

NAUTILUS INSURANCE GROUP

Our strategy at Nautilus and Great Divide Insurance Companies is to be the best in delivering a market for small to medium-sized 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 vision 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. We strive to be the best within our business profile by delivering customer service excellence through a highly effective workforce utilizing innovative technology solutions and data analysis.

COMPANY DESCRIPTION

W. R. Berkley Corporation started Nautilus Insurance Company in September of 1985. Nautilus acquired Great Divide Insurance Company, as a wholly-owned subsidiary, in June of 1991, primarily as an admitted facility.

We write commercial excess and surplus lines business in all states, which allows us to react quickly to changes in market conditions or legal climate. Admitted business is also written in a limited number of states for better than average risks that have a lower susceptibility to loss. Great Divide Insurance Company, 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 are a member of W. R. Berkley Corporation, recognized as one of the most respected names in the property casualty insurance industry. To learn more about Nautilus/Great Divide, please visit our website at www.nautilusinsgroup.com.

HOW NAUTILUS/GREAT DIVIDE IS DIFFERENT

We look forward to pursuing opportunities in our dynamic market segment. Our employees are our greatest asset and have made significant contributions to consistent underwriting results. We foster an environment of accountability, teamwork and integrity. We have developed strong and long-standing relationships with our general agents, whom we have chosen on a very select basis and who share our values. We continuously seek innovative technology solutions that promote quality and efficient business transactions with our customers. We have built a reputation as a strong underwriting company and a respected industry leader, and are a proud member company of W. R. Berkley Corporation.

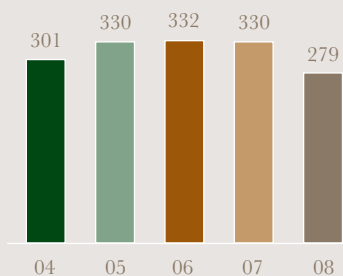
DISTRIBUTION

- Products are distributed exclusively through appointed general agents who are authorized in a specific underwriting territory as surplus lines producers.

FINANCIAL HIGHLIGHTS

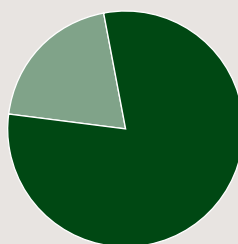
Gross Written Premiums

(Dollars in millions)



Product Mix

(By line)



- General Liability 80%
- Commercial Property 20%



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 assuming his current position.



- Agents are carefully selected and monitored regularly for performance standards. A listing of our agents by state can be found on www.nautilusgroup.com, our public website.
- Our agent website, www.nautilusagents.com, provides an electronic underwriting guide as well as several reports that assist our agents in making informed decisions on their quality of performance.
- We appoint new agents in a highly selective manner by completing extensive due diligence. We consider an agency's overall profitability, their bias toward achievement, their reputation in the industry and their overall integrity.

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 Nautilus and Great Divide Insurance Companies, please contact us at our home office.

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