



Sompo Global Risk Solutions

Sompo Global Risk Solutions (GRS) 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 retail brokers to service accounts who share our commitment to long-term partnerships built on white glove service. Delivering tailored products and services, our specialist teams include:

- Asian Interest Accounts
- Financial Institutions
- Hospitality
- Life Sciences
- Professional Services
- Real Estate
- Technology

Lead Umbrella/Lead Excess Liability Coverage

With a collaborative approach and superior client service, Sompo Global Risk Solutions provides Lead Umbrella and Lead Excess Liability coverage to clients in the Real Estate, Hospitality, Financial Institutions and Professional Services industries. Our experienced umbrella and excess specialty underwriters are well versed in the complex exposures that our clients face, enabling our team to deliver tailored solutions that are both timely and effective.

TARGET CLASSES

We are open to the following classes of business, including but not limited to:

Financial Institutions & Professional Services

- Fund Advisors
- 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

Life Sciences

- Biotechnology Companies
- Clinical Monitoring and Site Management Firms
- Clinical Trials
- Contract Research Organizations
- Laboratories
- Medical Device Companies
- Pharmaceutical Companies
- Private Label and Contract Manufacturers
- Research and Development Facilities
- Service Organizations

Real Estate & Hospitality

- 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
- Parking Operators

Technology

- Electronic Manufacturing
- IT Services or Integrators
- Software Developers
- Technology Hardware & Storage
- On Demand Mobility Electronics
- Government Contractors

SIGNIFICANT CAPACITY

- \$25M; Up to \$50M total capacity available when combined with other Sompo International Insurance Excess Casualty business units

POLICY FORMS

- Standalone customized Umbrella form with broad coverage, Excess Liability/follow form, and consideration for Claims-Made and other forms
- Flexibility on form and rate custom solutions
- Both admitted and non-admitted coverage
- Enhanced coverages available to address specific client needs such as Most Favorable Jurisdiction Wording, Incidental Professional and Expanded Pollution Exception
- Business Crisis Response Coverage up to \$250K

VALUE-ADDED SERVICE

Our multi-disciplinary specialty team delivers across our full product capability and our approach is to forge a long-term holistic trading partnership with each account. We are committed to providing our clients with:

- Empowered underwriters who have authority at the point of sale.
- Risk control resources specializing in risk management programs tailored to the needs of this client segment.
- Dedicated in-house claims staff with strategic partnerships with outside counsel specializing in lead umbrella and excess liability claims.
- Operations teams with deep expertise who truly understand and can quickly respond to client service needs.

KEY CONTACTS

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About Sompo International

Sompo International Holdings Ltd. (Sompo International) is a global specialty provider of property and casualty insurance and reinsurance, headquartered in Bermuda. Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. Sompo International is a company driven by its core values, a carrier that holds promise, trust and the commitment to protect at the center of everything it does. We maintain excellent financial strength as evidenced by the ratings of A+ (Superior) from A.M. Best (XV size category) and A+ (Strong) from Standard and Poor's on our principal operating subsidiaries. For more information about Sompo International, please visit www.sompo-intl.com.

