislation

Insurance Company Issues

- Property Issues
 - Management of Exposures
 - Contingent Business Interruption
 - Coverage for “Fire Following”
- Liability Issues
- Workers Compensation Issues
 - Management of Exposures
 - Aggregation

Reinsurance Issues

- Coverage Availability
- Capacity
- Costs

What is the Future

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