



FOR IMMEDIATE RELEASE

Berkley Accident and Health Promotes Jim Hoitt to Vice President of Sales

Hamilton Square, New Jersey, May 18, 2012 – Berkley Accident and Health, LLC announces the promotion of Jim Hoitt to Vice President of Sales. Jim will direct Berkley’s sales efforts for the company’s stop loss and benefits captive products. Demand has increased significantly for Berkley’s benefit captive programs, which warranted a more focused leadership role to integrate its captive sales activities with its traditional stop loss distribution system.

“Jim brings tremendous experience and ability to this position,” said Christopher Brown, President and CEO of Berkley Accident and Health. “Jim’s diverse background and knowledge of sales, marketing, and underwriting provides him with a broad perspective on how to refine our distribution strategy, particularly with our new Hamilton EmCap product.”

Last year, Berkley Accident and Health introduced Hamilton EmCapSM, an employee benefits group captive program for midsize employers. Hamilton is designed for employers that are currently fully insured with 50-400 employees. With Hamilton, employers gain the financial and administrative benefits of self-funding, but with significantly lower risk exposure because of the protective layer of captive reinsurance.

The promotion of Jim Hoitt is part of Berkley’s plan to strengthen its commitment to the stop loss and group captive marketplace. “We believe this is a growing segment in the health care space and is one of the few options for small employers to engage in risk management and benefit from their efforts by reducing claim costs,” said Brown.

Jim is an 18-year veteran sales executive with extensive industry experience. Prior to joining Berkley in 2011, Jim was in the sales leadership role at R.E. Moulton, where he gained extensive experience in sales, marketing, and underwriting. Jim is a graduate of Westfield State University and a past member of SIIA’s Health Care Committee.

Jim will be based in the company’s Marlborough, MA office.

About Berkley Accident and Health, LLC

Berkley Accident and Health, LLC is a risk management company that designs innovative solutions to address the unique challenges of each client. With our entrepreneurial culture and a strong emphasis on analytics, we can help employers better manage their risk. We offer Employer Stop Loss and Group Captives, Managed Care (including Provider Stop Loss and HMO Reinsurance), and Specialty Accident. Berkley is backed by the financial strength of its parent company, W.R. Berkley Corporation (NYSE: WRB), a Fortune 500 company. Coverage is underwritten through Berkley Life and Health Insurance Company and StarNet Insurance Company, which both have A+ (Superior) ratings by A.M. Best.

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