



Sompo Global Risk Solutions

Sompo Global Risk Solutions takes a unique approach, offering comprehensive multiline capabilities targeted at select industry verticals and client segments where we have depth of expertise. We work through a network of U.S. retail brokers to service middle market and large accounts who share our commitment to long-term partnerships built on white glove service. Delivering tailored products and services, our teams specialize in:

- Financial Institutions
- Professional Services
- Real Estate
- Hospitality
- Japanese Interest Accounts – U.S.

U.S. Japanese Interest Accounts - Property

Sompo Global Risk Solutions' U.S. Japanese Interest Accounts team provides fully-serviced standard admitted products to our Japanese clients in the U.S. Our Property team has a broad underwriting appetite and strong capabilities across a range of industries. Supported by superior risk engineering and claims services, our dedicated underwriters are client focused, flexible and innovative. With an average of 25 years of property insurance experience, our underwriters, risk engineers and claims professionals deliver value to each account.

PRODUCTS

We have a broad appetite for property insurance and offer the following range of products:

- All Risk PD/BI including Equipment Breakdown
- HPR
- ISO (Commercial Package)
- COP Commercial Output
- Builders Risk
- Inland Marine
- Crime
- Difference in Conditions/ Difference in Limits

SIGNIFICANT CAPACITY

- Property: \$500M All Risk 100% Blanket or Loss Limit; Shared, Layered and Quota Share Business
- Crime: \$1M Capacity (excludes ERISA)
- Inland Marine: \$100M Capacity

UNDERWRITING FEATURES

- Japanese Interest Accounts with minimum annual premium of \$100K
- Participation: 100%, Shared and Layered including Primary, Excess and Quota Share

TARGET CLASSES

We provide coverage to our Japanese clients with operations in the U.S., focusing on the following classes:

- Manufacturing
 - Auto Parts
 - Industrial Machinery
 - Fabricated Metal Products
 - Electronic Components
- Wholesale & Retail
 - Durable and Non-Durable Goods
 - Food & Beverage
 - Apparel
- Services
 - Business & Financial
 - Office Equipment Installation & Repair
- Others
 - Food Processing
 - Distribution

SUBMISSION REQUIREMENTS

- Risk specifications, including desired layering, target pricing, expiring carriers/program information
- Five year loss history (minimum)
- Current Statement of Values (SOV), electronic format if possible
- COPE Information
- Loss Prevention reports for key locations including Loss Estimates (if not available in time to inspect)

KEY CONTACTS

Lisa Davis

President,
U.S. Japanese Interest
Accounts
T +1.704.972.7296
E ldavis@sompo-us.com

Marvin Sobodash

Underwriting Manager,
Property U.S. JIA
T +1.704.759.2557
E msobodash@sompo-us.com

Tom Webster

Underwriting Account
Executive,
Property U.S. JIA
T +1.704.759.2119
E twebster@sompo-us.com

Teresa Myers

Underwriting Account
Executive,
Property U.S. JIA
T +1.704.759.2126
E tmyers@sompo-us.com

Julie Tucker

Underwriting Account
Executive,
Property U.S. JIA
T +1.704.759.2121
E jtucker@sompo-us.com

Ruth Brown

Underwriting Account
Executive,
Property U.S. JIA
T +1.704.759.2114
E rbrown@sompo-us.com

Wyatt Cromer

Underwriting Account
Executive,
Property U.S. JIA
T +1.704.501.8424
E wcromer@sompo-us.com

Clarethra (Clare) Rozier

Underwriter,
Property U.S. JIA
T +1.704.759.2107
E crozier@sompo-us.com

CLAIMS

Christopher Adolph

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

LOSS CONTROL

Jason Winslow

Manager, Loss Control
U.S. JIA
T +1.704.972.1054
E jwinslow@sompo-us.com

CHARLOTTE

Hayes Building
11405 North Community
House Road, Suite 500
Charlotte, NC 28277
T +1.704.759.2200

NEW YORK

1221 Avenue of the Americas
New York, NY 10020
T +1.212.209.6500

About Sompo International

The Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. Sompo International is a global specialty provider of property and casualty insurance and reinsurance. Sompo International underwrites agriculture, professional lines, property, marine and energy, and casualty and other specialty lines of insurance and catastrophe, property, casualty, professional lines and specialty lines of reinsurance.

Our Financial Strength

Sompo International's operating subsidiaries have balance sheets comprising high quality assets and excellent liquidity. We maintain ratings of A+ (Superior) from A.M. Best (XV size category) and A (Strong) from Standard & Poor's. In addition, we are backed by the financial strength of Sompo Japan Nipponkoa Insurance Inc., which holds more than \$67 billion in total assets and has A+ financial strength ratings from both A.M. Best and Standard & Poor's.

Our Commitment to Japanese Interest Accounts

At Sompo Global Risk Solutions, we pride ourselves on our client-centric approach to providing a full array of standard and specialty products to our insureds and their distribution partners. Our business model is built on forging long-term relationships with clients and brokers who value a strong balance sheet, industry expertise, stable pricing and high quality, customized services. Beyond our commitment to disciplined and responsive underwriting, we provide each client with strong claims support and assistance, highly customized loss control services, and policy processing which surpasses the industry standard.