

BERKLEY INTERNATIONAL LATINOAMÉRICA S.A. BERKLEY INTERNATIONAL DO BRASIL SEGUROS S.A.

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 do Brasil Seguros is one of the leading providers of surety/bond and engineering insurance products and services in Brazil with a regional distribution presence. A cargo line of business was introduced in 2010, consolidating its market position as one of the most important players in this segment.



A BERKLEY
COMPANY



OUR MISSION

Our goal is to provide high quality products and services for surety/bond, engineering/liability and cargo/marine lines of business, improving the broker-client long lasting relationship.

COMPANY DESCRIPTION

Berkley International do Brasil Seguros S.A. began operations in Brazil in 2006. It specializes in the surety/bond, engineering/liability and cargo/marine businesses, providing products and services nationwide through its head office in São Paulo, with a presence in all major regions of Brazil through brokers and agents.

This proximity to local markets provides Berkley International do Brasil Seguros with a strong competitive advantage in the regional arena. Over the past years it expanded its regional presence with offices in the most strategic regions in Brazil. Our operations in Brazil are divided into four main regions with dedicated people leading each one, with focus close to the agents and clients. This strategy was implemented in order to improve our products distribution and to increase market penetration.

HOW BERKLEY INTERNATIONAL DO BRASIL SEGUROS IS DIFFERENT

Our business philosophy is oriented towards creativity, technological innovations, flexibility and agility providing our clients with solutions beyond their expectations.

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 our close contact with our customers and our full understanding of their insurance needs.

Responsible financial practices Although we have had rapid growth, we have sustained a healthy financial position that provides us with flexibility and support.

FINANCIAL HIGHLIGHTS

The following financial data is based on Berkley International do Brasil US GAAP financial statements for the years ended December 31, 2010 and 2009.

FINANCIAL DATA (in Brazilian Reals)

	2009	2010
Total Assets	112,800,418	122,838,306
Total Stockholders' Equity	23,930,751	28,593,695
Direct Premiums Written	44,887,879	74,743,844
Net Income	477,143	4,497,064
Return on Equity	2.4%	18.8%



EDUARDO LLOBET

President & Chief Executive Officer

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.



DISTRIBUTION

With headquarters in São Paulo and branches in the most strategic regions, we are present in major markets throughout Brazil through representative offices and agents.

ABOUT W. R. BERKLEY CORPORATION

W. R. Berkley Corporation, founded in 1967, is one of the U.S.'s premier commercial lines property casualty insurance providers. Each of the operating units in the Berkley group participates in a niche market requiring specialized knowledge about a territory or product. Our competitive advantage lies in our long-term strategy of decentralized operations, allowing each of our units to identify and respond quickly and effectively to changing market conditions and local customer needs. This decentralized structure provides financial accountability and incentives to local management and enables us to attract and retain the highest caliber professionals. We have the expertise and resources to utilize our strengths in the present environment, and the flexibility to anticipate, innovate and respond to whatever opportunities and challenges the future may hold.

CONTACT INFORMATION

For additional information, please contact us at the address of our home office.

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JOSÉ BAILONE JUNIOR

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PAULO DE FARIA

Chief Financial Officer

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São Paulo Regional Sales Director

CARLOS GABRIEL

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South Regional Sales Director

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Northeast Regional Sales Manager

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Engineering Underwriter Director

SIDNEY CESARE JUNIOR

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