

BERKLEY REGIONAL SPECIALTY INSURANCE COMPANY

'*Surplus Lines Simplified*' - BRSIC is a national, surplus lines insurance company offering coverage for low-to-moderate hazard commercial general liability, property and inland marine exposures. In addition to the home office in Scottsdale, Arizona, regional service offices are located in Connecticut, Iowa, Texas and Virginia.



A BERKLEY
COMPANY

OUR MISSION

By developing intimate customer relationships and delivering superior customer service, become the surplus lines market of choice for select W. R. Berkley Regional company independent agents.

COMPANY DESCRIPTION

Formed in 2005, BRSIC provides access to the low-to-moderate hazard commercial surplus lines market for select agents of W. R. Berkley Corporation member companies, resulting in time and cost savings for its retail producers as well as their customers. This is principally accomplished by embedding underwriters within W.R. Berkley Regional company offices. Our current product line consists of commercial general liability (including liquor) which comprises approximately 80% of premiums written with commercial property and inland marine representing 20%. BRSIC's unique business model and value proposition result in preferred account placement as well as reduced business acquisition costs.

OUR CULTURE

How we interact with our customers, within our community and amongst ourselves will define the quality of our organization. We use the following guiding principles to focus on what is truly important:

- **Do the Right Thing.** We are fair, honest and professional – Always acting with high integrity.
- **Achieve Profitable Growth.** This is the only way to fuel our vision for the future.
- **Superior Customer Service.** Focus on their needs, even if it makes our job more challenging. Everything counts!
- **Value Employees.** Encourage each to develop to their fullest potential, support them in their career and personal growth and treat everyone with respect. Everyone matters!
- **Foster Teamwork and Build Trust,** while promoting individual accountability and rewarding achievement.
- **Open, Honest Communication.** Our environment is inclusive so employees, agents and their insureds are encouraged to present ideas.
- **Commitment With a Sense of Urgency** in pursuit of our opportunities.
- **Those Who Care, Win.** Encourage everyone to contribute and to challenge the status quo. Most importantly it's what is right, not who is right.

FINANCIAL HIGHLIGHTS

Berkley Regional Specialty Insurance Company is rated as a member of Berkley Regional Insurance Group by A.M. Best.

Berkley Regional Specialty Insurance Company

A.M. Best Rating	A+ (Superior)
Financial Size Category	X
Standard & Poor's Rating	A+ (Strong)



PAUL S. McAULIFFE

President & CEO

Paul joins BRSIC from Acadia Insurance Group where he most recently served as Senior Vice President and Chief Operating Officer. Prior to joining Acadia in 2001, Paul was a Territory Manager and Regional Underwriting Manager for a major insurance company.

DISTRIBUTION

We distribute our products through a limited number of specially selected independent retail agencies currently representing the W. R. Berkley Regional companies. Our national footprint covers 215 producer contracts in 43 states.

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

Berkley Regional Specialty Insurance Company – Home Office

Mailing Address:

P.O. Box 28333

Scottsdale, AZ 85255

Toll free: (866) 412-7742

Tel: (480) 444-5950

Fax: (480) 607-2991

Contracted producer website: www.brsic.com

Regional Service Offices

Hartford, Connecticut

Toll free: (877) 211-5164

Des Moines, Iowa

Toll free: (866) 752-6361

Dallas, Texas

Toll free: (866) 696-2140

Richmond, Virginia

Toll free: (866) 738-1595

OFFICERS

PAUL S. McAULIFFE

President & CEO

DONNA J. LATHAM

Vice President – Human Resources

PATRICK K. WATLAND, CPCU

Vice President – Field Operations

GORDON L. KEFFER

Vice President - Chief Financial Officer
& Treasurer

VICKIE L. POTTS, CPCU

Vice President – Agency Relations & Business
Development