



A Sampo Company



Sampo U.S. General Aviation

Formerly W. Brown & Associates' aviation business

At Sampo, we understand the unique needs of the aviation industry. Through W. Brown & Associates, a Sampo company, we have dedicated more than 35 years of service to the aviation insurance market, offering support and capacity to a variety of General Aviation products, ranging from large Part 135 air carriers and Part 91 owner/operators to aviation-related product manufacturers, fixed-base operations (FBOs) and their ancillary services.

Sampo's specialized team of aviation underwriters carefully monitor changes in the market in order to provide creative solutions addressing our client's risks and exposures.

We align ourselves closely with our trusted distribution partners to offer our valued clients the highest level of service and support.

Our risk control experts work diligently with clients, brokers, underwriting teams, skilled engineers and loss control vendors to provide customized risk management and loss control services that minimize potential losses. We also have an in-house claims team with extensive industry and product knowledge, available to offer efficient service, timely responses and fast payment of covered claims – if the need arises.

Coverage Features

Product	Capacity	Limit & Values Appetite		
Aircraft	Up to \$200M available for Liability and \$25M for Hull, but typically focusing on programs with <\$50M limits	<p>For quota shares, will consider total policy limits higher than \$50M with line share <\$50M and per the appetite limits outlined below:</p> <table border="0"> <tr> <td style="vertical-align: top;"> <p>Fixed Wing Aircraft</p> <p>Pleasure & Business <i>(Owner Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 2M • Turbine Aircraft: Liab: 5M / Hull: 5M <p>Industrial Aid <i>(Pro Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 2M • Turbine Aircraft: Liab: 50M / Hull: 10M <p>Commercial <i>(Excl Instruction and Rental)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 5M / Hull: 2M • Turbine Aircraft: Liab: 50M / Hull: 10M <p>Instruction and Rental</p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / 100k / Hull: 1M • Turbine Aircraft: Limited Appetite </td> <td style="vertical-align: top;"> <p>Rotor Wing Aircraft</p> <p>Pleasure & Business <i>(Owner Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Industrial Aid <i>(Pro Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Commercial <i>(Excl Instruction and Rental)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Instruction and Rental</p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / 100k / Hull: 1M • Turbine Aircraft: Limited Appetite </td> </tr> </table>	<p>Fixed Wing Aircraft</p> <p>Pleasure & Business <i>(Owner Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 2M • Turbine Aircraft: Liab: 5M / Hull: 5M <p>Industrial Aid <i>(Pro Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 2M • Turbine Aircraft: Liab: 50M / Hull: 10M <p>Commercial <i>(Excl Instruction and Rental)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 5M / Hull: 2M • Turbine Aircraft: Liab: 50M / Hull: 10M <p>Instruction and Rental</p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / 100k / Hull: 1M • Turbine Aircraft: Limited Appetite 	<p>Rotor Wing Aircraft</p> <p>Pleasure & Business <i>(Owner Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Industrial Aid <i>(Pro Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Commercial <i>(Excl Instruction and Rental)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Instruction and Rental</p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / 100k / Hull: 1M • Turbine Aircraft: Limited Appetite
<p>Fixed Wing Aircraft</p> <p>Pleasure & Business <i>(Owner Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 2M • Turbine Aircraft: Liab: 5M / Hull: 5M <p>Industrial Aid <i>(Pro Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 2M • Turbine Aircraft: Liab: 50M / Hull: 10M <p>Commercial <i>(Excl Instruction and Rental)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 5M / Hull: 2M • Turbine Aircraft: Liab: 50M / Hull: 10M <p>Instruction and Rental</p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / 100k / Hull: 1M • Turbine Aircraft: Limited Appetite 	<p>Rotor Wing Aircraft</p> <p>Pleasure & Business <i>(Owner Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Industrial Aid <i>(Pro Flown)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Commercial <i>(Excl Instruction and Rental)</i></p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 2M / Hull: 1M • Turbine Aircraft: Liab: 5M / Hull: 3M <p>Instruction and Rental</p> <ul style="list-style-type: none"> • Piston Aircraft: Liab: 1M / 100k / Hull: 1M • Turbine Aircraft: Limited Appetite 			





Coverage Features Cont'd

Product	Capacity	Limit & Values Appetite		
Liability Coverage for Unmanned Aerial Vehicles	Up to \$5M for Liability	<ul style="list-style-type: none"> Pleasure & Business and Commercial Ops up to \$5M for Liability Up to \$1M for Hulls 		
Excess Aircraft Liability	Up to \$200M, but typically focusing on programs with <\$25M limits	<ul style="list-style-type: none"> Fixed Wing Only: Minimum primary liability of \$5M, and maximum \$25M Excess provided with primary coverage written through another carrier 		
Commercial General Liability	Up to \$200M, but typically focusing on programs with <\$50M limits	<table border="0"> <tr> <td style="vertical-align: top;"> Airport Liability and CGL Focus on programs w <\$50M limits; for quota shares, will consider total policy limits higher than \$50M with line share <\$50M </td> <td style="vertical-align: top;"> CGL for FBOs Majority Piston R&S/Fuel - \$5M and Majority Turbine R&S/Fuel - \$50M </td> </tr> </table>	Airport Liability and CGL Focus on programs w <\$50M limits; for quota shares, will consider total policy limits higher than \$50M with line share <\$50M	CGL for FBOs Majority Piston R&S/Fuel - \$5M and Majority Turbine R&S/Fuel - \$50M
Airport Liability and CGL Focus on programs w <\$50M limits; for quota shares, will consider total policy limits higher than \$50M with line share <\$50M	CGL for FBOs Majority Piston R&S/Fuel - \$5M and Majority Turbine R&S/Fuel - \$50M			
Non-owned Aircraft Liability	Up to \$200M available, but typically focusing on programs with <\$25M limits	<ul style="list-style-type: none"> Focus on Corporate Non-Owned; Limited appetite for Charter Brokers; No appetite for Personal Non-owned for Pilots 		
Aircraft Products Liability	Up to \$200M available, but typically focusing on <\$50M limits	<ul style="list-style-type: none"> For quota shares, will consider total policy limits higher than \$50M with line share <\$50M No Major Aircraft & Engine Manufacturers (e.g., Cessna, Boeing, Honeywell, etc.) - refer to Sompo London Aviation team for coverage 		

Products Out of Appetite (for Sompo U.S. General Aviation)	Value Added Services / Coverage Highlights
<ul style="list-style-type: none"> Property - refer to Sompo Commercial Property team for coverage availability Workers' Compensation, Standalone War Coverage, Foreign Contingent Exposures, Airlines 	<ul style="list-style-type: none"> In-house claims and risk control professionals Admitted and Non-Admitted (Admitted policies are available in all 50 states, Washington D.C., Puerto Rico and the U.S. Virgin Islands) Flight Line Plus online broker platform offerings: Aircraft Hull & Liability, General Liability for hangars, and UAV Liability

Contacts

Mark Pennington - Irvine, CA
 SVP, Head of Aviation, North America
 T +1 949 527 9106
mpennington@wbais.com

Kris Parsons - Alpharetta, GA
 SVP, General Aviation Underwriting
 M +1 770 362 5516
kparsons@wbais.com

Mike Myers - Salt Lake City, UT
 SVP, General Aviation Underwriting
 T +1 949 648 1314
mimyrs@wbais.com

Daveion Craigie - New York, NY
 AVP, General Aviation Underwriting
 M +1 470 610 8133
dcraigie@wbais.com