

Sompo International Insurance's E&S Primary Casualty team brings significant expertise and deep-seated relationships with select appointed wholesale brokers. We offer meaningful in-house capacity, a consistent underwriting approach, timely and efficient turnaround, and a seasoned claims team.



## TARGET CLASSES

- **Manufacturers & Distributors** – Industrial and Consumer products
  - Industrial: Construction machinery and equipment, appliances, textiles, building materials, furniture and fixtures, raw materials, food, transportation parts and equipment
  - Consumer: Appliances, tools, textiles/clothing, furniture, leisure/sporting goods, toys, electronics, household foods)
- **Hospitality** – Bars, Taverns, Restaurants, Nightclubs, Hotel/Motels, Casinos and Resorts (including liquor and A&B exposures)
- **Construction** – Wraps, Project-Specific, Owners' Interest and Practice Policies
  - General Contractors and Developers will be considered for Commercial Building Construction, Infrastructure and Residential (Commercial-grade)
  - Practice Policies for General Contractors and Trade Contractors (Residential varies by class & territory)
- **Real Estate** – Commercial and Premises
- **Mercantile** – Mid-to-large retail and wholesale operations including department stores, supermarket chains, chains, health clubs, and other main street operations.

## CAPACITY AND MINIMUM PREMIUMS

- Limits available up to 2M Occurrence/4M General Aggregate/4M Product aggregate
- Minimum policy premiums start at \$50,000 and vary by class of business or territory

## DISTRIBUTION

Dedicated wholesale distribution through select appointed brokers

## POLICY FORMS

- Latest ISO Commercial General Liability Forms
- Occurrence or Claims-Made Basis
- Manuscript endorsements tailored to address specific needs and company-specific forms

## UNDERWRITING HIGHLIGHTS

- Non-admitted A+ (XV) rated paper
- In-house claims service with dedicated claims representatives
- Ability to offer first-dollar, deductibles, or SIR's depending on claims activity

## KEY CONTACTS

### NEW YORK

1221 Avenue of the Americas,  
19th FL  
New York, NY 10020  
**T** +1 212 209 6500

### Alexander Beganie

*SVP, Head of E&S Primary Casualty*

**T** +1 212 471 1785  
[abeganie@sompo-intl.com](mailto:abeganie@sompo-intl.com)

### ATLANTA

3780 Mansell Road, Suite 400  
Alpharetta, GA 30022  
**T** +1 770 799 2660

### Sue Ross

*SVP*  
**T** +1 770 799 2664  
**M** +1 404 290 1617  
[ross@sompo-intl.com](mailto:ross@sompo-intl.com)

### CLAIMS

#### John Lucas

*VP, Manager  
Property & Casualty Claims*  
**T** +1 212 471 2792  
[jlucas@sompo-intl.com](mailto:jlucas@sompo-intl.com)

#### Tim Donnelly

*VP, Construction Claims*  
**T** +1 646 677 8718  
[tdonnelly@sompo-intl.com](mailto:tdonnelly@sompo-intl.com)

#### Claims Submissions:

[insuranceclaims@sompo-intl.com](mailto:insuranceclaims@sompo-intl.com)

#### Loss Run Request:

[GLLossRuns@sompo-intl.com](mailto:GLLossRuns@sompo-intl.com)

#### GL Submissions:

[GLSubmissions@sompo-intl.com](mailto:GLSubmissions@sompo-intl.com)

### RISK CONTROL

#### Anthony Wright

*VP, Risk Control Manager*  
**T** +1 917 281 0753  
**M** +1 908 451 2446  
[anwright@sompo-intl.com](mailto:anwright@sompo-intl.com)

## About Sampo International

Sampo International Holdings Ltd. (Sampo International) is a global specialty provider of property and casualty insurance and reinsurance, headquartered in Bermuda. Sampo International companies are wholly owned subsidiaries of Sampo Holdings, Inc., whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. Sampo 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.

To learn more, visit us at [sompo-intl.com](http://sompo-intl.com)

