

## Sompo International Insurance

Financial Report – 3rd Quarter 2017



#### **INSURANCE LINES**

**ARMtech** Our U.S. crop insurance subsidiary, ARMtech, offers multi-peril crop insurance, crop hail, livestock risk protection and other agricultural risk management products through independent agents.

**Bermuda Insurance** Working through an international network of brokers, we serve insureds ranging from mid-sized companies to the largest multinational corporations providing the following products:

- Direct & Facultative Property
- Excess Casualty
- · Healthcare Liability
- Professional Lines (Commercial Management Liability, Sompo Pro, Financial Institutions)

**Global Risk Solutions** Serving the Real Estate & Hospitality, Financial Institutions, and Professional Services industries where we have depth of expertise, we work exclusively through retail brokers, focusing on middle-market and large accounts. We offer the following products:

- Property
- General Liability
- Package
- Auto
- Workers' Comp
- Umbrella/Excess Casualty
- Professional Lines (Real Estate & Hospitality)
- Builders' Risk
- Environmental
- Surety
- Weather Protection

London Market Insurance Working through our London-based platform and our Lloyd's syndicate, Endurance at Lloyd's, to service accounts around the world, we offer the following products through our broad distribution network outside of North America:

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

**U.S. Insurance** Servicing clients from small businesses to multi-nationals, our specialized teams offer a diversified set of insurance products through our network of wholesale and retail brokers, MGUs and binding agents including:

- · Aviation via W. Brown Associates
- Commercial Property
- Excess Casualty E&S
- Excess Casualty Retail
- Healthcare Liability
- Inland Marine
- Middle Market Property
- Ocean Marine
- Primary Casualty E&S
- Professional Lines (Commercial Management Liability, Sompo Pro, Financial Institutions)
- Property E&S
- Small Commercial Package & GL (Sompo Express)
- Surety

#### SOMPO INTERNATIONAL FINANCIAL HIGHLIGHTS<sup>1</sup>

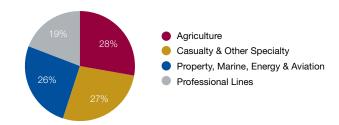
(in millions of U.S. dollars)

	QUARTER ENDED SEPT 30, 2017 (Unaudited)	9 MONTHS ENDED SEPT 30, 2017 (Unaudited)	YEAR ENDED DEC 31, 2016 (Audited)	YEAR ENDED DEC 31, 2015 (Audited)				
SOMPO INTERNATIONAL								
Gross Premiums Written	\$913.0	\$3,842.4	\$4,202.2	\$3,320.9				
Net Premiums Written	\$471.8	\$2,198.5	\$2,369.9	\$1,950.5				
Net (Loss) Income	(\$343.4)	(\$243.8)	\$357.0	\$344.1				
Total Assets	\$16,790.5	\$16,790.5	\$14,122.9	\$13,241.5				
Total Shareholders' Equity <sup>2</sup>	\$5,031.6	\$5,031.6	\$4,882.4	\$4,856.3				
SOMPO INTERNATIONAL INSURANCE								
Gross Premiums Written	\$675.8	\$2,322.8	\$2,570.5	\$2,085.9				
Net Premiums Written	\$259.2	\$996.5	\$1,056.3	\$880.4				

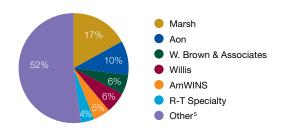
<sup>&</sup>lt;sup>1</sup> Excludes SJNK Europe, Sompo America and Sompo Canopius.

#### Twelve Months Ended September 30, 2017<sup>3</sup>

Insurance Gross Premiums Written = \$2.896.2 Million



#### Production by Major Brokers on Gross Premiums Written<sup>3, 4</sup>



<sup>&</sup>lt;sup>3</sup> Excludes SJNK Europe, Sompo America and Sompo Canopius.

<sup>&</sup>lt;sup>2</sup> Total shareholders' equity excludes non-controlling interests.

<sup>&</sup>lt;sup>4</sup> Excludes ARMtech, which distributes Agriculture insurance through independent agents.

<sup>&</sup>lt;sup>5</sup> Includes multiple brokers with less than 3% share.

#### **ABOUT SOMPO**

The Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc. (Sompo), which was founded in Japan in 1887 and is currently traded on the Tokyo Stock Exchange. Sompo is a highly respected insurance company with more than 76,000 employees operating in 32 countries throughout Europe, North America, Central and South America, Asia and Oceania, and the Middle East and Africa.

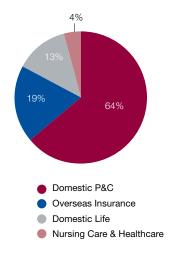
Sompo International is backed by the financial strength of Sompo's core business, Sompo Japan Nipponkoa Insurance Inc. (SJNK), one of the largest property and casualty insurance groups in the Japanese domestic market.

QUARTER ENDED SEPTEMBER 30, 2017 (in millions of U.S. dollars)						
	Sompo Holdings, Inc.	SJNK				
Total Assets	\$110,390	\$69,050				
Net Assets	\$16,828	\$14,156				
Net Premiums Written	\$5,027	\$4,819				

#### FINANCIAL STRENGTH RATINGS

COMPANY	A.M. BEST	S&P	LOCATION			
Sompo Japan Nipponkoa Insurance Inc.	A+	A+	Japan			
Sompo International's wholly owned operating subsidiaries contribute to our excellent financial strength by maintaining the following ratings:						
Endurance Specialty Insurance Ltd.	A+	А	Bermuda			
Endurance Assurance Corporation (formerly ERCA)	A+	А	U.S.			
Endurance Worldwide Insurance Limited	A+	А	U.K.			
Endurance American Insurance Company	A+	А	U.S.			
Endurance American Specialty Insurance Company	A+	А	U.S.			
Endurance Risk Solutions Assurance Co.	A+	А	U.S.			
Endurance at Lloyd's*	А	A+	U.K.			
American Agri-Business Insurance Company	A+	N/A	U.S.			

Sompo Holdings, Inc.
Net Premiums for the
Quarter Ended September 30, 2017\*\*



<sup>\*\*</sup> Excludes asset management and defined contribution segments.



<sup>\*</sup> Accounts written through our Lloyd's Syndicate 5151, benefit from the market's common rating, supported by the Lloyd's Central Fund. Lloyd's is rated A (Excellent) by A.M. Best and A+ (Strong) by Standard and Poor's.



# Sompo International INSURANCE LEADERSHIP

#### John A. Kuhn

Chief Executive Officer, Global Insurance jkuhn@sompo-intl.com

#### **Michael Chang**

Chief Executive Officer, Global Risk Solutions mchang@sompo-intl.com

#### **Graham Evans**

Chief Executive Officer, London Market Insurance gevans@sompo-intl.com

#### **Michael Smith**

President & Chief Executive Officer, ARMtech Insurance Services, Inc. michael.smith@armt.com

#### **Christopher Sparro**

Chief Executive Officer, U.S. Insurance csparro@sompo-intl.com

### Sompo International

#### **INSURANCE LOCATIONS**

#### **BERMUDA** (Headquarters)

Waterloo House 100 Pitts Bay Road Pembroke HM 08 Tel No. +1.441.278.0400

#### **UNITED KINGDOM**

#### London

2 Minster Court Mincing Lane London, EC3R 7BB Tel No. +44 (0) 20.7337.2800

#### **UNITED STATES**

#### Atlanta, Georgia

3780 Mansell Road Suite 400 Alpharetta, GA 30022 Tel No. +1.770.799.2660

#### Chicago, Illinois

303 West Madison Suite 1800 Chicago, IL 60606 Tel No. +1.312.980.5300

#### Florham Park, New Jersey

600 Campus Road 4th Floor Florham Park, NJ 07932 Tel No. +1.908.376.2400

#### Los Angeles, California

725 South Figueroa Street Suite 2100 Los Angeles, CA 90017 Tel No. +1.213.270.7000

#### Lubbock. Texas

7101 82nd Street Lubbock, TX 79424 Tel No. +1.806.473.0333

#### New Hyde Park, New York

3333 New Hyde Park Road Suite 210 New Hyde Park, NY 11042 Tel No. +1.212.209.7229

#### **New York, New York**

1221 Avenue of the Americas 18th Floor New York, NY 10020 Tel No. +1.212.209.6500

#### San Francisco, CA

455 Market Street Suite 900 San Francisco, CA 84105 Tel No. +1.628.242.1620

#### St. Louis, Missouri

16052 Swingley Ridge Road Suite 130 St. Louis, MO 63017 Tel No. +1.636.681.1220

