



SOMPO INTERNATIONAL

INSURANCE



U.S. Insurance

We partner with insureds who seek committed long-term 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.

Excess Casualty – Retail

Sompo International’s U.S. Excess Casualty team partners with national retail brokers to write coverage for the middle-market through national accounts space. We can offer umbrella, excess liability/follow form and a wide variety of endorsements to tailor coverage. Our experienced underwriters assist clients across the U.S. by providing risk solutions effectively and responsively.

CAPACITY

- Up to \$25M total capacity across all Sompo International Excess Casualty business units

TARGET CLASSES

We consider a broad range of businesses including, but not limited to:

- Manufacturing
- Construction including project policies
- Consumer Products
- Services

THE CHANGING U.S. EXCESS CASUALTY LANDSCAPE

Nuclear verdicts, driven by social inflation, continue to afflict the excess casualty landscape, causing a disruption in capacity and underwriting appetites across the industry. A dramatic increase in jury verdicts and settlements for high exposure cases in the recent decade has resulted in carriers no longer applying traditional rate methodologies, requiring increased rates. As the trend grows rapidly in both occurrences and cost, a well-versed excess claims team can help companies mitigate the impending risk of nuclear verdicts.

INCREASING IMPACT OF NUCLEAR VERDICTS



300%

Increase in frequency of verdicts of \$20 million or more over a ten year period.¹



\$54M

Average settlement in the top 50 U.S. verdicts in 2018.
92% increase from 2014²



An increasingly involved and better funded plaintiff bar, and sharply rising jury awards, are pushing up the “social inflation” component of loss costs in US liability.³

¹ Dana Alden Fox, Esq. Lewis Brisbois Bisgaard & Smith LLP; ² Willis Towers Watson, Survey Report, Insurance Marketplace Realities 2020 – Domestic Casualty <https://www.willistowerswatson.com/en-US/Insights/2019/11/insurance-marketplace-realities-2019-fall-update-domestic-casualty>; ³ Swiss Re Institute - Social inflation: a building pain point in US liability insurance <https://www.swissre.com/institute/research/sigma-research/economic-insights-social-inflation.html>

CLAIMS CAPABILITIES

- In-house claims professionals with extensive experience in handling excess casualty claims who work in close partnerships with our underwriters
- Responsive claims handling and real-time risk analytics assist in portfolio management
- Our claims professionals are leaders in their field who actively contribute to industry associations such as CLM, DRI, IACP and RIMS to help them stay close to the trends affecting the industry.

* Endurance American Insurance Company and Endurance Risk Solutions Assurance Co., operating subsidiaries of Sompo International Holdings Ltd., are our admitted companies, providing excess liability coverage in most states.

FINANCIAL RATINGS

A+

Standard & Poor's (Strong)
A.M. Best (Superior)

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