

# BERKLEY UNDERWRITING PARTNERS, LLC

Berkley Underwriting Partners is a leading program management company offering both admitted and non-admitted insurance support for commercial casualty program administrators with specialized insurance expertise.



A BERKLEY COMPANY

## OUR MISSION

Berkley Underwriting Partners' goal is to be the stable, secure option for proven, specialized insurance expertise.

## COMPANY DESCRIPTION

Berkley Underwriting Partners provides countrywide admitted and non-admitted insurance carriers, program management expertise, reinsurance support when required, and financial resources to program administrators nationwide.

Our preferred client is a highly respected program administrator who possesses the ability to quote, underwrite, rate, bind and issue policies within a homogeneous industry field. Our preferred program opportunities consist of annual premiums in excess of \$5 million, complete with strong, documented premium and loss histories. We are a casualty driven company, although we have the ability to offer ancillary property and automobile products as well. We are not a market for workers' compensation or personal lines offerings.

## HOW BERKLEY UNDERWRITING PARTNERS IS DIFFERENT

**Reliable** We are a flat organization that responds quickly. Most of our program administrators have been with us for more than five years, because we genuinely value their expertise and success, and because we believe in long-term relationships.

**Focused** At BUP, we write only program business. It is our belief that this focus allows for more efficient, effective processes, including the implementation of new programs as well as the oversight and management of existing programs. We have a fast due diligence process, where program rollovers are accomplished quickly and efficiently.

**Consistent** BUP's guiding principle is to deliver a consistent message. From introductions through the implementation of a new program to the management of our existing programs, clear and honest communication helps create long-lasting relationships.

## DISTRIBUTION

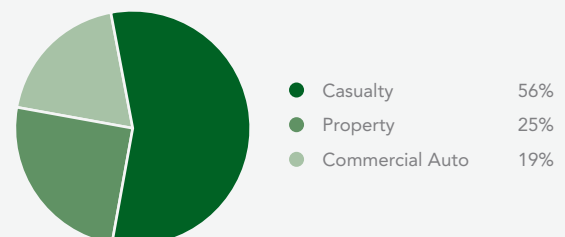
BUP seeks relationships with qualified insurance professionals who possess a specialized underwriting expertise within a focused industry. In addition to the typical contractual relationship, we are also seeking to employ groups of individuals who possess an industry following in a specific market niche. We will consider commercial casualty programs for risks located within the United States.

## FINANCIAL HIGHLIGHTS

We are a member company of W. R. Berkley Corporation, recognized as a solid and reputable name in the property casualty insurance business. BUP underwrites on behalf of Gemini Insurance Company, rated A+ (Superior) by A.M. Best, for non-admitted purposes and StarNet Insurance Company, also rated A+ (Superior) by A.M. Best, for admitted markets.

### PREMIUM DISTRIBUTION

By Line  
(By percentage)





**JOHN S. DIEM**  
President

John Diem, President & Chief Executive Officer, joined Berkley Underwriting Partners, LLC in 2002. He is a thirty year insurance veteran who has specialized in program business since 1985.



## 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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## OFFICERS

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Executive Vice President  
& Chief Financial Officer

**JOSEPH M. POJMAN**  
Senior Vice President  
& Director of Claims

**SPENCER L. COYLE**  
Senior Vice President  
& Chief Actuary

**DAVID A. HANES**  
Senior Vice President  
& Chief Underwriting Officer

**JULIUS M. COLANGELO**  
Senior Vice President  
& Chief Information Officer

**STEVEN H. STRAUSS**  
Vice President  
Business Development

**THOMAS J. VOSS**  
Vice President  
Program Management

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Vice President  
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**MICHAEL ANELLO**  
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Equine Division

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Vice President  
Transport Unit

**STEVEN MURRAY**  
Vice President  
Outdoor Specialty Program