

BERKLEY RISK SOLUTIONS, LLC

Berkley Risk Solutions specializes in sophisticated and complex property casualty insurance and reinsurance transactions in the United States, London, Bermuda and other markets.



A BERKLEY COMPANY



OUR MISSION

Berkley Risk Solutions is a highly respected and trusted underwriter of sophisticated and complex insurance and reinsurance transactions which meet client objectives in exchange for reasonable margins. We provide clients with creative and innovative solutions to their risk-based funding, capital and other strategic business goals.

COMPANY DESCRIPTION

Berkley Risk Solutions is an underwriting management company that provides insurance or reinsurance based solutions to insureds, insurance companies, and specialized risk-bearing entities such as self-insurers, groups, captives and alternative market mechanisms.

The Berkley Risk Solutions underwriting team is highly credentialed and qualified, having a proven track record of success in the insurance and reinsurance industry. We possess an industry experience level that averages over 34 years, and all team members have specialized experience in designing and structuring risk transactions.

HOW BERKLEY RISK SOLUTIONS IS DIFFERENT

Financial circumstances, underwriting environments, and purchasing objectives generally vary by client and over time. Consequently, each proposal tends to be different. The Berkley Risk Solutions team — and the solutions we provide — can be distinguished from others by the unique way in which the following key elements are combined in a single source.

Transparency and Full Disclosure Berkley Risk Solutions designs and structures transactions to stand the test of time. All negotiated terms and conditions are in writing and are contained within the documents and contracts. We require full disclosure as necessary of all terms and conditions of our agreements to those parties with regulatory, auditing or other operational and oversight responsibilities.

Critical Industry and Transactional Experience The industry knowledge and experience of the Berkley Risk Solutions team is unsurpassed. We have a sound understanding of the financial and operational issues of our clients; there is no need for time consuming underwriter “education.” Often we can turn around initial conceptual proposals in less than 48 hours.

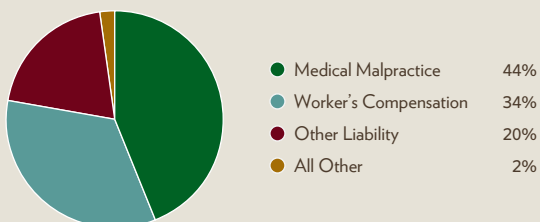
Structuring Flexibility Berkley Risk Solutions will consider an extremely wide variety of submissions for insured, insurance and reinsurance platforms. Through other W. R. Berkley companies, we can offer the client the option of purchasing certain ancillary services such as claim handling. Whenever possible and mutually desirable, we consider deposit accounted transactions.

Lower Frictional Cost/Domestic Platform Most frictional costs incurred by an alternative products market are usually charged to the client — either explicitly via pass-through fees and expenses, or implicitly as a part of that market’s margin. Berkley Risk Solutions’ ability to transact business on U.S. domestic paper can work to

FINANCIAL HIGHLIGHTS

HISTORICAL REVENUE DISTRIBUTION

By Line of Business





JEFFREY E. VOSBURGH

President & Chief Executive Officer

Jeffrey E. Vosburgh has been President & Chief Executive Officer of Berkley Risk Solutions since its creation in late 2003. He has over 40 years of experience in the insurance and reinsurance industry, with 26 years of concentration in structured reinsurance.



minimize or eliminate those frictional costs associated with Federal Excise Tax and statutory collateral requirements (Letters of Credit, etc.) that otherwise may apply to a transaction if done by a non-U.S. based, alien market — making our products very cost effective.

Financial Strength and Stability The Berkley Risk Solutions team utilizes the paper of several highly rated member companies of W. R. Berkley Corporation, including Berkley Insurance Company.

DISTRIBUTION

Berkley Risk Solutions originates business through an open network of insurance agents, insurance brokers, surplus lines brokers, and reinsurance intermediaries. On occasion, we receive inquiries for coverage from other sources, such as insurance consultants and state insurance regulators on behalf of companies under their supervision or rehabilitation.

Our underwriting guidelines are flexible, allowing us the ability to entertain submissions on a wide variety of underlying lines of business, risk classes, industries, and geographic territories. Most often, the opportunities that we see involve risks or exposures which are not well served by the traditional markets, due to temporary dislocations in availability, capacity, or price. Furthermore, transactions which are most often successful usually begin with a sophisticated client who understands all of the key components and financial implications of a specially designed transaction.

We welcome inquiries about any opportunity where the client believes an alternative approach can deliver a more complete solution to their financial needs or strategic goals than a traditional insurance or reinsurance product.

ABOUT W. R. BERKLEY CORPORATION

W. R. Berkley Corporation, founded in 1967, is one of the nation'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 on Berkley Risk Solutions, or to discuss a specific submission or opportunity, please contact us at the address below.

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