



**SOMPO
INTERNATIONAL**

INSURANCE



Sompo Global Risk Solutions

Sompo Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals where we have depth of expertise. Servicing middle market and large accounts domiciled in the U.S., we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service. We take a unique approach, tailoring value added service to clients in the following industries:

- Real Estate & Hospitality
- Financial Institutions
- Professional Services

Sompo Global Risk Solutions' approach is to forge a long-term holistic trading partnership with each account, not based on individual products, rather by offering all lines of business through a multi-disciplinary specialty team with a focus on the industry verticals where we have depth of expertise.

We are committed to providing our clients with:

- Empowered industry-specific underwriters who have authority at the point of sale.
- Loss control resources specializing in risk management programs tailored to the needs of the specific client segment.
- Dedicated in-house claims staff with strategic partnerships with outside counsel specializing in our clients' operations and risk exposures.
- Operations teams with deep expertise who truly understand and can quickly respond to policy requests.

COVERAGE FEATURES

- Minimum annual P&C premium of \$250K or greater
- Guaranteed cost and all alternative risk transfer mechanisms (deductibles, SIR, retro rating plans and captive programs)

SIGNIFICANT CAPACITY

We take a unique approach, providing comprehensive coverage across all lines of business. We offer significant capacity for the following product lines:

- Property – up to \$300M AOP/\$25M CAT
- General Liability – \$1M limit, can increase based on risk (admitted only)
- Package – same as Property and GL
- Auto – \$1M limit, can increase based on risk
- Workers' Compensation – statutory limits
- Umbrella/Excess Casualty – \$25M
- Environmental – \$25M (Site Environmental Impairment, Contractor's Pollution & Environmental Excess)
- Builders' Risk – same as Property

- Surety – depending on bonding needs
- Professional Lines – \$25M (Real Estate & Hospitality)
- Weather Protection – \$50M limit, can increase based upon risk

FINANCIAL INSTITUTIONS & PROFESSIONAL SERVICES

Providing multi-line P&C coverage to middle market and large commercial insurance companies, banks and other financial services companies as well as a range of professional services firms, we target the following classes:

- Fund Advisors
- Life insurance Companies
- P&C Insurance Companies
- HMOs/PPOs
- Hedge Funds
- Private Equity Firms
- Money Center Banks
- Community Banks
- Investment Banks
- Consulting Firms
- Law Firms
- Accounting Firms
- Engineering Firms
- Architectural Firms

REAL ESTATE & HOSPITALITY

Providing coverage across all lines of business to Real Estate & Hospitality owners, investors, managers and servicing companies, we target the following classes:

- Real Estate Funds
- Real Estate Investment Trusts (REITs)
- Global Real Estate Service Firms
- Building Owners
- Arenas/Venues
- Museums/Art Centers
- Golf Club Owners/Operators
- Hotel Owners
- Hotel Operators
- Hotel Brands
- Property Managers
- Restaurants
- Cultural Institutions
- Gaming/Casinos
- Parking Operators

KEY CONTACTS

Michael Chang

Chief Executive Officer,
Global Risk Solutions
T +1.212.471.2816
E mchang@sompo-intl.com

Ionel Rizea

Senior Vice President,
Chief Business Development
and Operations Officer
T +1.917.281.0728
E irizea@sompo-intl.com

Edward Chiang

Senior Vice President,
Chief Pricing Actuary
T +1.212.471.2829
E echiang@sompo-intl.com

PRODUCT LEADERS

Nilo Enriquez

Senior Vice President,
Casualty Product Leader
T +1.212.471.2810
E nenriquez@sompo-intl.com

Michael Nardiello

Senior Vice President,
Property Product Leader
T +1.212.471.1765
E mnardiello@sompo-intl.com

Lynn Parks-Carter

Executive Vice President,
Lead Umbrella Product Leader
T +1.213.270.7007
E lparks-carter@sompo-intl.com

Josh Pillion

Senior Vice President,
Environmental Product Leader
T +1.213.270.7014
E jpillion@sompo-intl.com

UNDERWRITING

Financial Institutions & Professional Services

Nelson Telemaco

Senior Vice President,
Financial Institutions P&C and
Professional Services P&C Leader
T +1.646.681.0185
E ntelemaco@sompo-intl.com

Real Estate & Hospitality

Jason Dockery

Senior Vice President,
Real Estate & Hospitality Leader,
Eastern Region
T +1.919.410.3532
E jdockery@sompo-intl.com

Barbara Frare

Senior Vice President,
Real Estate & Hospitality Leader,
Western Region
T +1.970.820.0934
E bfrare@sompo-intl.com

Casualty

Laura Corigliano

Vice President,
U.S. Casualty Team Leader
T +1.646.681.0175
E lcorigliano@sompo-intl.com

Bentley Betts

Vice President,
Senior Underwriting Specialist
T +1.213.446.5115
E bbetts@sompo-intl.com

Daryl Dubrovich

Assistant Vice President,
Senior Underwriting Specialist
T +1.480.575.3202
E ddubrovich@sompo-intl.com

Property

Shaun Gonzales

Vice President,
U.S. Property Team Leader
T +1.646.681.0193
E sgonzales@sompo-intl.com

William Rodriguez

Assistant Vice President,
Property & Business Development
T +1.917.281.0750
E wrodriguez@sompo-intl.com

Adam Bergen

Assistant Vice President,
Property Underwriter
T +1.212.209.6509
E abergen@sompo-intl.com

Chloe Ferguson

Property Underwriter
T +1.212.471.1770
E cferguson@sompo-intl.com

Te'Shounda Fleming

Property Underwriter
T +1.212.471.2803
E tfleming@sompo-intl.com

Environmental

Larry O'Brien

Vice President,
Senior Underwriting Specialist
T +1.646.681.0178
E lobrien@sompo-intl.com

Umbrella

Kathleen Ratcliffe

Vice President, Lead Umbrella
T +1.646.681.0169
E kratcliffe@sompo-intl.com

CLAIMS

Christopher Adolph

Vice President, Property Claims Leader
T +1.213.270.7801
E cadolph@sompo-intl.com

Rose M. J. Charles, Esq.

Vice President, Casualty Claims Leader
T +1.908.376.2490
E rcharles@sompo-intl.com

J. Scot Corrigan

Vice President,
Workers' Compensation
Claims Leader
T +1.213.270.7019
E scorrigan@sompo-intl.com

Bill Barry

Vice President,
Claims Account Manager
T +1.908.376.2448
E wbarry@sompo-intl.com

Jennifer Chase

Assistant Vice President,
Claims Account Manager
T +1.917.421.4976
E jchase@sompo-intl.com

Luanne Daugherty

Assistant Vice President,
Claims Account Manager
T +1.213.270.7011
E ldaugherty@sompo-intl.com

LOSS CONTROL

Victor Sordillo

Senior Vice President,
Loss Control
T: +1.908.376.2499
E vsordillo@sompo-intl.com

Brent Escoubas

Vice President,
Loss Control
T +1.213.443.7830
E bescoubas@sompo-intl.com

Glen O'Connor

Vice President,
Loss Control
T +1.646.681.0194
E goconnor@sompo-intl.com

Jeff Waldron

Assistant Vice President,
Loss Control
T +1.484.425.1446
E wwaldron@sompo-intl.com

Daniel Liy

Assistant Vice President,
Loss Control
T +1.917.421.4965
E dliy@sompo-intl.com

OPERATIONS

Puja Rana

Assistant Vice President,
Operations Manager
T +1.212.471.1750
E prana@sompo-intl.com

Stephen Ruane

Assistant Vice President,
Alternative Risk Transfer Services
Manager
T +1.908.376.0832
E sruane@sompo-intl.com