



SOMPO  
INTERNATIONAL

INSURANCE

# Sompo International Insurance

Financial Report – 1st Quarter 2018



## ABOUT SOMPO HOLDINGS, INC.

Sompo International Holdings Ltd. is a wholly owned subsidiary of Sompo Holdings, Inc. (Sompo), which was founded in Japan in 1887 and is currently traded on the Tokyo Stock Exchange under the ticker symbol TSE (8630).

- Sompo is a highly respected insurance company with more than 80,000 employees operating in 32 countries throughout Europe, North America, Central and South America, Asia and Oceania, and the Middle East and Africa.
- Sompo's largest business, Sompo Japan Nipponkoa Insurance Inc., is one of the leading property and casualty insurance groups in the Japanese domestic market with approximately 27% market share.
- Through Sompo International, Sompo is actively seeking to expand its business outside of Japan through organic growth and acquisition.

<b>SOMPO HOLDINGS, INC.</b>	
12 Months Ended March 31, 2018	
In millions of U.S. dollars	
Total Assets	\$112,465
Net Assets	\$18,037
Net Premiums Written	\$26,871

## SOMPO INTERNATIONAL FINANCIAL STRENGTH RATINGS

Sompo International's wholly owned operating subsidiaries contribute to our excellent financial strength by maintaining the following ratings:

COMPANY	A.M. BEST	S&P	LOCATION
American Agri-Business Insurance Company	A+	N/A	U.S.
Endurance American Insurance Company	A+	A+	U.S.
Endurance American Specialty Insurance Company	A+	A+	U.S.
Endurance Assurance Corporation	A+	A+	U.S.
Endurance at Lloyd's*	A	A+	UK
Endurance Risk Solutions Assurance Co.	A+	A+	U.S.
Endurance Specialty Insurance Ltd.	A+	A+	Bermuda
Endurance Worldwide Insurance Limited	A+	A+	UK
SI Insurance (Europe), SA	N/A	A+	Luxembourg
Sompo America Fire & Marine Insurance Company	A+	N/A	U.S.
Sompo America Insurance Company	A+	A+	U.S.
Sompo Japan Nipponkoa Insurance Company of Europe Limited	N/A	A	UK

\* Accounts written through our Lloyd's Syndicate 5151 utilize the market's common rating, supported by the Lloyd's Central Fund.

## SOMPO INTERNATIONAL INSURANCE HIGHLIGHTS

- Sompo International's gross written premiums were approximately \$5.1 billion in 2017<sup>†</sup>, of which \$3.4 billion were attributed to Sompo International Insurance.
- We continue to build out our underwriting capabilities and expand our presence in Continental Europe.
  - Sompo Japan Nipponkoa Insurance Company of Europe Limited is now a wholly-owned subsidiary of Sompo International, and we are now able to offer additional specialty products to Japanese Interest Accounts throughout Europe.
  - We have received regulatory approval from Luxembourg for our subsidiary, SI Insurance (Europe), SA, providing a platform to efficiently service our European clients post-Brexit.
  - Our dedicated European Specialty team has added a new Transaction Risk Insurance business, further expanding our Professional Lines capabilities across the European market.
- With the completion of the Lexon acquisition, Sompo International is now one of the 10 largest surety insurance companies in the U.S. marketplace, enabling us to provide a broader range of products to this specialty market.
- In March 2018, we acquired A&A, S.r.l., a leader in the Italian agriculture insurance market, in order to further develop the ability of AgriSompo, Sompo International's global agriculture platform, to deliver innovative insurance, reinsurance and weather indexed products to our agriculture partners worldwide.

<sup>†</sup> Excludes SJNK Europe.

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

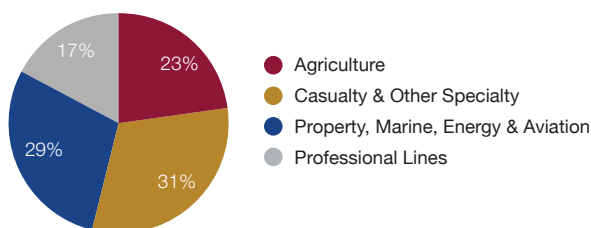
(in millions of U.S. dollars)

	QUARTER ENDED MAR 31, 2018 (Unaudited)	QUARTER ENDED MAR 31, 2017 (Unaudited)	YEAR ENDED DEC 31, 2017 (Audited)	YEAR ENDED DEC 31, 2016 (Audited)
<b>SOMPO INTERNATIONAL</b>				
Gross Premiums Written <sup>2</sup>	\$2,193.6	\$1,778.9	\$5,108.1	\$4,202.2
Net Premiums Written <sup>2</sup>	\$1,284.1	\$1,019.6	\$2,877.3	\$2,369.9
Total Assets	\$20,320.7	\$15,383.2	\$19,007.4	\$14,122.9
Total Shareholders' Equity <sup>3</sup>	\$6,946.0	\$4,936.3	\$7,036.3	\$4,882.4
<b>SOMPO INTERNATIONAL INSURANCE</b>				
Gross Premiums Written	\$1,167.8	\$989.9	\$3,392.1 <sup>2</sup>	\$2,570.5
Net Premiums Written	\$512.4	\$446.8	\$1,497.0 <sup>2</sup>	\$1,056.3

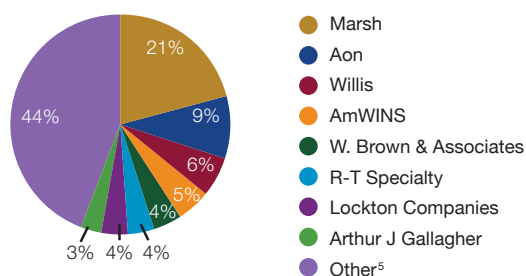
For more detailed financial information, please visit [www.sompo-hd.com/en/ir/financial](http://www.sompo-hd.com/en/ir/financial)

## Insurance Gross Premiums Written = \$3,469.4 Million<sup>1</sup>

12 Months Ended March 31, 2018



## Production by Major Brokers<sup>4</sup>



<sup>1</sup> Excludes SJNK Europe

<sup>2</sup> In 2017 Sompo America was integrated into Sompo International. Gross Premiums Written of \$413.9M and Net Premiums Written of \$193.7M are included in full year 2017 financials.

<sup>3</sup> Total Shareholders' Equity excludes non-controlling interests.

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

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

# 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 and the U.S. operations of Sompo's Japanese clients, we work exclusively through retail brokers, focusing on middle-market and large accounts. We offer the following products:

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

## London Market & Europe Insurance

Working through our Lloyd's Syndicate 5151, Endurance at Lloyd's, and our broad distribution network outside of North America, our London and European platforms offer the following products to accounts around the globe:

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

**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, and MGUs 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 & Program Business (Sompo Express)
- Surety



# Sompo International

## INSURANCE BUSINESS LEADERS

**John A. Kuhn**  
Chief Executive Officer,  
Global Insurance and  
Chief Underwriting Officer  
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**Michael Chang**  
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**Michael Smith**  
President & Chief Executive  
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**Graham Evans**  
Chief Executive Officer,  
London Market &  
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**Christopher Sparro**  
Chief Executive Officer,  
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# Sompo International

## INSURANCE LOCATIONS

### **BERMUDA** (Headquarters)

Hamilton

### **BELGIUM**

Brussels

### **FRANCE**

Bordeaux  
Paris

### **GERMANY**

Düsseldorf

### **ITALY**

Milan

### **LUXEMBOURG**

Luxembourg

### **MEXICO**

Mexico City

### **SPAIN**

Barcelona

### **UNITED KINGDOM**

London

### **UNITED STATES**

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