



**SOMPO
INTERNATIONAL**

INSURANCE



Sompo Global Risk Solutions

Sompo Global Risk Solutions takes a unique approach, offering comprehensive multiline capabilities targeted at select industry verticals and client segments where we have depth of expertise. We work through a network of U.S. retail brokers to service middle market and large accounts who share our commitment to long-term partnerships built on white glove service. Delivering tailored products and services, our teams specialize in:

- Financial Institutions
- Professional Services
- Real Estate
- Hospitality
- Japanese Interest Accounts – U.S.

U.S. Japanese Interest Accounts - Ocean Marine Cargo

Sompo Global Risk Solutions' Japanese Interest Accounts team provides fully-serviced standard admitted products to our Japanese clients in the U.S. With a broad underwriting appetite, our Ocean Marine Cargo team will entertain an extensive array of goods and commodities. Our underwriters are experienced marine specialists supported by a dedicated cargo claims team with a global network of international marine claims adjusters. With an average of more than 20 years of marine insurance expertise, our underwriters, claims professionals and loss control specialists are ready to assist you.

PRODUCTS

We have a broad appetite for ocean marine cargo insurance and offer the following range of products:

- "All Risk" Ocean Marine Cargo, War Risk and S.R.&C.C
- Domestic Inland Transit
- Warehouse Inventory and Processing Storage
- Exhibition
- Stock Throughput
- Freight Forwarder/Logistic Providers

SIGNIFICANT CAPACITY

- \$20M per any one conveyance or storage location
- We offer competitive rates/premiums, terms and conditions, including low minimum premiums

UNDERWRITING FEATURES

- Japanese Interest Accounts with minimum annual premium of \$100K

INDUSTRY FOCUS

Our Ocean Marine Cargo team provides worldwide coverage of goods in transit on a warehouse-to-warehouse basis with

tailor-made coverages to meet diverse insurance needs. Coverage for goods moving by sea, air or land can be expanded to include warehouse storage or consolidation risks, domestic inland transit, and exhibition.

TARGET CLASSES

We provide coverage to our Japanese clients with operations in the U.S., focusing on the following classes:

- Importers & Exporters
 - Finished Goods
 - Raw Materials
 - Goods of All Types
- Commodity Traders
 - Packaged/Containerized Goods
 - Goods in ISO Bulk Containers
 - Bulk Commodities
- Manufacturers, Distributors & Wholesalers
 - Raw Materials/ Finished Goods
 - Goods in Course of Manufacturing
 - Industrial Machinery
- Freight Forwarders
 - Shippers Interest
 - NVOCC/Indirect Air Carriers
 - Warehouse Legal Liability
 - Motor Truck Cargo Legal

SUBMISSION REQUIREMENTS

- Risk specifications, including description of principal goods and commodities shipped
- Primary Points of Origin & Destination
- Estimated annual shipment values – imports, exports, domestic inland
- Estimated annual gross sales
- Limits of Liability required – conveyances and warehouses
- Valuation required – cost & freight + 10%, selling price, etc.
- Warehouse Inventory Statement of Values (SOV) electronic format if possible
- COPE information
- Five year loss history

KEY CONTACTS

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About Sompo International

The 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. Sompo International is a global specialty provider of property and casualty insurance and reinsurance. Sompo International underwrites agriculture, professional lines, property, marine and energy, and casualty and other specialty lines of insurance and catastrophe, property, casualty, professional lines and specialty lines of reinsurance.

Our Financial Strength

Sompo International's operating subsidiaries have balance sheets comprising high quality assets and excellent liquidity. We maintain ratings of A+ (Superior) from A.M. Best (XV size category) and A+ (Strong) from Standard & Poor's. In addition, we are backed by the financial strength of Sompo Holdings, Inc., which holds more than \$100 billion in total assets.

Our Commitment to Japanese Interest Accounts

At Sompo Global Risk Solutions, we pride ourselves on our client-centric approach to providing a full array of standard and specialty products to our insureds and their distribution partners. Our business model is built on forging long-term relationships with clients and brokers who value a strong balance sheet, industry expertise, stable pricing and high quality, customized services. Beyond our commitment to disciplined and responsive underwriting, we provide each client with strong claims support and assistance, highly customized loss control services, and policy processing which surpasses the industry standard.

