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# Recent Multinational Success Stories

As companies expand overseas, their risk management needs become increasingly complex. Leveraging licensing capabilities from Sompo companies around the world and a growing network of third-party partners, our Multinational platform offers a convenient, consistent approach to implementing multinational insurance programs that are compliant with local regulations in 160 countries. The following examples highlight a number of ways our Multinational and underwriting teams have successfully collaborated to meet the needs of our brokers and clients.

Industry	Line of business	Premium (GWP)	Client's home country	Countries in program	Why we won
<b>Medical Devices</b>	Property, General Liability, Auto, Umbrella, Casualty	\$129K	U.S.	U.S., India, Germany	A risk assessment provided by Sompo's Multinational and Risk Control team added valuable insights resulting in a multiline program in three countries.
<b>Medical Devices</b>	Umbrella	\$1.1M	U.S.	U.S., Canada	Sompo's recently expanded footprint in Canada enabled the development of an umbrella solution for a medical devices manufacturer in U.S. and Canada.
<b>Manufacturing</b>	Marine	\$172K	U.S.	U.S., China, Germany, Japan, Malaysia, Singapore, South Korea, UK, India, Netherlands	Sompo's Multinational and Underwriting teams developed a marine insurance solution in seven countries in under 15 days.
<b>Asset Management</b>	Primary D&O	\$320K	U.S.	US, Australia, Costa Rica	Sompo's Multinational specialists and Financial Institutions underwriters helped a global financial services firm find consistent, compliant D&O insurance in three countries.



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<b>Life Sciences</b>	Property, GL, Products, Auto, WC, Umbrella, Casualty	\$1.1M	U.S.	US, U.K., France and Germany	Sompo's Life Sciences and Multinational specialists leveraged their collective expertise to quickly help a global manufacturer identify and address gaps in its insurance portfolio with a custom, compliant multiline insurance solution in four countries.
<b>Retail</b>	Primary D&O	< \$250K	U.S.	US, Germany, France, Italy, Spain, Ireland, Hungary, Switzerland, Poland, Czech Republic, Japan	A custom needs assessment enabled Sompo to help a global retailer implement a tailored D&O program in 11 countries
<b>Transportation</b>	D&O	\$109K	U.S.	U.S., Mexico, Colombia, Chile, Peru, Uruguay	A broker's cross-border confidence in Sompo helped a client meet an immediate need for D&O insurance
<b>Data Analytics</b>	GL and Property	\$33K	U.S.	U.S., UK, Canada	In one week, Sompo's teamwork enabled a successful cross-sell of a tailored insurance program for UK and Canada.
<b>Hospitality</b>	Property, Casualty	\$500K	UK	UK, U.S.	The teamwork and collaboration of Sompo's US and U.K. underwriters helped a UK hospitality company secure consistent coverage in the U.S.
<b>Office Space</b>	[Claims] General Liability	\$45K	U.S.	Brazil	Collaborative effort between local and global claims handlers ensured a swift and coordinated response, demonstrating Sompo's commitment to providing seamless insurance solutions and service across borders.
<b>Fertilizer/ Distribution</b>	D&O	\$17K	Singapore	Singapore, Indonesia, Malaysia	Open communication, collaboration and technology were key to the first multinational program produced by Sompo's new APAC team.

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Learn more at [sompo-intl.com/multinational-business](https://sompo-intl.com/multinational-business).