

Sompo GRS Insights

We are pleased to introduce the next installment of our quarterly newsletter, *Sompo GRS Insights*, a forum dedicated to sharing news, tips, trends, recent successes and new developments at Sompo Global Risk Solutions impacting our brokers and insureds.

As always, we appreciate your continued support and thank you for selecting Sompo Global Risk Solutions to be part of your risk and insurance programs.

ABOUT US

Sompo Global Risk Solutions offers comprehensive multiline capabilities targeted at select industry verticals and client segments where we have a depth of expertise.

Delivering tailored products and services, our teams specialize in:

- Real Estate
- Hospitality
- Financial Institutions
- Professional Services
- Japanese Interest Accounts (JIA)

Servicing middle market and large accounts domiciled in the U.S. and with minimum annual premium of \$250K for Real Estate and \$100K for Financial Institutions, Professional Services and Japanese Interest Accounts, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service.

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If you would like to subscribe to **Sompo GRS Insights**, please email Ionel Rizea at irizea@sompo-intl.com

Please follow us on [LinkedIn](#)!

May 2018

Welcome to our Spring edition of *Sompo GRS Insights*.

2018 is shaping up to be an exciting year! We recently completed the integration of Sompo America's commercial property, casualty and specialty platform serving the U.S. operations of Sompo's Japanese Interest Accounts into Sompo GRS. Lisa Davis, EVP, President of U.S. JIA Business, continues to lead this business. This integration has created outstanding opportunities and synergies not only for GRS but for Sompo International as we infuse new talent into our team and continue to broaden our product offerings.

We are also pleased to announce that, in collaboration with broker partners, we have launched two new products to the market. The first is an umbrella risk purchasing program tailored to U.S.-based accounts in the commercial real estate and hospitality industries. Sompo GRS will underwrite an array of umbrella coverages, including follow form employers' liability and auto liability. The second is a new casualty insurance program targeted to hospitality clients, offering customized coverage across general liability, workers' compensation and auto liability. Both programs leverage our technical and multi-line capabilities, financial strength and deep expertise within the verticals that we serve. We look forward to additional opportunities to partner with our brokers on similar, innovative initiatives across our industry verticals and client segments.

As we continue to proactively build our capabilities with new and creative products to meet our clients' long-term insurance needs, we remain committed to ensuring that every account receives white glove service. We very much appreciate the strong support that we continue to receive from the market and we look forward to continuing to build our portfolio and deliver unparalleled underwriting, actuarial, claims and loss control services!

I encourage you to contact our team at any time with questions or suggestions.

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NEW AND NOTEWORTHY

Sompo International's Financial Strength Rating Upgraded to A+ by S&P

We are extremely pleased that the financial strength ratings of Sompo International's operating subsidiaries have been upgraded to "A+" from "A" by S&P Global Ratings. We believe this upgrade reflects the market's confidence in our rigorous underwriting process and our commitment to our brokers and clients. At the same time, Sompo Holdings, Inc. received notice from S&P that it raised the assessment of the Sompo Holdings Group's enterprise risk management (ERM) to "Strong" from "Adequate with strong risk controls".

Sompo GRS CEO, Michael Chang Participates at 2018 NICE Conference

On May 17th, Sompo GRS' CEO, Michael Chang was the Keynote speaker for the 2018 Northeast Insurance Conference (NICE), sharing his perspective on the Insurance industry today and what the future may hold. Additionally, Michael joined other industry executives including Lex Baugh, CEO North America, General Insurance, AIG; David Blumenstein, CEO, The Segal Group; Robert Cartwright, Jr., President, RIMS; and Paul Horgan, Head of Commercial Insurance North America, Zurich as a panelist on the CEO Roundtable. This group discussed what keeps them up at night, an aging workforce, emerging technology, the gender pay gap, diversity within the industry and how they got where they are today.

Christine Sullivan Re-elected Vice President of Finance for ASSE

Christine Sullivan, Sompo GRS' Head of Loss Control Services, was recently re-elected Vice President of Finance for the Board of Directors for the American Society of Safety Engineers (ASSE). This will be Christine's second term in this role. Previously she served two-terms as ASSE's Vice President of Professional Development. Founded in 1911, ASSE is the world's oldest professional safety society and is committed to protecting people, property and the environment through their 36,000 members.

Sompo International's Loss Control Team Hosted Webinar on Cal/OSHA Ruling

Sompo GRS Loss Control experts, Glen O'Connor, ASP and Brent Escoubas, C.S.P. recently hosted a client webinar detailing the new Cal/OSHA rules – *Title 8 Section 3345 - Hotel Housekeeping Musculoskeletal Injury Prevention* – created to protect hotel housekeepers. The regulation which goes into effect on July 1, 2018 requires employers to establish, implement, and maintain an effective musculoskeletal injury prevention program to address hazards specific to housekeeping. Please contact [Glen](#) or [Brent](#) for more information.

RECENT ACCOUNT SUCCESSES

We are pleased to share with you examples of our recent account successes:

Industry Class	Product	Premium	Limit	Risk Description
Professional Services	GL, WC, Auto, Umbrella, Property	\$200K	\$1M Limit/Statutory/\$15M Limit/\$20M Limit Ground Up	Law Firm
Financial Institutions	GL, WC, Auto, Umbrella, Property (Structured)	\$500K	\$1M Limit/Statutory/\$10M Limit/\$60M Limit Ground Up	Investment Firm
Financial Institutions	WC, Auto (Structured)	\$600K	Statutory/\$1M Limit	Banking Institution
Commercial Real Estate	Environmental	\$650K	\$10M Limit	Mixed Portfolio
Hospitality	GL, WC, Auto (Structured)	\$500K	\$1M Limit/Statutory/\$1M Limit	Hotel Portfolio
Commercial Real Estate	GL, Auto, Umbrella, Property	\$3M	\$1M Limit/\$1M Limit/\$25M Limit/\$25M Limit Primary	Mixed Portfolio
Hospitality	GL, WC, Auto, Property	\$2.5M	\$1M Limit/\$1M Limit/\$5M Limit Primary	Golf Portfolio
Commercial Real Estate	GL, Auto, Property (Structured)	\$2M	\$1M Limit/\$1M Limit/\$15M Limit Primary	Mixed Portfolio
Commercial Real Estate	Environmental	\$250K	\$10M Limit	Hotel Portfolio
Commercial Real Estate	Property	\$3.2M	\$500M Limit Ground Up	Commercial Retail Portfolio
Commercial Real Estate	GL, Property	\$250K	\$1M Limit/\$100M Limit Ground Up	Mixed Portfolio
Commercial Real Estate	GL, Property (Integrated)	\$1.6M	\$1M Limit/\$500M Limit Ground Up	Mixed Portfolio
Commercial Real Estate	Property	\$800K	\$25M Limit Primary	Industrial Portfolio
Real Estate/Hospitality	GL, WC, Auto, Property (Integrated)	\$24M	\$1M Limit/Statutory/\$1M Limit	Mixed Portfolio
Commercial Real Estate	GL, WC, Auto, Property	\$900K	\$1M Limit/Statutory/\$1M Limit/\$75M Limit Primary	Office Portfolio
Technology (Japan Interest)	WC, Auto	\$300K	Statutory/\$1M Limit	Software Developer
Manufacturing (Japan Interest)	GL, WC, Auto, Umbrella	\$500K	\$1M Limit/Statutory/\$1M/\$25M Limit	Machine Parts Manufacturer

DID YOU KNOW...?

Ergonomics: Tips for Creating a Healthy Workplace Environment

When most people hear the term “ergonomics” they think of their office chair or keyboard... but ergonomics is so much more! The National Institute for Occupational Safety and Health (NIOSH) defines ergonomics as “the science of fitting workplace conditions and job demands to the capabilities of the workers”.¹

Implementing ergonomics best practices into the workplace can help increase productivity and reduce the number and severity of work-related musculoskeletal injuries (MSIs). According to the Bureau of Labor Statistics MSIs account for 33% of all worker compensation cases. Additionally, employees with these types of injuries lose 11 days of work on average compared to 8 days for all other types of injuries. This is an increase of 38% in lost productivity. Depending upon the business and work involved, ergonomic-related injuries can cost a company hundreds of thousands of dollars or more!

Job activities involving any of the ergonomic risk factors below may contribute to or result in an increased risk of MSIs:

- High Repetition
- High Force
- Awkward or Unnatural Postures
- Compression
- Lifting
- Poor Lighting

The following are general guidelines for preventing ergonomics injuries:

- Observe employees in the work setting to ensure safe work practices are being followed
- Remove any risk factors by improving the workspace
- Encourage early reporting of any MSI symptoms including:
 - Use of braces or other muscle support aids
 - Complaints of pain
- Evaluate workplace policies, procedures and practices to minimize exposure to risk conditions
- Consider implementing a stretch and flex program
- Provide training to ensure workers are aware of the benefits of ergonomics

Every company should have a plan for preventing workplace injuries. By implementing an ergonomic program, a business can substantially reduce the number and severity of MSIs and the associated costs – contributing to a safe, healthy workplace and a strong bottom line.

For information on tools for Ergonomic Assessments, visit the NIOSH Lifting Equation <https://www.cdc.gov/niosh/topics/ergonomics/nlecalc.html>

Contact Christine Sullivan at csullivan@sompo-intl.com to learn about our Loss Control Safety Best Practices and how to implement them within your organization.

¹ Elements of Ergonomics Program (2017, July 27). Retrieved from <https://www.cdc.gov/niosh/topics/ergonomics/ergoprimer/default.html>