



SOMPO
INTERNATIONAL

INSURANCE

Sompo London Market Insurance

Products and Capabilities





Sompo's London Market Insurance platform, launched as Endurance International Insurance in 2013, has broadened its capabilities and distribution channels to become a leading London-based specialty insurance company.

We have a dedicated team comprised of the highest quality underwriters, claims and support professionals with years of experience in their disciplines, making us an approachable and trusted partner to our intermediaries and clients. Our specialty underwriters spend time understanding each client's risk exposures and we have quickly gained a reputation for providing sustainable and pragmatic solutions.

With this client-focused approach, we look forward to diversifying our product range and geographic reach as part of Sompo International.

I encourage you to visit our website or contact our London Market underwriting teams to learn more.

A handwritten signature in black ink, appearing to read 'Graham Evans'. The signature is fluid and cursive, written over a light grey background.

Graham Evans

Chief Executive Officer,
Sompo London Market Insurance

Sompo International's Commitment to the London Market:

With a commitment to the London Market, our Insurance teams underwrite specialty risks through two strongly capitalized platforms. Through Endurance at Lloyd's, managing agent of Syndicate 5151, we deliver customized products to clients around the world, whilst our company platform (Endurance Worldwide Insurance Limited) offers broad pan European and U.S. surplus lines capabilities.

Working through broad distribution networks outside of North America, we offer the following products to accounts around the globe:

- Accident & Health
- Aerospace
- Casualty
- Energy
- Marine
- Political & Financial Risk
- Professional Lines
 - Financial Institutions
 - Management Liability
 - Professional Indemnity
- Property

We offer significant capacity as lead or follow market, across all of our products. We offer stable and competitive terms throughout the market cycle and pride ourselves on superior service, both in responding to underwriting submissions and in paying valid claims promptly.

We are committed to the markets we serve and to forging valued long-term business partnerships.

London Market Insurance products and capabilities

PROPERTY, MARINE AND ENERGY

Product	Target Classes (Includes but not limited to)	Products/Capacity	Key Contact
Property	<ul style="list-style-type: none"> • Agriculture and Food Production • Financial Services • Healthcare High Technology • Hospitality • Manufacturing • Media • Metals and Minerals • Pharmaceutical • Public Entities • Real Estate • Retail • Telecommunication • Transportation 	Primary, excess or quota share coverage for the following risks: <ul style="list-style-type: none"> • Fire and related perils: \$50M • High hazard Earthquake, Wind and Flood (normal maximum lines) <ul style="list-style-type: none"> – \$5M within the 1 in 100 year return period – \$10M within the 1 in 250 year return periods 	Rupert Cousins Senior Vice President, Property London Market Insurance T +44 (0) 20 7337 2862 E rcousins@sompo-intl.com
Marine – Cargo & Specie	Cargo: <ul style="list-style-type: none"> • Hi-tech • Pharmaceutical • Machinery • Oil & Gas • Bulk Oil • Ores Specie: <ul style="list-style-type: none"> • Precious Metal – Vault Locations • Museums and Galleries • Wholesale Jewellers • Secure Logistics and Valuable Asset Management 	Cargo: \$25M <ul style="list-style-type: none"> • Cargo Open Policy • Excess Stock • Stock – Throughput • Project Cargo Specie: \$50M <ul style="list-style-type: none"> • General Specie • Fine Art • Jewellers Block • Cash in Transit (Excess) 	Gordon Fry Head of Cargo & Specie London Market Insurance T +44 (0) 20 7337 2956 E gfry@sompo-intl.com
Marine – Hull & Liability	Blue & Brown Water Hull: <ul style="list-style-type: none"> • Vessels of all sizes and types Marine Liability: <ul style="list-style-type: none"> • P&I Clubs • Ship Repairers • Charterers • Terminal Operators • Mortgagees 	Blue & Brown Water Hull: <ul style="list-style-type: none"> • Hull and Machinery: \$25M • Builders' Risk: Up to \$50M • Marine Hull War: Up to \$50M • Mortgagees Interest: Up to \$50M Marine Liability: <ul style="list-style-type: none"> • P&I: Up to \$50M • Other Marine Liability: \$25M 	Chris Stafford-Hill Marine Hull & Liability Underwriter London Market Insurance T +44 (0) 20 7337 2995 E cstaffordhill@sompo-intl.com
Energy	<ul style="list-style-type: none"> • Upstream: Contractors, Exploration and Production • Mid and Downstream: Refiners, Petrochemical, Gas Processing, Storage and Distribution • Power: Electricity Generating • Renewables: Wind and Solar 	<ul style="list-style-type: none"> • Mono-line to Composite • Fully integrated approach • \$100M line capability 	<i>Upstream:</i> Tom Houston Senior Vice President, Energy London Market Insurance T +44 (0) 20 7337 2931 E thouston@sompo-intl.com <i>Downstream:</i> Alex Murray Vice President, Energy London Market Insurance T +44 (0) 20 7337 2926 E amurray@sompo-intl.com

PROFESSIONAL LINES

Product	Target Classes (Includes but not limited to)	Products/Capacity	Key Contact
Financial Institutions	<p>Financial institutions clients including the following sectors (excluding those domiciled in the U.S.):</p> <ul style="list-style-type: none"> • Commercial Banks • Retail Banks • Investment Managers and Advisors • Hedge Fund Managers • Private Equity Managers • Insurance Companies • Stockbrokers • Corporate Finance Advisors • Financial Service Providers • Clearing and Settlement Houses 	<p>Primary and excess coverage across the following products:</p> <ul style="list-style-type: none"> • Professional Liability • Crime • Directors & Officers (D&O) • Employment Practices Liability • Pension Trustee Liability • Public Offering of Securities <p>Capacity: \$25M across all products</p>	<p>John Richards Senior Vice President, Head of Financial Institutions London Market Insurance T +44 (0) 20 7337 2923 E jrichards@sompo-intl.com</p> <p>Anthony Tjong Vice President, Financial Institutions London Market Insurance T +44 (0) 20 7337 2924 E atjong@sompo-intl.com</p>
Management Liability	<p>All industry sectors excluding Financial Institutions and clients domiciled in the U.S.:</p> <ul style="list-style-type: none"> • Publicly traded, private and not-for-profit entities of any size • Clients with shares traded on any international exchange including full U.S. listings and all levels of ADR 	<p>Primary and excess coverage across the following products:</p> <ul style="list-style-type: none"> • Management Liability • D&O including Side-A and Side-A DIC • Employment Practices Liability • Pension Trustee Liability • Public Offering of Securities • Crime <p>Capacity: \$25M across all products</p>	<p>Jeremy Isaacs Senior Vice President, Head of Management Liability London Market Insurance T +44 (0) 20 7337 2851 E jisaacs@sompo-intl.com</p>
Professional Indemnity	<p>Micro, SME to FTSE 100 clients (excluding those domiciled in the U.S.) including:</p> <ul style="list-style-type: none"> • Accountants • Architects • Chartered Surveyors • Design & Construct • Engineers • Insurance Brokers • Information Technology • Media • Miscellaneous • Project Specific Policies • Solicitors 	<p>Primary and excess coverage:</p> <ul style="list-style-type: none"> • Any One Claim Coverage • Costs In Addition to Limit of Indemnity • Costs Exclusive Deductibles • Full Civil Liability <p>Ten year policy period available on project specific policies</p> <p>Capacity: \$25M across all products</p>	<p>Ian Bowler Senior Vice President, Head of Professional Indemnity London Market Insurance T +44 (0) 20 7337 2920 E ibowler@sompo-intl.com</p>



SPECIALTY

Product	Target Classes (Includes but not limited to)	Products/Capacity	Key Contact
Casualty	<ul style="list-style-type: none"> • Manufacturing • Retail • Energy (primary E&P and downstream) • Transportation • Public Sector • Construction (annual) • Construction projects (up to 78 months plus maintenance period) • Hospitality • Sports 	<p>Primary and excess coverage across all products determined by both territory and sector, including Employers and Public Liability coverage where required.</p> <p>Capacity: \$25M USD/CAD or \$30M AUD</p>	<p>Giles Quartly Senior Vice President, Head of General Liability London Market Insurance T +44 (0) 20 7337 2992 E gquartly@sompo-intl.com</p>
Accident & Health	<ul style="list-style-type: none"> • Personal Accident/Illness (Group & Individual) • Medical Expense • Sports Professionals • War & Terrorism • Travel/Credit Card • Aviation • Contract Protection Insurance 	<p>Primary and excess coverage provided with maximum capacity as follows:</p> <ul style="list-style-type: none"> • Any One Life: \$5M • Any One Event: \$25M • Medical Expenses: \$10M per person 	<p>Dale Willetts Executive Vice President, Head of Accident & Health London Market Insurance T +44 (0) 20 7246 6032 E dwilletts@sompo-intl.com</p> <p>Andrew Fuller Senior Vice President, Accident & Health London Market Insurance T +44 (0) 20 7246 6034 E afuller@sompo-intl.com</p>
Aerospace	<ul style="list-style-type: none"> • Airline Commercial Operators • Airline Industrial Aid Operators • Product Manufacturers • Service and Repair Providers • Airport Operators • Air Traffic Services • Ground Service Providers • General Aviation Operators • General Aviation Industrial Aid Operators • Lessors, Banks and Finance Houses 	<p>Primary and excess coverage provided with maximum capacity as follows:</p> <ul style="list-style-type: none"> • Hull and Liability: \$150M • Liability Only Cover: \$150M • Hull War: \$25M • Excess Liability War: \$75M 	<p>Ian Keegan Executive Vice President, Head of Aerospace London Market Insurance T +44 (0) 20 7337 2996 E ikeegan@sompo-intl.com</p>
Political & Financial Risks	<ul style="list-style-type: none"> • Banks active in International Trade Finance • Commodity Finance, in particular Oil & Gas, Metals & Mining whether insureds are physical commodity traders or financing banks • Engineering/Construction trade sectors • Utilities: Power, Water and Telecoms • Asset Finance — Credit Risk Solutions 	<p>Coverage across a full range of political risk and credit insurance products, including:</p> <ul style="list-style-type: none"> • Trade-related Political Risk Insurance including coverage against: <ul style="list-style-type: none"> – Counterparty non-payment – Non-delivery for pre-paid goods – Inability to convert and transfer currency – Embargo – Licence cancellation – Unfair bond calling • Confiscation, Nationalisation, Expropriation, Deprivation Coverage • Single Risk Credit Insurance <p>Capacity: \$40M per risk</p>	<p>Matthew Woollam Head of Political & Financial Risk London Market Insurance T +44 (0) 20 7337 2985 E mwoollam@sompo-intl.com</p>



BERMUDA

Hamilton, Bermuda

UNITED KINGDOM

London, England

UNITED STATES

New York, New York

Atlanta, Georgia

Chicago, Illinois

Florham Park, New Jersey

Los Angeles, California

New Hyde Park, New York

San Francisco, California

St. Louis, Missouri

About Sompo International

The Sompo International companies are wholly owned subsidiaries of Sompo Holdings, Inc. (Sompo), whose core business encompasses one of the largest property and casualty insurance groups in the Japanese domestic market. Sompo International is a global specialty provider of property and casualty insurance and reinsurance. Sompo International underwrites agriculture, professional lines, property, marine and energy, and casualty and other specialty lines of insurance and catastrophe, property, casualty, professional lines and specialty lines of reinsurance.

Our Financial Strength

Sompo International's operating subsidiaries have balance sheets comprising high quality assets and excellent liquidity. We maintain ratings of A+ (Superior) from A.M. Best (XV size category) and A (Strong) from Standard & Poor's. In addition, we are backed by the financial strength of Sompo Japan Nipponkoa Insurance Inc., which holds more than \$67 billion in total assets and has A+ financial strength ratings from both A.M. Best and Standard & Poor's.

Our Lloyd's Syndicate

Syndicate 5151 underwrites exposures across a diverse range of industries utilising Lloyd's network of licenses in the provision of multi-national policies bespoke to individual client requirements. Working closely with our Lloyd's brokers and their network of producing agents, our approach is to build long-term lasting relationships with our clients. Endurance at Lloyd's is the managing agent of Syndicate 5151.

London Market Insurance Leadership

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