



## U.S. Insurance

We partner with insureds who seek committed longterm relationships with a carrier offering breadth and depth of expertise, exceptional financial strength and global reach. Servicing clients ranging from small businesses to multi-nationals, Sompo International's U.S. insurance team offers a diversified set of specialty insurance products through our network of wholesale and retail brokers. By carefully monitoring changes in the market and truly understanding clients' risk exposures, we offer tailored solutions and responsive service.

## U.S. Asian Risk Solutions - Ocean Marine Cargo

With a broad underwriting appetite, our U.S. Asian Risk Solutions - Ocean Marine Cargo team provides fully-serviced standard admitted products to our Japanese and South Korean clients with operations in the U.S. and Mexico. Entertaining 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 risk 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

### 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 and South Korean clients with operations in the U.S. and Mexico, focusing on middle market and large accounts in 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

### **Sara Gundersen**

Executive Vice President,  
U.S. Asian Risk Solutions  
T +1 646 677 8710  
E [sgundersen@sompo-intl.com](mailto:sgundersen@sompo-intl.com)

### **Denise Frobey**

Vice President,  
Ocean Marine  
T +1 704 759 2180  
E [dfrobey@sompo-intl.com](mailto:dfrobey@sompo-intl.com)

## CLAIMS

### **John Competiello**

Vice President,  
Ocean Marine Claims  
T +1 212 471 1749  
M +1 917 848 2302  
E [jcompetiello@sompo-intl.com](mailto:jcompetiello@sompo-intl.com)

## RISK CONTROL

### **Steve Lindsley**

Vice President,  
Risk Control Leader,  
Global Risk Control  
T +1 704 759 2161  
E [slindsley@sompo-intl.com](mailto:slindsley@sompo-intl.com)

## CHARLOTTE

Hayes Building  
11405 North Community House Road,  
Suite 500  
Charlotte, NC 28277  
T +1 704 759 2200

## NEW YORK

1221 Avenue of the Americas  
New York, NY 10020  
T+1 212 209 6500

## About Sompo International

Sompo 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. Sompo International is a wholly owned subsidiary of Sompo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market.

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

## Our Commitment to Japanese and South Korean Accounts

With a collaborative approach and empowered underwriters, U.S. Asian Risk Solutions provides fully-serviced standard admitted products to our Japanese and South Korean clients with operations in the U.S. and Mexico. As part of Sompo International, we are pleased to provide our clients and distribution partners with an array of specialty products to complement our standard product offerings.

