



**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

## Small Business

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 P&C lines of business through a multi-disciplinary team with a focus on the industry verticals and client segments where we have depth of expertise. We focus on accounts with annual premium across all lines of up to \$100K. We are committed to providing our clients with:

- Empowered underwriters who have authority at the point of sale
- Operations teams with deep expertise who can quickly respond to policy requests
- Access to risk control resources tailored to our industry verticals and client segments, including best practices, our Risk A/T® newsletter and telephone hotline support
- Dedicated claims staff with strategic partnerships with outside counsel specializing in our clients' operations and risk exposures
- Claims liaisons to help guide clients through the process and address any concerns along the way

### POLICY & COVERAGE FEATURES

- Property and General Liability written stand-alone or as part of a package, on an admitted basis in all 50 states
- Ability to place locally admitted policies for foreign locations in most countries
- Flexibility to accommodate for more complex programs

### PRODUCT LINES

We take a unique approach, providing comprehensive coverage across all lines of business, including for the following product lines:

- Property
- General Liability
- Multiline/Package
- Clinical Trial Liability
- Auto
- Workers' Compensation
- Umbrella
- Environmental

## FINANCIAL INSTITUTIONS & PROFESSIONAL SERVICES

Providing multi-line P&C coverage to commercial insurance companies, banks and other financial services companies as well as a range of professional services firms, we target the following classes:

- Fund Advisors
- Hedge Funds
- Private Equity Firms
- Insurance Companies
- Community Banks
- Investment Banks
- Consulting Firms
- Law Firms
- Accounting Firms
- Engineering Firms
- Architectural Firms

## REAL ESTATE & HOSPITALITY

Providing coverage across all lines of business to commercial real estate owners, real estate investment trusts (REITS), real estate funds, commercial property managers, cultural institutions, and servicing companies. We target the following occupancy classes:

- Boutique Hotels
- Retail
- Industrial
- Office
- Historical Sites and Buildings
- Museums
- Libraries
- Arboretums
- Botanical Gardens
- Art Galleries
- Observatories

## LIFE SCIENCES

Providing coverage across all lines of business to 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
- Technology Hardware & Storage
- On Demand Mobility Electronics
- Government Contractors

## U.S. ASIAN RISK SOLUTIONS

Providing coverage across all lines of business, we underwrite a range of industries with a focus on 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

## SOMPO INTERNATIONAL NORTH AMERICAN LOCATIONS:

- Atlanta, Georgia
- Boston, Massachusetts
- Charlotte, North Carolina
- Chicago, Illinois
- Dallas, Texas
- Florham Park, New Jersey
- Los Angeles, California
- Lubbock, Texas
- Nashville, Tennessee
- New Hyde Park, New York
- New York, New York
- Philadelphia, Pennsylvania
- Purchase, New York
- San Francisco, California
- Seattle, Washington
- St. Louis, Missouri
- Mexico City, Mexico

## KEY CONTACTS

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