

## BERKLEY INTERNATIONAL LATINOAMÉRICA S.A.

Berkley International Latinoamérica is a leading provider of property, liability, surety, group life & health and workers' compensation insurance products and services in Argentina, Brazil and Uruguay.



A BERKLEY  
COMPANY

## BERKLEY INTERNATIONAL DO BRASIL SEGUROS S.A.

Berkley International do Brasil Seguros is one of the leading providers of surety/bond and engineering insurance products and services in Brazil with regional distribution presence. A cargo line of business has been developed to be introduced in the market in 2010.

### OUR MISSION

Our goal is to provide high quality products and services for surety/bond, engineering/liability and cargo/marine line of business, improving the broker-client long lasting relationship.

### COMPANY DESCRIPTION

Berkley International do Brasil Seguros S.A. began operations in Brazil in 2006. It specializes in the surety/bond, engineering/liability and cargo/marine business, providing products and services nationwide, through its head office in São Paulo, with a presence in all major regions of Brazil through brokers and agents.

This proximity to local markets provides Berkley International do Brasil Seguros with a strong competitive advantage in the regional arena. Over the past years it expanded its regional positioning with offices in Rio de Janeiro, opened in 2007; Belo Horizonte, in 2008 and Salvador in 2009 in order to improve our products distribution and to increase market penetration.

### HOW BERKLEY INTERNATIONAL DO BRASIL SEGUROS IS DIFFERENT

Our business philosophy is oriented towards creativity, technological innovations, flexibility and agility providing our clients with solutions beyond their expectations.

**Accountability** We encourage our employees to take initiative in providing the highest quality care and service to our customers. We focus on the needs of our customers, agents, representatives, and suppliers.

**People-Oriented Strategy** Due to our flexible operating structure, we are able to personalize local business contacts and focus on quality of service and risk management. We combine the resources and skills of a large corporation with the agility and flexibility of a small company. We believe our success is due to our close contact with our customers and our full understanding of their insurance needs.

**Responsible Financial Practices** Rating: A- (bra) provided by Austin Ratings.

### DISTRIBUTION

With headquarters in São Paulo and branches in Rio de Janeiro, Belo Horizonte and Salvador, we are present in major markets throughout Brazil through representative offices and agents.

## FINANCIAL HIGHLIGHTS

The following financial data is based on Berkley International do Brasil US GAAP financial statements for the years ended December 31, 2009 and 2008.

### FINANCIAL DATA

(In Brazilian Reals)

2009		2008	
Total Assets	112,800,418	Total Assets	75,758,666
Total Stockholders' Equity	23,930,751	Total Stockholders' Equity	19,523,516
Direct Premiums Written	44,887,879	Direct Premiums Written	56,514,948
Net Income	477,143	Net Income	(1,034,955)
Return on Equity	2.4%		



**EDUARDO LLOBET**  
President & Chief Executive Officer  
Berkley International Latinoamérica

Eduardo Llobet joined W. R. Berkley Corporation in 1995. He has 30 years of experience in the insurance market, and previously managed a major Argentine property casualty company.



## 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

For additional information, please contact us at the address of our home office.

### **Berkley International do Brasil Seguros**

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## OFFICERS

**JOSÉ MARCELINO RILDEN**  
Chief Executive Officer

**JOSÉ BAILONE JUNIOR**  
Chief Operating Officer

**LUIZ CLAUDIO DE GÊNNOVA**  
Chief Financial Officer

**LUCIANA NATIVIDADE  
MOTTA SOUSA**  
Chief Marketing Officer

**DANIEL LEMOS BELLINI**  
Senior Surety  
Underwriter Manager

**ALEXANDRO BARBOSA  
SANXES**  
Senior Engineering  
Underwriter Manager

**SIDNEY CESARE JUNIOR**  
Senior Cargo  
Underwriter Manager

**FRANCISCO CESAR SALES  
PINHEIRO**  
Rio de Janeiro Regional Manager

**ANTONIO CLAUDIO DE  
OLIVEIRA RODRIGUES**  
Belo Horizonte Regional Manager

**LUCAS DA SILVA  
VILLAS BOAS**  
Salvador Regional Manager