



## 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

## Middle Market

Sompo Global Risk Solutions' approach is to forge a long-term holistic trading partnership with each account, not based on individual products, rather by offering all lines of business through a multi-disciplinary specialty team with a focus on the industry verticals and client segments where we have depth of expertise.

### SIGNIFICANT CAPACITY

We offer significant capacity for the following product lines:

- Property – up to \$500M AOP/\$25M CAT
- General Liability – \$1M limit, can increase based on risk
- Multiline/Package – same as Property and GL
- Auto – \$1M limit, can increase based on risk
- Workers' Compensation – statutory limits
- Umbrella/Excess Casualty – \$25M
- Environmental – \$25M (Site Environmental Impairment, Contractor's Pollution & Environmental Excess)
- Weather Protection – \$50M limit, can increase based upon risk

### REAL ESTATE & HOSPITALITY

Providing coverage across all lines of business to Real Estate & Hospitality owners, investors, managers and servicing companies, we target the following classes with minimum annual P&C premium of \$100K or greater:

- Real Estate Funds
- Real Estate Investment Trusts (REITs)
- Global Real Estate Service Firms
- Building Owners
- Arenas/Venues
- Museums/Galleries
- Golf Club Owners/Operators
- Hotel Owners
- Hotel Operators
- Hotel Brands
- Property Managers
- Fine Dining
- Cultural Institutions
- Gaming/Casinos
- Parking Operators

### FINANCIAL INSTITUTIONS & PROFESSIONAL SERVICES

Providing multi-line P&C coverage to middle market commercial insurance companies, banks and other financial services companies as well as a range of professional services firms, we target the following classes with minimum annual P&C premium of \$100K or greater:

- Fund Advisors
- Life insurance Companies
- P&C Insurance Companies
- HMOs/PPOs
- Hedge Funds
- Private Equity Firms
- Commercial Banks
- Investment Banks
- Consulting Firms
- Law Firms
- Accounting Firms
- Engineering Firms
- Architectural Firms
- Venture Capital Firms
- Credit Unions

### LIFE SCIENCES

With a collaborative approach and empowered underwriters, Sompo GRS focuses on small and middle market life sciences accounts in the following classes:

- 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

### TECHNOLOGY

Working through a network of retail brokers, we offer a broad range of property and casualty coverages to technology companies in the following classes:

- Electronic Manufacturing
- IT Services or Integrators
- Software Developers
- Data centers
- Technology Hardware & Storage
- Government Contractors
- SaaS Firms

### U.S. ASIAN RISK SOLUTIONS

Sompo GRS provides coverage to our Asian clients with operations in the U.S. and Mexico. We underwrite a range of industries with specialization in the following classes:

- Auto Parts Manufacturing
- Industrial Machinery Manufacturing
- Fabricated Metal Products
- Electronic Component Manufacturing
- Business & Financial Services
- Office Equipment Installation & Repair
- Durable and Non-Durable Goods Distribution
- Food & Beverage Distribution
- Apparel Distribution
- Food Processing

## INTRODUCING SOMPO INTERNATIONAL

- Sompo International Holdings Ltd. (Sompo International), a global specialty provider of property and casualty insurance and reinsurance, was established in March 2017 as the result of the acquisition of Endurance Specialty Holdings Ltd. by Sompo Holdings Inc. (Sompo), one of the largest property and casualty insurance groups in the Japanese domestic market.
- Sompo's vision is to become a global top 10 insurance group by diversifying risk and expanding Sompo International, the overseas business.
- Sompo International has locations in key markets throughout the world including the UK, Europe, U.S., Bermuda and Asia Pacific.



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