

## BERKLEY NORTH PACIFIC GROUP, LLC

Berkley North Pacific provides standard commercial lines insurance services and expertise to a wide range of businesses throughout the Pacific Northwest utilizing the independent agency system.



A BERKLEY  
COMPANY

### OUR MISSION

The mission of Berkley North Pacific is to become the premier provider of insurance solutions and the carrier of choice for our agents in the Pacific Northwest. We will achieve this by developing and delivering insurance products specific to the needs of our customers in the Pacific Northwest and supporting those products with exceptional policy, claims, and loss control services.

### COMPANY DESCRIPTION

Berkley North Pacific Group, LLC was formed in August of 2009 as an operating unit within W. R. Berkley Corporation's Regional segment. We underwrite products on behalf of W. R. Berkley Corporation's regional insurance member companies, which are all rated A+ (Superior) by A.M. Best Company, Inc. Berkley North Pacific is based in Seattle, Washington and intends to maintain a local presence in its primary Pacific Northwest markets, including its branch office in Boise, Idaho. We serve independent insurance agents located throughout five states: Washington, Oregon, Idaho, Utah and Montana.

### HOW BERKLEY NORTH PACIFIC GROUP IS DIFFERENT

The formation of Berkley North Pacific Group expands the presence of W. R. Berkley Corporation in the Northwest and represents an outstanding opportunity to serve the unique needs of businesses in the Pacific Northwest. We offer a full array of commercial property and casualty coverages, including specialty programs for transportation, construction, light manufacturing and agribusiness. Our long-term strategy is built around high quality products, service and people. We apply sound underwriting practices, innovative loss prevention services, effective claims handling and provide prompt service to our policyholders and agency partners. Berkley North Pacific is close to the customer, bringing experience, specialized knowledge, and local expertise to the communities in which we operate.

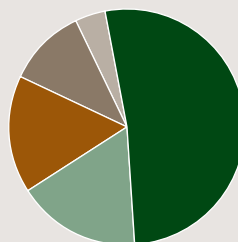
### FINANCIAL HIGHLIGHTS

We underwrite on behalf of the following W. R. Berkley Corporation Member Companies:

- Continental Western Insurance Company
- Union Insurance Company
- Acadia Insurance Company
- Fireman's Insurance Company of Washington, D.C.

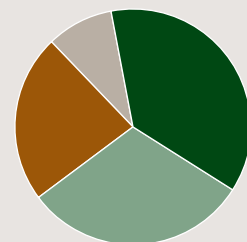
All of these companies are rated A+ (Superior) by A.M. Best Company and have an A+ (Strong) Financial Strength Rating from Standard & Poor's.

### Premium Distribution by State



● Washington	52%
● Oregon	17%
● Idaho	16%
● Montana	11%
● Utah	4%

### Premium Distribution by Line



● Commercial Auto	37%
● CMP-Liability	31%
● CMP-Property	23%
● General Liability	9%



**JEFFREY R. DEHN, CPCU**  
President

Jeffrey R. Dehn joined W. R. Berkley Corporation in 2009 as President of the newly formed Berkley North Pacific Group, LLC. Prior to joining Berkley North Pacific, Mr. Dehn served in senior positions with another major insurer. He has more than 34 years of experience in the insurance and financial services industries, over 25 of which have been focused in the Pacific Northwest market.

#### DISTRIBUTION

Berkley North Pacific Group, LLC writes commercial insurance products exclusively through independent insurance agents. Our success is directly related to the quality of our agencies and the relationships we build with them.

#### 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

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Seattle, WA 98111

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Boise, ID 83642

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#### LEADERSHIP TEAM

Jeffrey R. Dehn, CPCU  
President

Rich Edwards, CPCU  
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Jan Whiting, SPHR, CCP  
Human Resources

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Marketing and Sales

John Mallery, AIC, CCLS  
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