



Tokio Marine Management & Insurance Companies | Press Release

For Release: Immediate

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Tokio Marine Expands from Ocean Marine to Inland Marine in U.S.

*30-year veteran Rich Soja leads Inland Marine Division
offering a full suite of admitted products.*

New York, NY, January 11, 2016 – Tokio Marine Management, Inc. (TMM) is launching a comprehensive line of admitted Inland Marine insurance products, offering solutions for both standard and unique exposures. Nationally recognized marine insurance executive Rich Soja joined TMM in 2015 as Senior Vice President and leads an experienced team of dedicated Inland Marine underwriters. With an immediate nationwide presence, TMM will offer dozens of Inland Marine coverages with a focus on Fine Arts, Renewable Energy Generation, Transportation, Construction, Jewelers Block, Equipment Sales & Rental, and a host of floater products

“Inland Marine is a natural fit with our Ocean Marine division and the dedicated underwriting team of product experts we’ve assembled enabled us to deliver superior service immediately,” commented Koki Umeda, chief executive officer of TMM. “Rich Soja’s expertise, including launching a marine division with a previous company, provides valuable leadership to TMM and value to our customers.”

TMM’s inland marine team has underwriters in New York, Atlanta and San Francisco with expansion plans to other cities later in 2016. TMM already has an internal support system of claims and loss control, which was carefully developed over decades. These resources immediately position TMM to be a top-tier inland marine market servicing a select and elite group of distribution partners. Careful selection of partners allows TMM to deliver intensive service as a key differentiator in the marketplace.

“Even as part of a 130 year old global insurance giant, we have a flat organizational structure that allows us to be nimble and responsive. We have power at the point of sale, deep specialization, a diverse appetite and a desire to focus on a handful of retail agents who value that combination.” said Rich Soja.

For more information on the TMM Commercial Inland Marine product, please visit us [online](#) or contact a TMM Marketing Representative at 1-800-628-2796.

About Tokio Marine Management & Insurance Companies

Tokio Marine Management, Inc. (TMM) is the management company for Tokio Marine America Insurance Company (TMAIC), Trans Pacific Insurance Company (TPI), and TNUS Insurance Company (TNUS). For over 100 years, Tokio Marine has offered comprehensive commercial property and casualty insurance products to some of the world's largest and most distinguished organizations in a variety of industries in all 50 U.S. states, Puerto Rico, and the District of Columbia. With the highest financial strength rating 'A++' (Superior) by A.M. Best Company and 'A+' rating for counterparty credit and financial strength by Standard & Poor's, TMM provides unique insurance and risk management tools from experienced staff,



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and fair and timely claim settlements from a skilled team of claim professionals. For more information, please visit www.tokiomarine.us.

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