



# SOMPO INTERNATIONAL

INSURANCE



## Surety, U.S.

Sompo International's U.S. Surety team has extensive experience in all surety products and has the expertise to underwrite a wide range of exposures to meet the varying needs of our clients. Our detailed analysis and consistent underwriting approach coupled with responsive service and respected claims handling make us the market choice for key producers. Sompo International is one of the 10 largest surety companies in the U.S. marketplace. We utilize a nationwide network of independent agents and brokers and our surety products are available in 50 states, Washington D.C., Guam, the Northern Mariana Islands, the U.S. Virgin Islands, and Puerto Rico.

### SOMPO'S COMMITMENT TO U.S. SURETY

- 15 new field underwriters added to our team since 2019
- 4 underwriting trainees added in 2019, 4 more added in 2020 and 3 summer interns hosted in 2020
- Significant financial investment into our systems (internal and external) with an agent portal in development for 2021
- New product development launching of a small contractor program utilizing credit scores and automatic approvals planned for late 2020
- Added over \$500M in capital to our 2 main writing companies (Endurance Assurance Corporation & Endurance American Insurance Company)

### TARGET CLIENTS

We offer a full spectrum of surety products for a broad range of target industries including:

- General, trade, environmental, and heavy construction contractors and sub-contractors
- National/regional home builders and developers
- National and international publicly traded and privately held companies
- Financial services companies
- Service companies with an emphasis on transportation, waste, and security sectors
- Energy companies in the oil and gas sectors
- Renewable energy companies in the wind, solar, and hydro sectors

### PRODUCTS

We offer a full suite of surety products including:

- Performance & Payment Bonds
- License & Permit Bonds
- Probate & Court Bonds
- Non-Construction Performance Bonds
- U.S. Customs Bonds
- Additional Commercial & Contract Surety Bonds

### CAPACITY

- Aggregate Bond Program limits up to \$200M for qualified clients

### UNDERWRITING/CLAIMS CAPABILITIES

- Consistent and detailed underwriting approach
- Extensive underwriting experience in all of our business segments
- Emphasis on responsive service
- Dedicated claims team with specialized surety expertise

### FINANCIAL STRENGTH

OVER  
**\$175M**  
COMBINED

**U.S. TREASURY LISTING**  
(increase over \$50M from 2019)

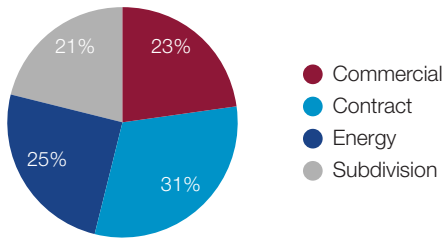
**A+**

**FINANCIAL RATINGS**  
Standard and Poor's (Strong)  
A.M Best (Superior and  
Financial Size Category XV)

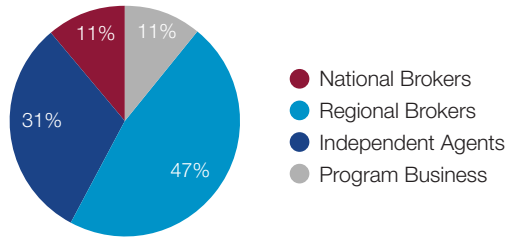
## U.S. Surety Gross Premiums Written = \$150 Million

12 Months Ended December 31, 2019

### Production by Line of Business



### Production by Producer Partners



### KEY CONTACTS

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### UNDERWRITING LEADERSHIP

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### CLAIMS LEADERSHIP

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### TENNESSEE

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Inquiries regarding new agency  
appointments should be directed to  
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## About Our Company

Sompo International Holdings Ltd. 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.

Founded in 1887  
and traded on  
the Tokyo Stock  
Exchange  
TSE (8630)

80,000  
employees  
worldwide

\$26 Billion  
Net Premiums:  
12 Months Ended  
December 31, 2019

\$111 Billion  
Total Assets:  
December 31, 2019

\$17 Billion  
Net Assets:  
December 31, 2019

