



SOMPO
INTERNATIONAL

INSURANCE

Sompo International Insurance

Financial Report – 4th Quarter 2017



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 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'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.
- Sompo is actively seeking to expand its business outside of Japan through organic growth and acquisition.

ABOUT SOMPO INTERNATIONAL

- Sompo International is headquartered in Bermuda with staff in the United States, the United Kingdom, Switzerland, Belgium, France, Germany, Italy, Spain and Singapore, and underwriting agencies in the Netherlands and France.
- Gross written premiums increased from more than \$3.4 billion in 2014 to approximately \$5.1 billion in 2017.[†]

SOMPO INTERNATIONAL INSURANCE HIGHLIGHTS

- Sompo America's operations, including both Japanese Interest Accounts as well as locally sourced non-Japanese accounts, have now been fully integrated into Sompo International's insurance platform. Similar integration activities are in progress with Sompo Europe and are expected to be completed next quarter.
- We are establishing a new Sompo International European subsidiary in 2018, headquartered in Luxembourg. We have also added a European Specialty Insurance underwriting team to partner with brokers across Continental Europe. This will enable us to provide our broad range of products more widely and efficiently, as well as strengthening our service capabilities to European clients.
- We agreed to acquire Lexon Surety Group, the second largest independent surety insurer in the U.S. and expect to close the transaction in Q2 2018.
- We continue to further diversify our specialty insurance products with the addition of a new Accident & Health specialty team in London and Inland Marine and Middle Market Property teams in the U.S.

[†] Excludes SJNK Europe.

SOMPO HOLDINGS, INC.

12 Months Ended December 31, 2017

In millions of U.S. dollars

Total Assets	\$111,035
Net Assets	\$18,175
Net Premiums Written	\$25,165

FINANCIAL STRENGTH RATINGS

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

* 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.

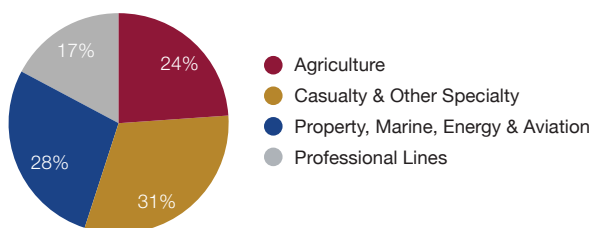
SOMPO INTERNATIONAL FINANCIAL HIGHLIGHTS¹

(in millions of U.S. dollars)

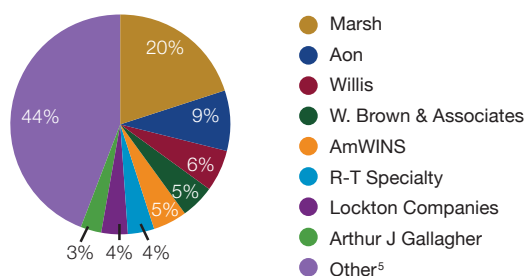
	QUARTER ENDED DEC 31, 2017 (Unaudited)	YEAR ENDED DEC 31, 2017 (Unaudited)	YEAR ENDED DEC 31, 2016 (Audited)	YEAR ENDED DEC 31, 2015 (Audited)
SOMPO INTERNATIONAL				
Gross Premiums Written	\$947.6	\$5,108.1 ²	\$4,202.2	\$3,320.9
Net Premiums Written	\$518.9	\$2,877.3 ²	\$2,369.9	\$1,950.5
Total Assets	\$19,007.4	\$19,007.4	\$14,122.9	\$13,241.5
Total Shareholders' Equity ³	\$7,036.3	\$7,036.3	\$4,882.4	\$4,856.3
SOMPO INTERNATIONAL INSURANCE				
Gross Premiums Written	\$751.1	\$3,392.1 ²	\$2,570.5	\$2,085.9
Net Premiums Written	\$340.6	\$1,497.0 ²	\$1,056.3	\$880.4

Insurance Gross Premiums Written = \$3,392.6 Million^{1,2}

Year Ended December 31, 2017



Production by Major Brokers⁴



¹ Excludes SJNK Europe.

² In 2017 Sompo America was integrated into Sompo International with Gross Premiums Written of \$413.9M and Net Premiums Written of \$193.7M.

³ Total Shareholders' Equity excludes non-controlling interests.

⁴ Excludes ARMtech, which distributes Agriculture insurance through independent agents.

⁵ 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)
- Builders' Risk
- Environmental
- Surety
- Cyber
- 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, 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 (Sompo Express)
- Surety

Sompo International

INSURANCE BUSINESS LEADERS

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 &
Europe Insurance
gevans@sompo-intl.com

Michael Smith

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

Christopher Sparro

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

Sompo International

INSURANCE LOCATIONS

BERMUDA (Headquarters)

Hamilton

BELGIUM

Brussels

FRANCE

Bruges
Paris

GERMANY

Düsseldorf

ITALY

Milan

MEXICO

Mexico City

NETHERLANDS

Amsterdam

SPAIN

Barcelona

UNITED KINGDOM

London

UNITED STATES

Atlanta, Georgia
Charlotte, North Carolina
Chicago, Illinois
Dallas, Texas
Florham Park, New Jersey
Los Angeles, California
Lubbock, Texas
Nashville, Tennessee
New Hyde Park, New York
New York, New York
Purchase, New York
San Francisco, California
St. Louis, Missouri

