



**SOMPO
INTERNATIONAL**

INSURANCE



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

Real Estate & Hospitality

With a collaborative approach and empowered underwriters, Sompo Global Risk Solutions' Real Estate & Hospitality team truly understands the complex exposures of this market. Focused on U.S. domiciled risks, we work exclusively through retail brokers to deliver superior service to address each client's unique risk needs.

TARGET CLASSES

We focus on the following classes:

- Real Estate Funds
- 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
- Gaming/Casinos
- Parking Operators

COVERAGE FEATURES

- Guaranteed cost and alternative risk transfer mechanisms (deductibles, SIR, retro rating plans and captive programs)

SIGNIFICANT CAPACITY

We take a unique approach, offering comprehensive coverage across all lines of business to the Real Estate & Hospitality market.

We offer significant capacity in 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
- Professional Lines – \$25M
- Environmental – \$25M
- Builders' Risk – same as Property
- Surety – depending on bonding needs
- Cyber – \$25M
- Parametric Natural Catastrophe – Varies based on risk

VALUE-ADDED SERVICE

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 one industry vertical.

We are committed to providing our clients with:

- Empowered real estate and hospitality underwriters who have authority at the point of sale.
- Loss 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 real estate and hospitality claims.
- Operations teams with deep expertise who truly understand and can quickly respond to client service needs.

KEY CONTACTS

James Martuscelli

Executive Vice President,
GRS Chief Industry
Vertical Officer
T +1 646 677 8712
E jmartuscelli@sompo-intl.com

Barbara Frare

Senior Vice President,
Real Estate & Hospitality Leader,
Western Region
T +1 970 820 0934
E bfrare@sompo-intl.com

Jason Dockery

Executive Vice President,
Real Estate & Hospitality Leader,
Eastern Region
T +1 919 419 3532
E jdockery@sompo-intl.com

Matthew Burns

Senior Vice President,
Middle Market Product Leader
T +1 646 677 8711
E mburns@sompo-intl.com

Marnie Shore

Vice President,
Small Business Product Leader
T +1 770 800 9925
E mshore@sompo-intl.com

David Carter

Executive Vice President,
Chief Underwriting Officer
T +1 646 867 7301
E dacarter@sompo-intl.com

Claims

William Barry

Senior Vice President,
Claims Account Manager
T +1 908 376 2448
E wbarry@sompo-intl.com

Rose M.J. Charles, Esq.

Senior Vice President,
Casualty Claims Counsel
T +1 908 376 2490
E rcharles@sompo-intl.com

Scot Corrigan

Senior Vice President,
Worker's Compensation Claims
T +1 213 270 7019
E scorrigan@sompo-intl.com

Christopher Adolph

Vice President, Property Claims
Leader
T +1 213 270 7801
E cadolph@sompo-intl.com

Risk Control

Christine Sullivan, CSP

Senior Vice President,
Risk Control Services Director,
Sompo GRS
T +1 469 872 7134
E csullivan@sompo-intl.com

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.