

# BERKLEY INTERNATIONAL LATINOAMÉRICA S.A. BERKLEY INTERNATIONAL ARGENTINA

Berkley International Latinoamérica is a leading provider of property, liability, surety, group life & health and workers' compensation insurance products and services in Argentina, Brazil and Uruguay.

Berkley International Seguros and Berkley International ART are the first providers of property, liability, surety, group life and related, and workers' compensation insurance products and services on a multi-regional basis in Argentina.



A BERKLEY  
COMPANY



## OUR MISSION

Our goal is to become the most reliable and dependable provider of insurance products and services in Argentina. Our entrepreneurial spirit allows us the creativity to innovate, and the flexibility to generate opportunities.

## COMPANY DESCRIPTION

Berkley International Latinoamérica (BILSA), through its operating companies, Berkley International Seguros (BIS) and Berkley International ART (BIART), offers a wide variety of property, liability, surety, group life and related lines, and workers' compensation insurance products and services designed to meet the needs of individuals and businesses.

Our multi-regional organizational concept, with its decentralized structure of autonomous regional units, has allowed us to successfully understand and respond to local market needs, trends and opportunities. Berkley International Seguros provides property and liability insurance and surety, group life and related products, while workers' compensation coverage and services are provided through Berkley International ART.

## HOW BERKLEY INTERNATIONAL SEGUROS AND BERKLEY INTERNATIONAL ART ARE DIFFERENT

Our business philosophy is one of continuous innovation, introducing new products and services that exceed our customers' highest expectations. We rely on flexible administrative structures and advanced technological systems to provide the highest quality marketing and underwriting functions. This is combined with a service-oriented claims management and resolution approach that is as close to the clients as possible.

**Accountability** We encourage our employees to take initiative in providing the highest quality care and service to our customers. We focus on the needs of our customers, agents, representatives, and suppliers.

**People-Oriented Strategy** Due to our flexible operating structure, we are able to personalize local business contacts and focus on quality of service and risk management. We combine the resources and skills of a large corporation with the agility and flexibility of a small company. We believe our success is due to understanding the insurance needs of our customers and our close contact with them.

## FINANCIAL HIGHLIGHTS

The following financial data is based on BILSA US GAAP Consolidated Financial Statements for the years ended December 31, 2010 and 2009.

### FINANCIAL DATA

(in Argentine Pesos)

	2009	2010
Total Assets	1,095,246,866	1,368,719,281
Total Stockholders' Equity	367,774,187	450,583,148
Direct Premiums Written	664,145,216	871,802,484
Net Income	68,228,639	55,411,710
Return on Equity	24.2%	15.1%



## EDUARDO LLOBET

President & Chief Executive Officer  
Berkley International Latinoamérica

Eduardo Llobet joined W. R. Berkley Corporation in 1995. He has 31 years of experience in the insurance market, and previously managed a major Argentine property casualty company.



**Responsible financial practices** Although we have had rapid growth, we have sustained a healthy financial position that provides us with flexibility and support. This sound financial position is reflected in our AA rating given by Fitch Ratings Argentina in December 2010, which has reported that our “capacity for timely payment of claims is very solid within the country.”

## DISTRIBUTION

We have developed an operational platform managed by three main regional profit centers — Rosario, Buenos Aires and Córdoba — which operate in five regions:

- Buenos Aires Region: Buenos Aires City and Greater Buenos Aires.
- Litoral Region: Rosario, Santa Fe, Formosa, Chaco, Corrientes, Entre Ríos, Misiones and North of Buenos Aires Province.
- Middle & Northwestern Region: Córdoba, La Rioja, Catamarca, Tucumán, Salta, Jujuy and Santiago del Estero.
- Cuyo Region: Mendoza, San Juan and San Luis.
- Austral Region: Center and South of Buenos Aires Province (Mar del Plata and Bahía Blanca areas), La Pampa, Neuquén, Chubut, Río Negro, Santa Cruz and Tierra del Fuego.

## PRODUCTS

In personal lines, we offer insurance services and products for individuals including, but not limited to, homeowners, automobile and personal liability. In commercial lines, we offer specific policies to cover the needs of businesses and professionals, including but not limited to, engineering, surety, workers’ compensation, group life and related, fire, hail, automobile, third party liability and cargo & marine.

## CONTACT INFORMATION

For additional information, please contact us at the address of our home office, our website [www.berkley.com.ar](http://www.berkley.com.ar), or at any of our regional offices listed below, via telephone, fax or email.

### BERKLEY INTERNATIONAL SEGUROS (ARGENTINA)

#### Rosario

Bartolomé Mitre 699  
Tel: +54 341 410 4200  
Fax: +54 341 410 4266  
[ros@berkleyseguros.com](mailto:ros@berkleyseguros.com)

#### Buenos Aires

Berkley Tower  
Carlos Pellegrini 1023  
Tel: +54 11 4378 8100  
Fax: +54 011 4378 8189  
[bue@berkleyseguros.com](mailto:bue@berkleyseguros.com)

#### Córdoba

Av. Colón 675  
Tel/Fax: +54 351 526 4500  
[cba@berkley.com.ar](mailto:cba@berkley.com.ar)

#### Santa Fe

San Martín 2698  
Tel/Fax: +54 342 453 6391 / 452 4411  
[sfe@berkley.com.ar](mailto:sfe@berkley.com.ar)

#### Mendoza

España 818  
Tel/Fax: +54 261 429 0470 / 429 2338 / 423 0397  
[mza@berkley.com.ar](mailto:mza@berkley.com.ar)

#### Mar del Plata

Santiago del Estero 1495  
Tel/Fax: +54 223 494 4280/89  
[mdp@berkley.com.ar](mailto:mdp@berkley.com.ar)

#### Bahía Blanca

Av. Colón 397  
Tel/Fax: +54 0291 455 1500  
[bahia@berkley.com.ar](mailto:bahia@berkley.com.ar)

#### Rio Grande

El Cano 909  
Tel/Fax: +54 2964 43 3727/3541  
[rg@berkley.com.ar](mailto:rg@berkley.com.ar)

#### Ushuaia

Gobernador Paz 601  
Tel/Fax: +54 2901 42 5196/5082  
[ush@berkley.com.ar](mailto:ush@berkley.com.ar)

### BERKLEY INTERNATIONAL SEGUROS (URUGUAY)

Juncal 1035, Apto 101  
11000 - Montevideo, Uruguay  
Tel: (598) 2916 6998  
Fax: (598) 2916 5196  
[mvd@berkley.com.uy](mailto:mvd@berkley.com.uy)  
[www.berkley.com.uy](http://www.berkley.com.uy)

## OFFICERS

### EDUARDO LLOBET

President & Chief Executive Officer

### RICARDO GONZALEZ

Executive Vice President

### FERNANDO SELLEI

Chief Marketing Officer

### CLAUDIO ALLENDE

Chief Operating Officer

### GABRIEL RODRIGUEZ

Chief Claims Officer

### RAUL PIERMARINI

Chief Financial Officer

### CRISTIAN ABBUD

Chief Information Officer

### ALEJANDRO BRUCE

Workers’ Compensation, General  
Manager

### RODRIGO SANZ

Surety Director

### DIEGO COMOLLI

Engineering Senior Underwriter

### ALBERTO TETTAMANTI

Agricultural Risks Director

### Regional Managers

#### LISANDRO GAYOL

Litoral Regional Manager

### MARCELO ANDRI

Middle & Northwestern Regional  
Manager

### MAXIMILIANO RODRÍGUEZ

Cuyo Regional Manager

### Berkley International Uruguay

#### EDUARDO LLOBET

President

#### ALVARO MIGUEL

Chief Executive Officer