

Wholesale successes



Industry	Account type	Premium (USD)	Line of business	Line of business
Other	Energy - Oil & Gas servicing contractor	\$170,493	Inland Marine: Property / Contractor's Equipment	The insured transitioned its General Liability and Auto programs into a captive structure, disrupting the existing account balance and creating an opportunity for Sompo. A strong partnership with the wholesale broker further strengthened our position and contributed to the win.
Construction	Crane & Rigging contractor	\$148,170	Inland Marine: Contractor's Equipment/ Riggers / Motor Truck Cargo	Key differentiators included providing Loss of Use Coverage under Riggers and Motor Truck Cargo, as well as reducing the Contractor's Equipment deductible in recognition of the insured's strong loss history.
Manufacturing	Manufacturing	\$72,750	E&S Property	The client faced challenges finding a quota share partner to support the lead carrier's terms. By working collaboratively to structure a solution, Sompo was able to provide coverage for this complex occupancy while maintaining underwriting discipline.
Other	Technology software	\$99,000	Cyber	Strong broker relationships and a competitive pricing approach helped position Sompo as a trusted and attractive market for the account.
Manufacturing	Mineral exploration and development	\$92,000	D&O	A combination of strong relationship management, broker advocacy, and competitive pricing helped differentiate Sompo throughout the placement process.
Other	Equipment rental	\$1,347,993	Inland Marine	Sompo retained this account due to the strength of our claims handling capabilities and our collaborative approach in supporting the client's decision to separate the account into two distinct entities.
Manufacturing	Technology	\$245,000	E&S Excess Casualty	Demonstrated a strong commitment to the client and broker through proactive communication, rapid response times, and efficient delivery of tailored coverage options.