

## FACULTATIVE RESOURCES, INC.

Facultative ReSources, Inc. is a leading broker market property casualty facultative underwriting manager.



A BERKLEY  
COMPANY

### OUR MISSION

Since 1985, Facultative ReSources, Inc. (Fac Re) has provided reinsurance intermediaries and their ceding company clients with property casualty reinsurance products highlighted by a level of service recognized as unmatched in the industry. As the market leader, we embrace the long term outlook of our business.

### COMPANY DESCRIPTION

Writing on Berkley Insurance Company (A.M. Best Co. rated "A+") paper, Fac Re provides ceding companies the ability to transfer risk arising from policies that are unattractive to their underwriters. This process, resulting in a relationship known to the reinsurer as adverse selection, makes facultative reinsurance a valuable tool for primary insurance companies who wish to increase capacity, protect their net line, protect treaty relationships, reduce loss from catastrophe, access underwriting assistance on complex or unusual risks, or achieve growth or expansion into new lines of business. At the same time, it requires an extraordinary level of skill in the underwriting process to turn the ceding company's problem into an opportunity for the reinsurer so that both parties may benefit – the ceding company by reducing risk, and the reinsurer by earning a substantial profit. Facultative reinsurance is usually structured on an excess of loss basis, wherein the reinsurer indemnifies the reinsured only for losses which exceed a specified amount, either retained by the ceding company or, in certain cases, by the original insured. Unlike treaty reinsurance, which provides coverage for a broad book of business with a single contract, facultative focuses

on individual transactions in much the same way that the primary insurance company writes commercial insurance policies.

### HOW FACULTATIVE RESOURCES IS DIFFERENT

Because facultative reinsurance operates in a world of adverse selection, it is perhaps the purest form of underwriting, relying on the experience of its underwriters to determine premiums sufficient to provide enough money to pay for losses and expenses, while also allowing a return on capital commensurate with the actuarial uncertainty inherent in excess of loss reinsurance placements. To that end, Fac Re has assembled an impressive team of highly experienced underwriters well known to reinsurance intermediaries and ceding company personnel alike.

### 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.

### FINANCIAL HIGHLIGHTS

Facultative ReSources, Inc. underwrites reinsurance on behalf of Berkley Insurance Company (BIC), a leading U.S. domestic professional reinsurance company, and a member company of W. R. Berkley Corporation.

### Berkley Insurance Company

<b>A.M. Best Rating</b>	A+ (Superior)
<b>Financial Size Category</b>	XV
<b>Standard &amp; Poor's Rating</b>	A+ (Strong)

### Financial Data

(Dollars in millions)  
(Statutory Basis)

### as of December 31, 2009

<b>Total Assets</b>	\$ 7,190
<b>Policyholders' Surplus</b>	\$ 2,477
<b>Net Written Premiums</b>	\$ 1,226

In 2009, Facultative ReSources drew upon its long and credible history and rich reservoir of underwriting experience to broaden its expertise in a number of specialized areas, including environmental, agribusiness, and property hazards in emerging technologies.



## CONTACT INFORMATION

### Facultative ReSources, Inc. Home Office

Three Landmark Square  
Suite 500  
Stamford, CT 06901  
Tel: (203) 658-1500  
Fax: (203) 658-1515

### Branch Offices

Atlanta, GA  
Tel: (770) 418-8000

Chicago, IL  
Tel: (312) 435-1231

Los Angeles, CA  
Tel: (213) 623-2349

## OFFICERS

### JAMES H. CRUTCHLEY

Executive Vice President  
Underwriting

### GERALD S. KING

Executive Vice President  
Marketing

### GERARD A. ANASZEWICZ

Senior Vice President  
Branch Manager  
Chicago, IL

### MICHAEL J. NICHOLAS

Senior Vice President  
Stamford, CT

### ROBERT R. COYNE

Vice President  
Property Manager  
Stamford, CT

### EDWARD N. RYAN

Senior Vice President  
Stamford, CT

### STEPHEN A. SAMOSKEVICH

Senior Vice President  
Manager Information Technology

### PAUL R. BEDNARZ

Vice President  
Stamford, CT

### FRANK J. BILOTTI

Vice President  
Chief Actuary

### PATRICK J. CANNAN

Vice President  
Stamford, CT

### ROBERT T. COMSTOCK

Senior Vice President  
Stamford, CT

### ROBERT W. COLANTUONI

Vice President  
Stamford, CT

### PHILIP E. D'ERAMO

Vice President  
Stamford, CT

### COLLEEN P. FAHEY

Vice President  
Stamford, CT

### GEOFFREY H. GRUSH

Vice President  
Branch Manager  
Los Angeles, CA

### RONALD S. HAYDEN

Vice President  
Branch Manager  
Atlanta, GA

### MICHAEL T. HATTAWAY

Assistant Secretary  
Atlanta, GA

### CAROL J. LAPUNZINA

Senior Vice President  
Secretary

### THOMAS V. LEHMKUHL

Vice President  
Stamford, CT

### VICTOR LEONG

Vice President  
Chicago, IL

### EUGENE F. MASON

Vice President  
Professional Liability

### DAVID M. McNICHOLS

Vice President  
Chicago, IL

### RAJIV RAVAL

Vice President  
General Counsel

### JOSEPH A. SWEENEY

Vice President  
Claims Manager

### PASQUALE TOMAINO

Vice President  
Chief Financial Officer

### JOHN P. BURK

Assistant Vice President  
Chicago, IL

### RUSSELL R. KROSZNER

Assistant Secretary  
Stamford, CT

### JEAN COLE

Assistant Secretary  
Stamford, CT

### ANITA MARZELL

Assistant Secretary  
Stamford, CT

### ADAM T. STEFFENS

Assistant Secretary  
Stamford, CT