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# Multinational Recent Successes

As companies expand overseas, their risk management needs become increasingly complex. Leveraging licensing capabilities from Sompco companies around the world and a growing network of third-party partners, our Multinational platform offers a convenient, consistent approach to implementing multinational insurance programs that are compliant with local regulations in 150 countries. The following examples highlight a number of ways our Multinational and underwriting teams have successfully collaborated to meet the needs of our brokers and clients.

Industry	Line of business	Premium (GWP)	Client's home country	Countries in program	Why we won
<b>Industrial Machinery</b>	Ocean Marine	> \$207K	U.S.	U.S., Canada, China, India, Mexico, Denmark, France, Germany, etc.	Sompo was chosen despite the client's long-term relationship with an incumbent insurer because our Multinational platform helped the client implement local ocean marine policies in multiple countries
<b>Advanced Manufacturing</b>	Property Insurance, General Liability, Auto, Workers' Compensation, Umbrella	>\$350K	U.S.	U.S., Sweden, France, Italy, UK	Exceptional service and collaboration enabled Sompo to unseat incumbent carrier of multiline multinational program.
<b>Real Estate</b>	Property Insurance	>\$495K	Canada	Canada, U.S.	A Canada-based real estate proprietor with scarce market options selected Sompo because of our ability to provide locally compliant Insurance for three expansive and unique shopping centers in North America.
<b>Mercantile</b>	Property Insurance	>\$1million	U.S.	Canada, Mexico, U.S.	Sompo's Risk Control and Multinational specialists assisted a U.S. manufacturer in mitigating risks at its Mexico location by implementing a custom-tailored risk management plan, which was subsequently adopted in additional markets.

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<b>Manufacturing</b>	Ocean Marine	>\$50K	U.S.	U.S., Mexico, Canada	A broker faced with a complex Ocean Marine risk selected Sompco for a custom solution to address a client's needs in multiple countries due to the efficient turnaround time of our Multinational team.
<b>Food Processing</b>	Crop Insurance	\$4 million	Chile	Chile, Portugal, Bermuda	Sompco's Multinational network efficiently navigated the complexities of the local government and international business requirements of local crop producers to find a fully compliant international crop insurance solution.
<b>Electronics Manufacturing</b>	Marine Cargo	> \$158K	U.S.	U.S., Mexico, UK	Sompco's approach simplified the multinational placement process for the broker, leading to a marine cargo program in three countries.
<b>Retail</b>	Excess D&O	>\$120K	Canada	Chile, China, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Puerto Rico	Sompco's multinational network enabled it to implement a global excess D&O program for one of the world's largest retailers.
<b>Semiconductor Equipment/ Manufacturing Marine</b>	Marine Cargo & Excess Property	>\$100K	Japan	Japan, U.S., UK	A Japan-based semiconductor manufacturer turned to Sompco for a multinational insurance solution despite its long-standing relationship with another carrier due to Sompco's customized approach to service and ability to enhance the client's risk management program.
<b>Logistics</b>	Cyber	>\$500K	Japan	Japan, UK, Switzerland, Belgium, Netherlands, Czech, Romania, Spain, France, Italy, Portugal, Ireland, Slovakia, UAE, Turkey, U.S., Canada, Mexico, Brazil, Singapore, Thailand, Malaysia, Indonesia, China, Hong Kong, Taiwan	A Japan-based logistics company seeking insurance in over 25 countries chose Sompco due to our collaborative approach and ability to combine global experience and local market expertise to identify and close gaps in their global insurance program.
<b>Manufacturing (Oils)</b>	Cyber	>\$100K	Japan	Japan, China, Malaysia, Singapore, Indonesia, Spain, Italy	After initially declining Sompco's bid, a Japanese oils manufacturer chose Sompco because of our team's extensive knowledge of their unique risk management needs.



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<b>Manufacturing (Automotive)</b>	Cyber	>\$500K	Japan	Japan, U.S., Canada, UK, Germany, Czech, Mexico, Brazil, China	A Japan-based automotive manufacturer with a tight deadline in need of insurance in multiple countries turned to Sompo due to our fast response in developing a customized insurance solution in 9 countries.
<b>Industrial Gas Production</b>	Cyber	JPY 44M (USD 300K @1USD=JPY145)	Japan	US, UK, Continental Europe (Spain, Germany, France, Belgium, Luxembourg, Netherlands, Denmark)	The CFO of a Japanese gas production company chose Sompo due to our timely and responsive approach to addressing a complex program requirements.
<b>Technology</b>	EPLI	>\$500K	Germany	Germany, U.S.	A Germany-based client faced with a tight deadline for securing an EPLI program for its U.S. operations, found a tailored solution with the help of our Professional Lines and Multinational teams – in under 6 days!

Sompo International Holdings Ltd. (Sompo) is a global specialty provider of property and casualty insurance and reinsurance, headquartered in Bermuda. Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. This information is descriptive only. Actual coverage is subject to the terms and conditions of the policies as issued.

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