

Asian Risk Solutions



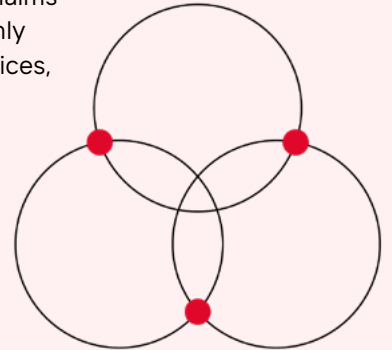
Product and Capabilities

With a collaborative approach and empowered underwriters, North America Asian Risk Solutions provides fully-serviced standard admitted products to our Asian clients with operations in the U.S., Canada and Mexico. As part of Sompo, we are pleased to provide our clients and distribution partners with an array of specialty products to complement our standard product offerings.

Our underwriting capability includes:

- Property
- Primary and Excess Casualty
- Ocean Marine
- Engineered Risk
- Professional Lines
- Cyber
- Surety
- Environmental
- Parametric Natural Catastrophe

Our Client Relationship Executive (CRE) model is built on forging long-term relationships with clients and brokers who value a strong balance sheet, industry expertise, stable pricing, high quality and customized services. Each client is assigned a relationship executive to support their evolving needs with the firm. Beyond our commitment to disciplined and responsive underwriting, we provide each client with dedicated claims support and assistance, highly customized risk control services, and policy processing which surpasses the industry standard. Our retention rate of 95%, well above industry norms, is evidence of the value that our clients place on our continued partnership.



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Our commitment to Asian-interest accounts

Sompo prides itself on our client-centric approach to providing products and services to our insureds and their distribution partners.

With a commitment to long-term partnerships built on superior service, our goal is to support our clients and their brokers as they seek confidence, assurance and security in today's challenging environment. By drawing upon Sompo's vast worldwide resources, networks and expertise, we work closely with our insureds to address their unique and developing risks.

On the following pages, we present an overview of the underwriting capabilities and range of products and customized services offered by our North America Asian Risk Solutions team. Working in concert with brokers and clients, we are committed to finding the right solutions regardless of the complexity of the risk.

I invite you to contact our underwriting teams to learn more about our capabilities.

Our industry focus

We provide coverage to Asian clients with operations in U.S, Canada and Mexico, focusing on the following classes:

Manufacturing

- Auto/Auto Parts
- Industrial Machinery
- Fabricated Metal Products
- Electronic Components

Service

- Business & Financial
- Office Equipment Installation & Repair

Wholesale & Retail

- Durable & Non-Durable Goods
- Food & Beverages
- Apparel

Life Sciences

- Biotechnology companies
- Clinical monitoring and site management firms
- Clinical trials
- Contract research organizations
- Laboratories
- Medical device companies
- Pharmaceutical companies
- Private label and contract manufacturers
- Research and development facilities
- Service organizations

Technology

- Electronic Manufacturing
- IT Services or Integrators
- Software Developers
- Technology Hardware & Storage
- On Demand Mobility Electronics
- Government Contractors

Others

- Food Processing
- Distribution

LINE OF BUSINESS	TARGET CLASSES <i>(Includes but not limited to)</i>	PRODUCTS OFFERED	CAPACITY AVAILABLE	CONTACTS
Property	<ul style="list-style-type: none"> • Manufacturing • Wholesale/Retail • Distribution/Service 	<ul style="list-style-type: none"> • HPR (Highly Protected Risks) • COP (Commercial Output Policy) • Commercial Package (ISO) <ul style="list-style-type: none"> – Property – Business Interruption – Machinery Breakdown • Crime • Inland Marine • DIC/DIL 	<p>\$500M</p> <p>Participation: 100% Shared and Layered including Primary, Excess and Quota Share</p>	<p>Pat Mulhall EVP, Global Property Practice T +1 212 471 2820 pmulhall@sompo-intl.com</p> <p>Te'Shonda Fleming SVP, Head of IP Large Property US – Real Estate, Hospitality, Financial Institutions and ARS T +1 212 471 2803 tfleming@sompo-intl.com</p>
Primary & Excess Casualty	<ul style="list-style-type: none"> • Manufacturing • Wholesale/Retail • Distribution/Service 	<ul style="list-style-type: none"> • Liability* • Workers' Compensation • Auto • Umbrella/Excess • Program Designs <ul style="list-style-type: none"> – Guaranteed Cost – Loss Sensitive • DIC/DIL <p>* Can be written as Package or Monoline</p>	<ul style="list-style-type: none"> • Liability: \$1M Primary (can be increased based on risk) • Workers' Comp: Statutory • Auto: \$1M Primary (can be increased based on risk) • Umbrella/Excess: \$25M 	<p>Matthew Burns EVP, Head of Middle Market & Large Casualty T +1 646 677 8711 mburns@sompo-intl.com</p> <p>Zach Harding SVP, Large Accounts Primary Casualty Manager T +1 212 471 5509 zharding@sompo-intl.com</p> <p>Kathleen Ratcliffe SVP, Umbrella Team Leader T +1 646 532 9719 kratcliffe@sompo-intl.com</p>

LINE OF BUSINESS	TARGET CLASSES <i>(Includes but not limited to)</i>	PRODUCTS OFFERED	CAPACITY AVAILABLE	CONTACTS
Middle Market/ Small Business	<ul style="list-style-type: none"> • Manufacturing • Wholesale/Retail • Distribution/Service 	<ul style="list-style-type: none"> • Property (Package or Monoline) • Casualty (Package or Monoline) 	Capacity is the same as the underlying products	<p>Matthew Burns EVP, Head of Middle Market & Large Accounts Casualty North America T +1 646 677 8711 mburns@sompo-intl.com</p> <p>Chloe Ferguson SVP, Middle Market Leader T +1 212 471 1770 cferguson@sompo-intl.com</p>
Environmental	<ul style="list-style-type: none"> • Real Estate • Hospitality • Financial Institutions • Professional Services • Manufacturing • Wholesale/Retail • Distribution/Service • Technology 	<ul style="list-style-type: none"> • Site Environmental Impairment Liability • Contractors Pollution Liability • Environmental Excess Liability 	\$25M; Admitted (using deregulation where allowed by law) and non-admitted paper	<p>Jessica Huhn-Kenzik EVP, Head of Environmental, North America T +1 267 941 0350 jhuhnkenzik@sompo-intl.com</p>
Ocean Marine Cargo	<p>All classes of goods including raw materials and commodities for:</p> <ul style="list-style-type: none"> • Importers • Exporters • Manufacturers • Commodities Traders • Wholesalers/ Distributors • Retailers • Multinational Companies • Freight Forwarders 	<ul style="list-style-type: none"> • Ocean Marine Cargo, War Risk and Strikes, Riots & Civil Commotions • Coverage extensions including Inland Transit, Warehouse and Processing, Inventory Storage, Consolidation/ Deconsolidation, Exhibition • Stock Throughput • Freight Forwarders Cargo Liability 	\$20M Primary or Excess	<p>James Thielebeule SVP, Ocean Marine T +1 212 209 6516 jthielebeule@sompo-intl.com</p> <p>Michael Donovan SVP, Ocean Marine T +1 212 897 6621 mdonovan@sompo-intl.com</p>

LINE OF BUSINESS	TARGET CLASSES <i>(Includes but not limited to)</i>	PRODUCTS OFFERED	CAPACITY AVAILABLE	CONTACTS
Ocean Marine Liability	<ul style="list-style-type: none"> • Marine Liability • Blue Water Hull • Brown Water Hull 	<ul style="list-style-type: none"> • Marine Liability <ul style="list-style-type: none"> – Ship Repairers Legal Liability – Terminal Operators Legal Liability – Stevedores Legal Liability – Wharfingers Legal Liability – Charterers Legal Liability – Follow Form Excess P&I – Bumbershoot • Blue Water Hull • Brown Water Hull & PI 	<p>Marine Liability: \$25M</p> <p>Blue Water Hull: \$10M</p> <p>Brown Water Hull: \$10M</p>	<p>James Thielebeule SVP, Ocean Marine T +1 212 209 6516 jthielebeule@sompo-intl.com</p> <p>Michael Donovan SVP, Ocean Marine T +1 212 897 6621 mdonovan@sompo-intl.com</p>
Engineered Risk	<ul style="list-style-type: none"> • Commercial and Residential Buildings • Airports, Stadiums and Convention Centers • Manufacturing Industries • Oil, Gas and Specialty Chemical • Energy (Traditional and Renewables) • Roads, Railways, Pipelines, Transmission Lines and Urban Infrastructure 	<ul style="list-style-type: none"> • Contractor All Risk for commercial and residential buildings, airports, stadiums and convention centers • Erection All Risk for manufacturing industries, oil, gas, specialty chemical, and power (traditional and renewables) • Civil Infrastructure for roads, railways, pipelines, transmission lines and urban infrastructure 	<p>\$50 to \$250M depending on occupancy, peril and location</p>	<p>William Wagner SVP, Engineered Risk T +1 646 916 0471 wwagner@sompo-intl.com</p>
Professional Lines	<ul style="list-style-type: none"> • Large to mid-sized publicly traded, private and not-for-profit entities (commercial only) • Utilities and companies operating in related energy industries 	<ul style="list-style-type: none"> • Directors & Officers Liability (ABC, Side-A, Lead Side-A DIC and Excess Side-A DIC) • Employment Practices Liability • Fiduciary Liability • Crime Insurance • E&O 	<p>\$25M</p> <p>Varies by risk</p>	<p>Ray Santiago EVP, Head of Financial Institutions & Commercial Management Liability T +1 917 281 0722 rasantiago@sompo-intl.com</p>

LINE OF BUSINESS	TARGET CLASSES <i>(Includes but not limited to)</i>	PRODUCTS OFFERED	CAPACITY AVAILABLE	CONTACTS
Cyber	<ul style="list-style-type: none"> • Manufacturing • Wholesale/Retail • Distribution/Service • All classes and revenue bands considered 	First and third-party liability coverages, planning and event response services for: <ul style="list-style-type: none"> • Data breach • Systems outage • Cyber extortion • Hacking and other network-related event 	Up to \$25M	Richard DePiero <i>EVP, Head of Sompo Pro North America</i> T +1 212 471 1761 rdepiero@sompo-intl.com
Surety	<ul style="list-style-type: none"> • General, trade and heavy contractors • National and international corporations • Construction, service, supply and manufacturing accounts with an emphasis on transportation and waste sectors 	<ul style="list-style-type: none"> • Contract Performance & Payment Bonds for general, heavy and trade contractors • Performance bonds for developers, transportation, trash hauling contractors • License & Permit Bonds • Probate & Court Bonds 	Aggregate Bond Program limits up to \$50M	Matt Curran <i>EVP, Surety</i> T +1 615 553 9416 mcurran@sompo-intl.com Merritt Willits <i>SVP, Surety</i> T +1 267 941 0344 mwillits@sompo-intl.com
Parametric Natural Catastrophe	<ul style="list-style-type: none"> • Manufacturing • Wholesale/Retail • Distribution/Service 	Tailored weather risk management products linked to: <ul style="list-style-type: none"> • Weather driven commodity prices • Variations in weather conditions such as natural catastrophes 	Varies based on risk	Marji Guyler-Alaniz <i>President, AgriSompo & COO</i> T +1 515 918 9540 malaniz@sompo-intl.com

About Sompo

Sompo is a global provider of commercial and consumer property, casualty, and specialty insurance and reinsurance, that employs approximately 9,000 people globally who use their expertise to simplify and resolve your complex challenges. Because when you choose Sompo, you choose **The Ease of Expertise™**

“Sompo” refers to the brand under which Sompo International Holdings Ltd., a Bermuda-based holding company, together with its consolidated subsidiaries, operates its global property and casualty (re)insurance businesses. Sompo International Holdings Ltd. is an indirect wholly-owned subsidiary of Sompo Holdings, Inc., one of the leading property and casualty groups in the world.

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Financial Rating:
A.M. Best (Superior)
S&P (Strong)