



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 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.

Middle Market

Sompo Global Risk Solutions' approach is to forge a long-term holistic trading partnership with each account, not based on individual products, rather by offering all lines of business through a multi-disciplinary specialty team with a focus on the industry verticals and client segments where we have depth of expertise.

We are committed to providing our clients with:

- Empowered underwriters who have authority at the point of sale.
- Loss control resources specializing in risk management programs tailored to the needs of the specific client segment.
- Dedicated in-house claims staff with strategic partnerships with outside counsel specializing in our clients' operations and risk exposures.
- Operations teams with deep expertise who truly understand and can quickly respond to policy requests.

COVERAGE FEATURES

- Property written stand-alone or as part of a package, on an admitted basis in all 50 states
- Flexibility to write property on broker manuscript forms
- Ability to place locally admitted policies in most countries
- Guaranteed cost and alternative risk transfer mechanisms (deductibles, SIR and retro rating plans)

SIGNIFICANT CAPACITY

We take a unique approach, providing comprehensive coverage across all lines of business. We offer significant capacity for the following product lines:

- Property – up to \$500M AOP/\$25M CAT
- General Liability – \$1M limit, can increase based on risk
- Multiline/Package – same as Property and GL
- Auto – \$1M limit, can increase based on risk
- Workers' Compensation – statutory limits
- Umbrella/Excess Casualty – \$25M

- Environmental – \$25M (Site Environmental Impairment, Contractor's Pollution & Environmental Excess)
- Builders' Risk – varies by risk
- Surety – depending on bonding needs
- Professional Lines – \$25M (Real Estate & Hospitality)
- Cyber – \$25M
- Weather Protection – \$50M limit, can increase based upon risk

FINANCIAL INSTITUTIONS & PROFESSIONAL SERVICES

Providing multi-line P&C coverage to middle market commercial insurance companies, banks and other financial services companies as well as a range of professional services firms, we target the following classes with minimum annual P&C premium of \$100K or greater:

- Fund Advisors
- Life Insurance Companies
- P&C Insurance Companies
- HMOs/PPOs
- Hedge Funds
- Private Equity Firms
- Money Center Banks
- Community Banks
- Investment Banks
- Consulting Firms
- Law Firms
- Accounting Firms
- Engineering Firms
- Architectural Firms

REAL ESTATE & HOSPITALITY

Providing coverage across all lines of business to Real Estate & Hospitality owners, investors, managers and servicing companies, we target the following classes with minimum annual P&C premium of \$250K or greater:

- Real Estate Funds
- Real Estate Investment Trusts (REITs)
- Global Real Estate Service Firms
- Building Owners
- Arenas/Venues
- Museums/Art Centers
- Golf Club Owners/Operators
- Hotel Owners
- Hotel Operators
- Hotel Brands
- Property Managers
- Restaurants
- Cultural Institutions
- Gaming/Casinos
- Parking Operators

About Sampo International

Sampo International Holdings Ltd., a global specialty provider of property and casualty insurance and reinsurance, underwrites agriculture, professional lines, property, marine, energy, casualty and other specialty lines of insurance and catastrophe, property, casualty, professional lines, weather risk and specialty lines of reinsurance. Sampo International is a wholly owned subsidiary of Sampo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market.

Our Financial Strength

Sampo 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 part of Sampo Holdings, Inc., which holds more than \$100 billion in total assets.

KEY CONTACTS

Michael Chang

Chief Executive Officer,
Global Risk Solutions
T +1 212 471 2816
E mchang@sampo-intl.com

PRODUCT LEADER

Matthew Burns

Senior Vice President,
Middle Market Product Leader
T +1 646 677 8711
E mburns@sampo-intl.com

UNDERWRITING

Financial Institutions & Professional Services

Nelson Telemaco

Senior Vice President,
Financial Institutions P&C and
Professional Services P&C Leader
T +1 646 681 0185
E ntelemaco@sampo-intl.com

Real Estate & Hospitality

Jason Dockery

Senior Vice President,
Real Estate & Hospitality Leader,
Eastern Region
T +1 919 410 3532
E jdockery@sampo-intl.com

Barbara Frare

Senior Vice President,
Real Estate & Hospitality Leader,
Western Region
T +1 970 820 0934
E bfrare@sampo-intl.com

Eastern Territory

Fiona O'Connell

Underwriting Manager
T +1 646 677 8716
E foconnell@sampo-intl.com

Molly McShea

Senior Underwriter
T +1 781 638 2046
E mmcshea@sampo-intl.com

Christopher DePaolis

Underwriter
T +1 917 421 4969
E cdepaolis@sampo-intl.com

Alison Boyle

Underwriting
T +1 212 471 1774
E aboyle@sampo-intl.com

Michelle Dimitri

Underwriting
T +1 212 209 6539
E mdimitri@sampo-intl.com

Nicole DiPaolo

Underwriting
T +1 212 209 6540
E ndipaolo@sampo-intl.com

Western Territory

Chloe Ferguson

Underwriting Manager
T +1 212 471 1770
E cferguson@sampo-intl.com

Jennifer Westwood

Underwriting
T +1 646 681 0163
E jwestwood@sampo-intl.com

Kim Phan

Assistant Vice President,
Senior Underwriter
T +1 212 471 2789
E kphan@sampo-intl.com

Owie Agbontaen

Senior Underwriter
T +1 781 638 2030
E oagbontaen@sampo-intl.com

Kathryn DeSimone

Underwriting
T +1 212 209 6535
E kdesimone@sampo-intl.com

Jeremy Epstein

Underwriting
T +1 212 209 6534
E jepstein@sampo-intl.com

BUSINESS DEVELOPMENT

Ionel Rizea

Executive Vice President,
Chief Business Development
and Operations Officer
T +1 917 281 0728
E irizea@sampo-intl.com

Peggy Menard

Vice President,
Business Development
T +1 212 209 6503
E pmenard@sampo-intl.com

William Rodriguez

Vice President,
Business Development
T +1 917 281 0750
E wrodriguez@sampo-intl.com

Edward Kelly

Assistant Vice President,
Marketing
T +1 213 243 1817
E ekelly@sampo-intl.com

CLAIMS

Bill Barry

Vice President,
Head of Account Management
T +1 908 376 2448
E wbarry@sampo-intl.com

LOSS CONTROL

Christine Sullivan, CSP

Senior Vice President,
Loss Control Leader
T +1 469 872 7134
E csullivan@sampo-intl.com