



SOMPO GLOBAL RISK SOLUTIONS

Replacement Value Protection



With a collaborative approach and empowered underwriters, Sompo Global Risk Solutions (GRS) has the deep industry knowledge, technical expertise and coverage solutions necessary to service the specialized insurance needs of real estate firms and lenders.

REPLACEMENT VALUE PROTECTION

On any given day, real estate firms and the lenders who finance their projects face unforeseen situations that can bring risk and create uncertainty. Fisher Harris Shapiro, Inc. and Sompo International's Global Risk Solutions (GRS) have partnered to help these firms better understand and anticipate these risks and to offer this specialized insurance product that helps protect lenders in commercial real estate financings from a loss resulting from property damage greater than the full replacement costs of a property.

TARGET CLASSES

- Banks
- Mortgage companies
- Credit unions
- Finance companies
- Insurance companies
- Commercial real estate owners
- Commercial real estate developers
- Commercial Real estate lessees

CAPACITY

- Up to \$100M based on risk

FEATURES

- Sompo GRS Replacement Value Protection covers the "shortfall" between the outstanding loan balances and the combined value of the underlying property insurance proceeds and the land that collateralizes the loan in the event of a covered cause of loss.
- Enhances the ability of real estate owners, developers and lessees to complete financings and reduce borrowing costs associated with individual loans.
- Backed by exceptional financial strength and white glove service, this innovative Sompo GRS solution is available to retail U.S. insurance brokers and agents using FHS as an insurance consultant.
- Each account is individually underwritten by Sompo GRS.

VALUE ADDED SERVICES

- Dedicated Property & Casualty Adjusting Unit staffed with experienced professionals who work closely with our underwriting and risk control from the start of each client relationship.
- 24/7 claims reporting by phone, email, or fax.
- Our dedicated team of Risk Control specialists monitor emerging trends and work with clients to minimize their loss potential and stay ahead of the unexpected.

ABOUT SOMPO INTERNATIONAL

Sompo International 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. Sompo International's operating subsidiaries have balance sheets comprising high quality assets and excellent liquidity.

A+

FINANCIAL RATINGS

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

ABOUT SOMPO GLOBAL RISK SOLUTIONS

Sompo Global Risk Solutions 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 U.S. retail brokers to service middle market and large accounts who share our commitment to long-term partnerships built on white glove service. Delivering tailored products and services, our teams specialize in:

- Financial Institutions
- Professional Services
- Real Estate
- Hospitality
- Life Sciences
- Asian Interest Accounts
- Weather Risk Management

KEY CONTACTS

Underwriting

Shaun K. Gonzales

Senior Vice President,
Property Product Leader
Global Risk Solutions
T +1 646 681 0193
M +1 646 946 3841
E sgonzales@sompo-intl.com

NEW YORK

1221 Avenue of the Americas
New York, NY 10020
T +1 212 209 6500

Claims

William Barry

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

Christopher Adolph

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

Risk Control

Vic Sordillo

Senior Vice President,
Global Director,
Risk Control Services
T +1 908 251 0761
E vsordillo@sompo-intl.com

Christine Sullivan

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

Fisher Harris Shapiro

Marc Shapiro

Fisher Harris Shapiro, Inc.
880 Third Avenue, 14th Floor
New York, NY 10022
T +1 212 588 8322
F +1 212 588 9182
M +1 914 772 7276
E SompoProduct@fhsrisk.com

