

# W. R. BERKLEY SYNDICATE 1967 (AT LLOYD'S)

Since W. R. Berkley Syndicate 1967 commenced underwriting in June 2009 it has quickly established itself as a key underwriter of accident, marine and property business within the market at Lloyd's.

Building on the reputations of the leading underwriters heading these three classes and the commitment of capital from W. R. Berkley Corporation, clients and brokers have welcomed the syndicate's first class service, professional underwriting and disciplined approach to risk management.



A BERKLEY  
COMPANY



## OUR MISSION

To establish W. R. Berkley Syndicate 1967 as one of the pre-eminent accident, marine and property underwriters of choice in the Lloyd's market.

We aim to combine the excellent reputation and trading environment that is the hallmark of Lloyd's with the expertise and resources available to member companies of W. R. Berkley Corporation.

## COMPANY DESCRIPTION

Syndicate 1967 is supported by fully aligned capital from W. R. Berkley Corporation and has a premium stamp capacity for the 2011 underwriting year of GBP £100m.

Underwriting is conducted in our dedicated offices at 40 Lime Street and the Syndicate's underwriting box number 209 located on the second gallery in the Underwriting Room at Lloyd's. Syndicate 1967 is ideally placed to provide first class service and immediate underwriting decisions for brokers and clients.

## HOW W.R. BERKLEY SYNDICATE 1967 IS DIFFERENT

The experienced underwriting team of Syndicate 1967 is committed to adding value to our brokers and clients through quickly assessing the clients' real needs and has the ability to deliver key decisions and solutions in a competitive time scale. We bring extensive expertise in

our chosen classes of business, a successful track record of working in partnership with clients and brokers and a highly motivated and empowered team.

Syndicate 1967 holds a unique position in the Lloyd's market. A member company of W. R. Berkley Corporation, one of the world's leading insurance groups, the Syndicate supplements its own operations with the expertise and other resources of the wider Group.

## OUR PRODUCTS

Syndicate 1967 focuses on accident and health, marine and property classes. Additionally, the Syndicate is able to provide an international platform for clients of other W. R. Berkley Corporation member companies outside of the United States.

**Accident Classes** We have the experience and risk assessment skills to provide underwriting solutions for our client's needs, covering the complete range of accident classes. Our focus is strongly geared towards meeting client requirements and long-term relationships, delivering products and structures to meet opportunities.

Our main areas of expertise are:

- **Personal Accident:** Group and individual exposures, specialist schemes, disability covers

## FINANCIAL HIGHLIGHTS

Syndicate 1967 underwrites on behalf of Lloyd's of London. Lloyd's unique capital structure provides excellent financial security to policyholders and capital efficiency for members.

There are three links in the chain of security:

- Syndicate level assets
- Members' funds at Lloyd's
- Central assets

The funds in the first and second links are held in trust, primarily for the benefit of policyholders whose contracts are underwritten by the relevant member. Members underwrite for their own account and are not liable for other members' losses. The third link contains mutual assets held by the Corporation of Lloyd's which are available, subject to Council approval, to meet any member's insurance liabilities. The Corporation is responsible for setting both member and central capital levels to achieve a level of capitalisation that is robust yet allows members the potential to earn superior returns.

Please see [www.lloyds.com](http://www.lloyds.com) for further details and Lloyd's 2010 Annual Report.

## LLOYD'S RATINGS

A.M. Best	Standard & Poor	Fitch
A (Excellent)	A+ (Strong)	A+ (Strong)

## SYNDICATE 1967

2011 Premium Stamp Capacity GBP £100m  
Capital Provider – 100% by W. R. Berkley Corporation



### MICHAEL A. SIBTHORPE

Chief Executive

Mike Sibthorpe joined W. R. Berkley in July 2008 to lead the project to establish W. R. Berkley Corporation's underwriting platform at Lloyd's. Previously, Mike was CEO and Active Underwriter of one of the main underwriting businesses at Lloyd's. Prior to that, he worked in the company insurance market and originally began his career in the banking industry.



### ALASTAIR BLADES

Active Underwriter

Alastair joined W. R. Berkley in April 2009 to assist in the launch of Syndicate 1967 and to lead its worldwide commercial property account. He has been underwriting at Lloyd's since 1986, having spent the previous 14 years building one of the leading property portfolios with one of the leading Lloyd's businesses. Externally, he sits on the Lloyd's Worldwide Property Business Panel.



- **Medical Expenses:** Self funded, international and out of country schemes
- **Contingency:** Event cancellation of sports, leisure and entertainment risks, also non-appearance and failure to survive of key performers

**Marine Classes** We have an established team of leading marine underwriters and can offer a broad range of products providing coverage for assets worldwide. We afford excellent levels of service to our brokers enabling them to obtain comprehensive risk solutions for their clients, worldwide.

Marine products available include Hull, Marine and Aviation War, Political Violence including Terrorism, Cargo & Specie and Marine Liability.

**Property Classes** We underwrite a worldwide portfolio of direct insurance and facultative reinsurance. By developing first class relationships with clients and brokers, we continue to develop a commercial property account comprising core risk managed accounts, a trading excess and surplus line account and select programs.

Our underwriting strategy is characterized by cycle management, disciplined line size development and rigorous client and program selection.

### 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

#### W. R. Berkley Syndicate 1967

7th Floor 40 Lime Street  
London EC3M7AW, England  
Tel: +44 (0) 20 7088 1967  
www.wrbsyndicate.com

#### Syndicate 1967

1967 is the year W. R. Berkley Corporation was founded.

Underwriting Box 209 at Lloyd's.

### OFFICERS

#### MIKE SIBTHORPE

Chief Executive Officer

#### PAUL SIMMONDS

Head Accident Underwriter

#### SCOTT CAMPBELL

Property Underwriter

#### JANIE HATZER

Accident, Contingency and Life Sciences Underwriter

#### ALASTAIR BLADES

Active Underwriter  
Head Property Underwriter

#### LOUISE NEVILL

Head Marine Underwriter

#### LAURA WELLS

Property Underwriter

#### SUNDEEP DADDAR

Terrorism Underwriter

#### ROB VETCH

Finance Director

#### EMMA MERCER

Head of Exposure Management

#### CHRISTOPHER THOMPSON

Contingency Underwriter

#### SIMON ENGELEN

Marine Liability Underwriter