

## BERKLEY RE AUSTRALIA

Berkley Re Australia is a provider of Casualty and Property Reinsurance to the Australia, New Zealand and Pacific Island Insurance Markets.



A BERKLEY  
COMPANY

### OUR MISSION

The Australian branch of Berkley Insurance Company trades as Berkley Re Australia and is responsible for all property casualty reinsurance activities in this area. We strive to promote productivity and long-term profitable relationships with all our distribution sources. We underwrite and provide reinsurance capacity on a proportional and excess of loss basis on property and casualty lines of business both on treaty or facultative basis with a distinct focus on specialty niche excess of loss business. Our customers are provided with reinsurance products written by a financially significant insurance company with an intense customer focus.

### COMPANY DESCRIPTION

Berkley Re Australia is a branch of Berkley Insurance Company, a member company of W. R. Berkley Corporation, a Fortune 500 property and casualty insurance holding company. Berkley Insurance Company is recognized as one of the strongest and most stable providers in the U.S. reinsurance marketplace, having participated in the assumed reinsurance business for over 30 years. Licensed in December 2007, Berkley Re Australia has quickly established an industry presence among potential clients throughout Australia and New Zealand. Our operation has a focus on excess of loss reinsurance, targeting both casualty and property treaty and facultative contracts. We maintain a multiple distribution channel strategy including direct, brokers, managing general agents, captives, self-insurers, and government entities. In our Australasian marketplace, we have assembled a team of highly motivated, local professionals whose primary goal is to offer high quality service to our clients and insureds.

### HOW BERKLEY RE AUSTRALIA IS DIFFERENT

Berkley Re Australia provides local capacity and underwriting expertise to its Australian, New Zealand, and Pacific Island markets. As a local license holder, we are able to target casualty niche segments with a competitive advantage. Our autonomous, decentralized structure further allows us to operate close to our customer, outside the bureaucratic channels that often constrain our market competitors. At Berkley Re Australia, decisions are made locally by industry professionals who offer combined local experience in excess of 250 years; our senior personnel have 25 year plus track records of profitable performance with a number of major reinsurance entities. We focus on business production, and on providing a timely, streamlined and efficient process to our customers.

Berkley Re Australia is committed to outstanding client service and the provision of realistic solutions.

### OUR PRODUCTS

#### Facultative

##### Casualty

- Combined General Liability
- Umbrella Liability
- Medical Malpractice
- Professional Indemnity
- Directors and Officers Liability
- Contract Works Liability
- Auto Third Party Property Damage

##### Property

- Property Per Risk
- Contract Works

#### Treaty

- Combined General Liability
- Umbrella Liability
- Professional Indemnity
- Directors and Officers Liability
- Auto Liability Bodily Injury
- Auto Liability Third Party Property Damage
- Auto Liability Own Damage
- Property Quota Share and Surplus
- Property Risk Excess of Loss

## FINANCIAL HIGHLIGHTS

Berkley Re Australia is the Trading Name of the Australian Branch of Berkley Insurance Company (BIC) of Delaware USA.

### BERKLEY INSURANCE COMPANY

**A.M. Best Rating**  
A+ (Superior)

#### Financial Size Category

XV

**Standard & Poor's Rating**  
A+ (Strong)

### FINANCIAL DATA

(Dollars in millions)  
(Statutory Basis)

as of December 31, 2009

|                        |          |
|------------------------|----------|
| Total Assets           | \$ 7,190 |
| Policyholders' Surplus | \$ 2,477 |
| Net Written Premiums   | \$ 1,226 |



**GRANT ROBSON**

President and Chief Executive Officer (Asia Pacific)

Grant Robson commenced work in the insurance industry in Sydney in 1973 moving to reinsurance in 1980 and holding senior positions with major reinsurers. Prior to joining Berkley Re Australia he was the Asia Pacific Regional President and CEO of a leading global reinsurer. Grant has held numerous Directorships and is a regular industry speaker.



**PETER NICKERSON**

General Manager (Australia and New Zealand)

Peter Nickerson joined Berkley Re Australia when the operation was formed in 2007. He is a 38 year veteran of the insurance industry, predominately in reinsurance in the Australian & New Zealand markets.

**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.

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