



SOMPO
INTERNATIONAL

INSURANCE

London Market & Europe Insurance

Products and Capabilities





Since our inception, Sampo International has broadened our capabilities and distribution channels to become a leading specialty insurance company in the London Market. We have now expanded our global reach into the European Union with the integration of Sampo Europe, the establishment of a new insurer based in Luxembourg and access to Lloyd's Brussels.

With a dedicated team comprised of the highest quality underwriters, claims and support professionals with years of experience in their disciplines, we are recognized as an approachable and trusted partner to our intermediaries and clients. Our specialty underwriters spend time understanding each client's risk exposures and we have quickly gained a reputation for providing sustainable and pragmatic solutions.

With a client-focused approach and diverse product offerings, we are well positioned to provide efficient and responsive service to our clients throughout Europe.

I encourage you to visit our website or contact our London Market & Europe underwriting teams to learn more.

Graham Evans
Chief Executive Officer,
London Market & Europe Insurance
Sampo International

Our Commitment to the London & European Markets:

With a commitment to the London & European Markets, our Insurance teams underwrite specialty risks through several strongly capitalized A+ S&P rated underwriting platforms.

Endurance at Lloyd's, managing agent of Syndicate 5151, delivers customized products to clients around the world.

Endurance Worldwide Insurance Limited, our London-based company platform, offers UK and U.S. surplus lines capabilities.

SI Insurance (Europe), SA, our new Luxembourg-based insurance company, provides a diverse range of products to clients across the European Economic Area.

Working through broad distribution networks outside of North America, we offer the following products to accounts around the globe:

- Accident & Health
- Aerospace
- Casualty
- Energy
- Marine
- Political & Financial Risk
- Professional Lines
 - Financial Institutions
 - Management Liability
 - Professional Indemnity
- Property
- Transaction Risk

We offer significant capacity as lead or follow market, across all of our products. We offer stable and competitive terms throughout the market cycle and pride ourselves on superior service, both in responding to underwriting submissions and in paying valid claims promptly.

We are committed to the markets we serve and to forging valued long-term business partnerships.

London Market & Europe Insurance products and capabilities

PROPERTY, MARINE AND ENERGY

Product	Target Classes (Includes but not limited to)	Products/Capacity	Key Contact
Property	<ul style="list-style-type: none"> • Agriculture and Food Production • Financial Services • Healthcare High Technology • Hospitality • Manufacturing • Media • Metals and Minerals • Pharmaceutical • Public Entities • Real Estate • Retail • Telecommunication • Transportation 	<p>Primary, excess or quota share coverage for the following risks:</p> <ul style="list-style-type: none"> • Fire and related perils: \$50M • High hazard Earthquake, Wind and Flood (normal maximum lines) <ul style="list-style-type: none"> – \$5M within the 1 in 100 year return period – \$10M within the 1 in 250 year return periods 	<p>Rupert Cousins Senior Vice President, Property London Market & Europe Insurance T +44 (0) 20 7337 2862 E rcousins@sompo-intl.com</p>
Marine – Cargo & Specie	<p>Cargo:</p> <ul style="list-style-type: none"> • Hi-tech • Pharmaceutical • Machinery • Oil & Gas • Bulk Oil • Ores <p>Specie:</p> <ul style="list-style-type: none"> • Precious Metal – Vault Locations • Museums and Galleries • Wholesale Jewellers • Secure Logistics and Valuable Asset Management 	<p>Cargo: \$25M</p> <ul style="list-style-type: none"> • Cargo Open Policy • Excess Stock • Stock – Throughput • Project Cargo <p>Specie: \$50M</p> <ul style="list-style-type: none"> • General Specie • Fine Art • Jewellers Block • Cash in Transit (Excess) 	<p>Paul Ashworth Head of Marine London Market & Europe Insurance T +44 (0) 20 7246 6055 E pashworth@sompo-intl.com</p> <p>Gordon Fry Head of Cargo & Specie London Market & Europe Insurance T +44 (0) 20 7337 2956 E gfry@sompo-intl.com</p>
Marine – Hull & Liability	<p>Blue & Brown Water Hull:</p> <ul style="list-style-type: none"> • Vessels of all sizes and types <p>Marine Liability:</p> <ul style="list-style-type: none"> • P&I Clubs • Ship Repairers • Charterers • Terminal Operators • Mortgagees 	<p>Blue & Brown Water Hull:</p> <ul style="list-style-type: none"> • Hull and Machinery: \$25M • Builders' Risk: Up to \$50M • Marine Hull War: Up to \$50M • Mortgagees Interest: Up to \$50M <p>Marine Liability:</p> <ul style="list-style-type: none"> • P&I: Up to \$50M • Other Marine Liability: \$25M 	<p>Paul Ashworth Head of Marine London Market & Europe Insurance T +44 (0) 20 7246 6055 E pashworth@sompo-intl.com</p> <p>Christopher Stafford-Hill Senior Vice President, Hull & Liability London Market & Europe Insurance T +44 (0) 20 7337 2995 E cstaffordhill@sompo-intl.com</p>
Energy	<ul style="list-style-type: none"> • Upstream: Contractors, Exploration and Production • Mid and Downstream: Refiners, Petrochemical, Gas Processing, Storage and Distribution • Power: Electricity Generating • Renewables: Wind and Solar 	<ul style="list-style-type: none"> • Mono-line to Composite • Fully integrated approach • \$100M line capability 	<p>Tom Houston Head of Energy London Market & Europe Insurance T +44 (0) 20 7337 2931 E thouston@sompo-intl.com</p> <p>Alex Murray Senior Vice President, Deputy Head of Energy Head of Onshore Energy London Market & Europe Insurance T +44 (0) 20 7337 2926 E amurray@sompo-intl.com</p>

PROFESSIONAL LINES

Product	Target Classes (Includes but not limited to)	Products/Capacity	Key Contact
Financial Institutions	<p>Financial institutions clients including the following sectors (excluding those domiciled in the U.S.):</p> <ul style="list-style-type: none"> • Commercial Banks • Retail Banks • Investment Managers and Advisors • Hedge Fund Managers • Private Equity Managers • Insurance Companies • Stockbrokers • Corporate Finance Advisors • Financial Service Providers • Clearing and Settlement Houses 	<p>Primary and excess coverage across the following products:</p> <ul style="list-style-type: none"> • Professional Liability • Crime • Directors & Officers (D&O) • Employment Practices Liability • Pension Trustee Liability • Public Offering of Securities <p>Capacity: \$25M across all products</p>	<p>London Market John Richards Senior Vice President, Head of Financial Institutions London Market Insurance T +44 (0) 20 7337 2923 E jrichards@sompo-intl.com</p> <p>Europe Speciality Thomas M. Mannsdorfer Executive Vice President, Head of European Speciality Insurance Underwriting T +44 (0) 74 0886 7866 E tmannsdorfer@sompo-intl.com</p>
Management Liability	<p>All industry sectors excluding Financial Institutions and clients domiciled in the U.S.:</p> <ul style="list-style-type: none"> • Publicly traded, private and not-for-profit entities of any size • Clients with shares traded on any international exchange including full U.S. listings and all levels of ADR 	<p>Primary and excess coverage across the following products:</p> <ul style="list-style-type: none"> • Management Liability • D&O including Side-A and Side-A DIC • Employment Practices Liability • Pension Trustee Liability • Public Offering of Securities • Crime <p>Capacity: \$25M across all products</p>	<p>London Market Jeremy Isaacs Senior Vice President, Head of Management Liability London Market Insurance T +44 (0) 20 7337 2851 E jisaacs@sompo-intl.com</p> <p>Europe Speciality Thomas M. Mannsdorfer Executive Vice President, Head of European Speciality Insurance Underwriting T +44 (0) 74 0886 7866 E tmannsdorfer@sompo-intl.com</p>
Professional Indemnity	<p>Micro, SME to FTSE 100 clients (excluding those domiciled in the U.S.) including:</p> <ul style="list-style-type: none"> • Accountants • Architects • Chartered Surveyors • Cyber • Design & Construct • Engineers • Insurance Brokers • Information Technology • Media • Miscellaneous • Project Specific Policies • Solicitors 	<p>Primary and excess coverage:</p> <ul style="list-style-type: none"> • Any One Claim Coverage • Costs In Addition to Limit of Indemnity • Costs Exclusive Deductibles • Full Civil Liability <p>Ten year policy period available on project specific policies Capacity: \$25M across all products</p>	<p>London Market Ian Bowler Senior Vice President, Head of Professional Indemnity London Market Insurance T +44 (0) 20 7337 2920 E ibowler@sompo-intl.com</p> <p>Europe Speciality Thomas M. Mannsdorfer Executive Vice President, Head of European Speciality Insurance Underwriting T +44 (0) 74 0886 7866 E tmannsdorfer@sompo-intl.com</p>
Transaction Risk	<p>All industry sectors:</p> <ul style="list-style-type: none"> • Clients domiciled or conducting their key target business in Continental Europe • Publicly traded, private and not-for-profit entities • Large and Small/Medium Enterprise (SME) companies 	<p>Primary and excess coverage across the following products:</p> <ul style="list-style-type: none"> • Buyer-side W&I Insurance • Seller-side W&I Insurance • Seller-induced Buyer-side W&I Insurance • Tax Liability Insurance (TLI) <p>Capacity: \$50M capacity for W&I Insurance</p>	<p>Thomas M. Mannsdorfer Executive Vice President, Head of European Speciality Insurance Underwriting T +44 (0) 74 0886 7866 E tmannsdorfer@sompo-intl.com</p>

SPECIALTY

Product	Target Classes (Includes but not limited to)	Products/Capacity	Key Contact
Casualty	<ul style="list-style-type: none"> • Manufacturing • Retail • Energy (primary E&P and downstream) • Transportation • Public Sector • Construction (annual) • Construction projects (up to 78 months plus maintenance period) • Hospitality • Sports 	<p>Primary and excess coverage across all products determined by both territory and sector, including Employers and Public Liability coverage where required.</p> <p>Capacity: \$25M USD/CAD or \$30M AUD</p>	<p>Giles Quartly Senior Vice President, Head of General Liability London Market & Europe Insurance T +44 (0) 20 7337 2992 E gquartly@sompo-intl.com</p>
Accident & Health	<ul style="list-style-type: none"> • Personal Accident/Illness (Group & Individual) • Medical Expense • Sports Professionals • War & Terrorism • Travel/Credit Card • Aviation • Contract Protection Insurance 	<p>Primary and excess coverage provided with maximum capacity as follows:</p> <ul style="list-style-type: none"> • Any One Life: \$5M • Any One Event: \$25M • Medical Expenses: \$10M per person 	<p>Dale Willetts Executive Vice President, Head of Accident & Health London Market & Europe Insurance T +44 (0) 20 7246 6032 E dwilletts@sompo-intl.com</p> <p>Andrew Fuller Senior Vice President, Accident & Health London Market & Europe Insurance T +44 (0) 20 7246 6034 E afuller@sompo-intl.com</p>
Aerospace	<ul style="list-style-type: none"> • Airline Commercial Operators • Airline Industrial Aid Operators • Product Manufacturers • Service and Repair Providers • Airport Operators • Air Traffic Services • Ground Service Providers • General Aviation Operators • General Aviation Industrial Aid Operators • Lessors, Banks and Finance Houses 	<p>Primary and excess coverage provided with maximum capacity as follows:</p> <ul style="list-style-type: none"> • Hull and Liability: \$150M • Liability Only Cover: \$150M • Hull War: \$25M • Excess Liability War: \$75M 	<p>Andrew Metcalfe Head of Aerospace London Market & Europe Insurance T +44 (0) 20 7337 2961 E ametcalfe@sompo-intl.com</p>
Political & Financial Risks	<ul style="list-style-type: none"> • Banks active in International Trade Finance • Commodity Finance, in particular Oil & Gas, Metals & Mining whether insureds are physical commodity traders or financing banks • Engineering/Construction trade sectors • Utilities: Power, Water and Telecoms • Asset Finance — Credit Risk Solutions 	<p>Coverage across a full range of political risk and credit insurance products, including:</p> <ul style="list-style-type: none"> • Trade-related Political Risk Insurance including coverage against: <ul style="list-style-type: none"> – Counterparty non-payment – Non-delivery for pre-paid goods – Inability to convert and transfer currency – Embargo – Licence cancellation – Unfair bond calling • Confiscation, Nationalisation, Expropriation, Deprivation Coverage • Single Risk Credit Insurance <p>Capacity: \$40M per risk</p>	<p>Matthew Woollam Head of Political & Financial Risk London Market & Europe Insurance T +44 (0) 20 7337 2985 E mwoollam@sompo-intl.com</p>



BERMUDA

Hamilton, Bermuda

UNITED KINGDOM

London, England

CONTINENTAL EUROPE

Barcelona, Spain
Bordeaux, France
Brussels, Belgium
Düsseldorf, Germany
Luxembourg
Milan, Italy
Paris, France

MEXICO

Mexico City

UNITED STATES

Atlanta, Georgia
Boston, Massachusetts
Cedar Knolls, New Jersey
Charlotte, North Carolina
Chicago, Illinois
Dallas, Texas
Florham Park, New Jersey
Los Angeles, California
Louisville, Kentucky
Lubbock, Texas
Nashville, Tennessee
New Hyde Park, New York
New York, New York
San Francisco, California
Seattle, Washington
St. Louis, Missouri

About Sampo International

The Sampo International companies are wholly owned subsidiaries of Sampo Holdings, Inc. (Sampo), whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. Sampo International is a global specialty provider of property and casualty insurance and reinsurance. Sampo 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

Sampo 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 Sampo Holdings, Inc., which holds more than \$100 billion in total assets.

Our Lloyd's Syndicate

Syndicate 5151 underwrites exposures across a diverse range of industries utilising Lloyd's network of licenses in the provision of multi-national policies bespoke to individual client requirements. Working closely with our Lloyd's brokers and their network of producing agents, our approach is to build long-term lasting relationships with our clients. Endurance at Lloyd's is the managing agent of Syndicate 5151. As an extension of our London-based Lloyd's platform Syndicate 5151, we have access to Lloyd's Brussels via LBS 5385, which is our platform to write European Economic Area syndicate risk post-Brexit.

London Market & Europe Insurance Leadership

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