

Sompo GRS Insights

We are pleased to introduce the next installment of our quarterly newsletter, *Sompo GRS Insights*, a forum dedicated to sharing news, tips, trends, recent successes and new developments at Sompo Global Risk Solutions impacting our brokers and insureds.

As always, we appreciate your continued support and thank you for selecting Sompo Global Risk Solutions to be part of your risk and insurance programs.

ABOUT US

Sompo Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals. Servicing middle market and large accounts domiciled in the U.S. and with minimum annual P&C premiums of \$250K, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service. We currently serve the following industries:

- Financial Institutions
- Professional Services
- Real Estate & Hospitality

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If you would like to subscribe to **Sompo GRS Insights**, please email Ionel Rizea at irizea@sompo-intl.com

April 2017

Welcome to our first edition of 2017 and our new branding, **Sompo GRS Insights**. We are extremely pleased that the acquisition of Endurance by Sompo Holdings, Inc. closed on March 28, 2017 and we are now part of this highly respected global carrier with a long and successful history. As Sompo Global Risk Solutions, we remain committed to delivering the same broad product offerings, significant capacity and high touch service that you have come to count on from us. At the same time, Sompo's broad licensing capabilities and significant global reach will provide us with access to new geographies and markets around the world.

In the meantime, we continue to enhance our capabilities across our industry verticals. We are pleased to have added several new professionals to our Loss Control team. Victor Sordillo joined us from QBE as Senior Vice President, Loss Control Leader. Victor is responsible for the continued development and delivery of strategic Loss Control services. We are committed to not only insuring our clients against loss, but working closely with them to reduce loss experience and identify ways to improve and differentiate their business operations. Victor is supported by Glen O'Connor, recently promoted to Vice President, Loss Control and two new additions to our team: Brent Escoubas, Vice President Loss Control and Jeff Waldron, Assistant Vice President Loss Control.

As we begin 2017, we would like to thank you for your business. We have had an overwhelming response from the market in our first year and we look forward to the opportunity to build on our momentum, expanding our access to new markets and clients as part of Sompo International.

I encourage you to contact our team at any time.

Michael Chang

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NEW AND NOTEWORTHY

Financial Strength Rating Upgraded to A+ by A.M. Best

We are extremely pleased that the financial strength ratings of our operating subsidiaries have been upgraded to A+ (Superior) by A.M. Best Company Inc. upon the closing of our transaction with Sompo. In addition, the outlook for our A ratings from Standard & Poor's has been changed to "Positive" from "Stable". We are pleased that the rating agencies acknowledge the high quality of our business as well as our optimistic outlook on the benefits of being part of Sompo.

Michael Chang Featured on Advisen

In an interview on Advisen's Front Page News, Michael Chang cited a commitment to high touch service and a personal touch as cornerstones of Global Risk Solutions' approach. He noted that in addition to a focus on value-added service and strong relationships, his team of underwriters brings "a holistic approach to each client across multiple products and have the authority at the point of sale to execute." Sompo Global Risk Solutions aims to earn "the trusted underwriter" name by treating their customers, brokers, and employees with respect, integrity, and fairness. Read the full article on [Advisen Front Page News](#).

Join Sompo International at RIMS, April 23-26, 2017

We invite you to join us at the RIMS Annual Conference and Exhibit in Philadelphia on April 23-26. Sompo International Insurance will have broad representation including Jack Kuhn, CEO, Global Insurance and representatives from Sompo GRS as well as our U.S., Bermuda and London Market insurance teams. We invite you to join us on Sunday evening, April 23 at 8pm at the Hotel Monaco for a welcome reception. And don't forget to stop by our Booth #837 in the Convention Center anytime during the conference!

Read about April is Distracted Driving Awareness Month on Sompo GRS LinkedIn!

We invite you to visit our Sompo GRS Showcase Page on LinkedIn featuring Sompo GRS news, trending industry topics, job opportunities and an executive spotlight. If you were following Endurance GRS, you should now automatically be a follower of Sompo GRS. Check out our recent post on *April is Distracted Driving Awareness Month* at www.linkedin.com/company/Sompo-global-risk-solutions.

RECENT ACCOUNT SUCCESSES

We are pleased to share with you examples of our recent account successes

Industry Class	Product	Premium	Limit	Risk Description
Commercial Real Estate	QS Property	\$1.3M	\$21M Primary	\$3B; Industrial Real Estate Portfolio
Commercial Real Estate	QS Property	\$5M	\$25M Primary	\$20B; Mixed Portfolio
Commercial Real Estate	QS Property	\$2M	\$17.5M Primary	\$8B; Mixed Portfolio
Commercial Real Estate	QS Property	\$1.5M	\$17.5M Primary	\$7.5B; Mixed Portfolio
Commercial Real Estate	Environmental	\$800K	\$15M Limit	Mixed Portfolio
Private Equity	Environmental	\$250K	\$5M Limit	Mixed Portfolio
Hospitality	Workers' Compensation/General Liability/Auto	\$9M	Statutory/\$1M Limit/\$1M Limit	Hotel Portfolio
Commercial Real Estate	Workers' Compensation/General Liability/Auto	\$2.3M	Statutory/\$1M Limit/\$1M Limit	Mixed Portfolio
Commercial Real Estate	General Liability/Auto	\$3.7M	\$1M Limit/\$1M Limit	Mixed Portfolio
Residential Real Estate	Workers' Compensation/General Liability/Auto	\$900K	Statutory/\$1M Limit/\$1M Limit	Residential Portfolio
Commercial Real Estate	General Liability/Auto	\$1.8M	\$1M Limit/\$1M Limit	Mixed Portfolio
Commercial Real Estate	Workers' Compensation/General Liability/Auto	\$3M	Statutory/\$1M Limit/\$1M Limit	Commercial Retail Portfolio
Commercial Real Estate	Workers' Compensation/General Liability/Auto	\$2.8M	Statutory/\$1M Limit/\$1M Limit	Parking Operator
Hospitality	Workers' Compensation	\$2.5M	Statutory	Hotel Portfolio
Residential Real Estate	Workers' Compensation	\$2.2M	Statutory	Residential Portfolio
Financial Institutions	QS Property	\$150K	\$25M Primary	Banking Institution
Financial Institutions	QS Property	\$250K	\$22.5M Primary	Banking Institution

DID YOU KNOW...?

Safe Lifting Practices And Procedures

With all the predictions for a paperless society, there still seem to be plenty of physical records and documents, especially for those in the Financial Services industry. Whether it is case files, banking records, or general ledger reports, paper documents are still ever present and need to be filed, stored and retrieved.

It is important to follow safe lifting procedures and proper form when moving and transporting these documents, which are often bulky as well as heavy. The Bureau of Labor and Statistics (BLS) reports that back injuries account for one out of every five injuries in the workplace. Whether it is a simple strain or a herniated disk, back injuries can have a dramatic effect on not only the individual, but also those around them.

The following excerpts are from our 2017 Financial Services Safety Calendar, one of our many value-added loss control services provided to our clients. Following these simple practices can reduce the likelihood for an injury when lifting.

Let's get back to basics when it comes to safely lifting and back injury prevention!

- Always stretch before lifting or reaching
- Evaluate the weight of the object to be carried before lifting
- Never assume a small box is a light box – always lift with caution
- Use a dolly or hand cart if the item is unwieldy
- If it is a two person job, ask for assistance
- Stand as close as possible to the object to be lifted; if smaller in size, kneel, resting one knee on the floor
- When picking up boxes, use the palms of the hand, not just the fingers
- When lifting, maintain a neutral back position
- Prepare for the lift – let your legs do the work!
- Avoid twisting or turning – keep your core muscles tight
- When lifting, turn by pivoting your feet, not your back
- Place materials down gently, always bending at the knees

Feel free to contact W. Jeff Waldron at wwaldron@sompo-intl.com to learn about our Loss Control Safety Best Practices and how to implement them within your organization.