

BERKLEY SPECIALTY UNDERWRITING MANAGERS LLC

Berkley Specialty Underwriting Managers is an underwriting management company providing excess and surplus lines general liability coverage to the wholesale market and a complete portfolio of commercial property casualty insurance products to the entertainment, sports and environmental industries.



A BERKLEY
COMPANY

OUR MISSION

Our goal is to be recognized as the most responsible and responsive underwriter of insurance products in the specialty insurance market while maintaining the highest levels of integrity, consistency and financial security for our customers and employees.

COMPANY DESCRIPTION

Berkley Specialty Underwriting Managers consists of three underwriting divisions. Our Specialty Casualty division offers commercial lines general liability including products liability on a non-admitted basis while the Entertainment and Sports division provides commercial property and liability coverage on an admitted and a non-admitted basis. The Environmental division offers an array of coverages for virtually all classes traditionally known to have environmental liability exposures on both an admitted and non-admitted basis. All three specialty divisions have seasoned underwriters with the product line and marketplace skills necessary to meet our customers' business needs.

Specialty Casualty is committed to the wholesale broker community and distributes its products exclusively through a limited number of appointed and licensed excess and surplus lines brokers. With four offices located in Atlanta, GA; Glastonbury, CT; Chicago,

IL; and St. Paul, MN, the company focuses on writing product liability driven business in all 50 states, using Nautilus and Great Divide Insurance Companies' paper, both of which carry an A.M. Best Financial Strength Rating of A+ (Superior) and a Financial Size Category of IX.

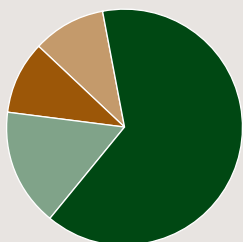
Entertainment and Sports provides a full portfolio of insurance coverage to its customers. Writing on behalf of a number of W. R. Berkley member companies, all rated A+ (Superior) by A.M. Best Co., Entertainment and Sports provides commercial general liability, umbrella, inland marine, workers' compensation, business automobile and property (real and business income) in all 50 states. Entertainment and Sports has offices in Irving, TX and Glendale, CA, producing business through retail and brokerage distribution sources.

Environmental provides specialty environmental insurance products including contractors pollution and professional liability, pollution liability as well as general liability, automobile liability, umbrella and workers' compensation for contractors, consultants, laboratories, landfills, waste treatment, recycling and manufacturing facilities. Underwriting on behalf of W. R. Berkley member companies, all rated A+ (Superior) by A.M. Best Co., business is produced through select producers and underwritten in our Atlanta office.

FINANCIAL HIGHLIGHTS

Specialty Casualty

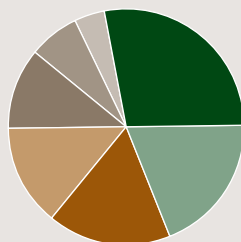
(By Category)



● Product Liability	64%
● Service Contractors	16%
● Oilfield	10%
● Service Non-Contractors	10%

Entertainment & Sports

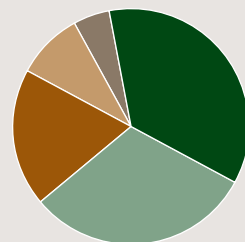
(By Category)



● Sports	28%
● TV/Film Production	19%
● Venue/Event	17%
● Music/Entertainers	14%

Environmental

(By Line of Business)



● Workers' Compensation	36%
● General Liability/Umbrella	31%
● Automobile	19%
● Pollution Liability	9%
● Professional Liability	5%



STEVEN S. ZEITMAN
President & Chief Executive Officer

Steven S. Zeitman, President of Berkley Specialty Underwriting Managers LLC, has over 30 years of property casualty underwriting experience.



HOW BERKLEY SPECIALTY UNDERWRITING MANAGERS IS DIFFERENT

Our Specialty Casualty, Entertainment and Sports, and Environmental facilities have earned their reputation as innovative problem solvers with the skill to recognize the reality of the market while maintaining underwriting discipline and consistency throughout the underwriting cycle. This track record of profitable underwriting performance is supported by a firm commitment to superior service for our policyholders and production sources. Claims are handled by knowledgeable and experienced staff, with dedicated expertise for all three of our specialty areas.

We work hard to provide fair and efficient handling of claims while safeguarding the interest of our customers. Berkley Specialty's fundamental values of integrity, underwriting responsibility, financial security and commitment to service foster an environment where our employees truly care about the needs of policyholders and producers.

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

Call us at Berkley Specialty Underwriting Managers for more information.

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Visit us at www.berkleysum.com

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