

NAUTILUS INSURANCE GROUP, LLC

Our strategy at Nautilus and Great Divide Insurance Companies is to be the best in delivering a market for small to medium commercial risks with low to moderate susceptibility to loss. We view agents as entrepreneurs and associates for the long term.



A BERKLEY
COMPANY



OUR MISSION

Our mission at Nautilus/Great Divide Insurance is to achieve superior underwriting results leading to a stable, consistent and financially secure company for our employees, general agents and policyholders. Keeping aligned with our business profile, we are committed to delivering customer service excellence through a highly effective workforce utilizing innovative technology solutions and data analysis.

COMPANY DESCRIPTION

W. R. Berkley Corporation started Nautilus in September of 1985. Great Divide, our main admitted facility, is licensed in 49 states and the District of Columbia, while Nautilus is licensed in its domiciliary state, Arizona, and is approved on a surplus lines basis in all other states and the District of Columbia.

We write commercial excess and surplus lines business, which allows us to react quickly to changes in market conditions or legal climate, in all states and the District of Columbia. Admitted business is written in a limited number of states for better than average risks that have a lower susceptibility to loss.

WHAT SETS US APART

Employees Our employees are our greatest asset and have made significant contributions to consistent underwriting results. We foster an environment of accountability, teamwork and integrity.

Service Everyone at Nautilus takes pride in setting the bar high when it comes to customer service excellence.

Relationships Our Company has developed strong and long-standing relationships with our general agents, whom we have chosen on a very select basis and who share our values.

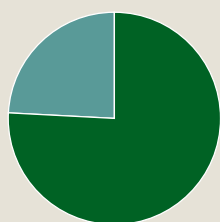
Innovation We continuously seek innovative technology solutions to promote quality and efficient business transactions with our customers.

Strength We have built a reputation as a strong underwriting company and respected industry leader. Nautilus is a proud member company of W. R. Berkley Corporation who is recognized as one of the most respected names in the property casualty insurance industry.

FINANCIAL HIGHLIGHTS

PRODUCT MIX

By Line



● Liability	74%
● Commercial Property	26%

RATINGS

A.M. Best Rating A+ (Superior)

Financial Size Category X

NAUTILUS INSURANCE COMPANY

as of December 31, 2010

Assets	In excess of \$1.5 billion
Surplus	In excess of \$600 million

GREAT DIVIDE INSURANCE COMPANY

as of December 31, 2010

Assets	In excess of \$190 million
Surplus	In excess of \$68 million



THOMAS M. KUZMA, ARM

President & Chief Executive Officer

Tom Kuzma became President and Chief Executive Officer of Nautilus and Great Divide in 1997. He joined Nautilus in 1986 and oversaw all underwriting operations prior to his current position. Tom has a rich background in underwriting, with over 30 years of experience in the insurance field.



A BERKLEY COMPANY®



DISTRIBUTION

- Products are distributed exclusively through appointed general agents who are authorized in a specific underwriting territory as surplus lines producers.
- Nautilus is highly selective when appointing agents and encompasses extensive due diligence. We consider an agency's overall profitability, bias toward achievement, reputation in the industry and overall integrity.
- Agents are carefully and regularly monitored for performance standards. A listing of our agents by state can be found on our public website (www.nautilusgroup.com).
- We have a dedicated website (www.nautilusagents.com) for appointed agents. On this website we provide an electronic underwriting guide and various reports to assist our agents in making informed decisions and enable high-quality agency performance.

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

Nautilus/Great Divide Insurance

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OFFICERS

Senior Officers

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 President & Chief Executive Officer

RICHARD P. SHEMITIS, CPCU
 Executive Vice President
 Chief Underwriting Officer

MIKLOS F. KALLO
 Senior Vice President
 Treasurer & Chief Financial Officer

MICHAEL J. KILGAS
 Senior Vice President
 Claims

BRADLEY A. LONTZ
 Vice President
 Chief Information Officer

Regulatory Officer

JANET L. SHEMANSKE
 Vice President & Secretary
 Regulatory Compliance

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 Vice President
 Underwriting Excess

WENDY L. MARKHAM, CPCU
 Vice President
 Regional Underwriting &
 General Liability

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 Vice President
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DEBORAH J. SAVOIE

Vice President
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 Operations

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 Underwriting

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Vice President
 Underwriting Audit & Development

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 Vice President
 Claims

KIMBERLY R. LEVENSKY

Vice President
 Claims