



Tokio Marine Management  
& Insurance Companies

# Press Release

**For Release:** Immediate

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## **Tokio Marine Brings Global Strength to U.S. Large Property & Casualty Market**

*Expansion capitalizes on strength built with Japanese customers  
in the U.S. to bring existing service to domestic market.*

**New York, NY, August 15, 2016** – [Tokio Marine Management, Inc.](#) (TMM) is expanding its Commercial Property and Casualty offerings of Large Casualty and General/Products Liability solutions to U.S. risk management customers. The expansion brings the same level of service and expertise that has served Japanese businesses in the U.S. for more than 100 years.

TMM will leverage its existing Large Commercial Property product expertise and operations to target large national and U.S. domiciled global risk management accounts.

Large Casualty will focus on loss sensitive General/Products Liability solutions for the heavy industrial manufacturing sector. Target industries for this offering include motor vehicle parts and accessories, electronic and other electric equipment, industrial machinery and equipment, fabricated metal products, and food and kindred products. TMM's Large Property and Casualty products are admitted in all 50 states and the Company has the ability to offer customized coverages and limits through Tokio Marine America Insurance Company.

"This is a natural expansion to leverage our current resources. Adding Large Property and Casualty to our growing menu of products will help deliver profitable growth as we expand our appetite, service, and presence in the U.S. market," explained Larry Stern, Executive Vice President Large Account Segment and Chief Marketing Officer.

Leading service for these large, national accounts is Robert Crabb, Senior Vice President of Large Commercial Property and Kathleen Ratcliffe, Vice President of Large Casualty. Mr. Crabb will focus on developing and supporting global risk management accounts. Before joining TMM, he was Managing Director and National Property Practice Leader for Aon Benfield's U.S. Property Facultative division. Ms. Ratcliffe was previously the Head of U.S. Large Account Umbrella & Excess Casualty for QBE North America. She will focus on customers specializing in industrial and consumer products in her new role at TMM. The two have a combined 50 years of experience and will be based in New York.

"Rob and Kathleen have specialty product expertise and market relationships to help us deliver products, service, and financial security that Japanese customers have enjoyed here in the U.S. and around the world," added Stern.

TMM has been providing Property & Casualty insurance for more than a century in the U.S. to U.S. domiciled companies, as well as some of Japan's most prestigious manufacturers. TMM has an extensive network of claims professionals who have long term experience with manufacturers of a broad range of products to reduce exposure to litigation risk. For more information on the TMM Large Property and Large Casualty products, please contact a TMM Marketing Representative at 1-800-628-2796.



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## 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, TMM 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, and fair and timely claim settlements from a skilled team of claim professionals. For more information, please visit <http://www.tokiomarine.us>.

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