



# W. R. Berkley Corporation Reports Third Quarter Results

10/21/2021

## Third Quarter Net Income Increased 72.3% and Return on Equity of 16.6%

GREENWICH, Conn.--(BUSINESS WIRE)-- **W. R. Berkley Corporation (NYSE: WRB)** today reported its third quarter 2021 results.

### Summary Financial Data

(Amounts in thousands, except per share data)

|                                    | Third Quarter |              | Nine Months  |              |
|------------------------------------|---------------|--------------|--------------|--------------|
|                                    | 2021          | 2020         | 2021         | 2020         |
| Gross premiums written             | \$ 2,787,499  | \$ 2,262,545 | \$ 7,933,446 | \$ 6,626,163 |
| Net premiums written               | 2,325,138     | 1,879,316    | 6,587,357    | 5,464,980    |
| Net income to common stockholders  | 261,297       | 151,678      | 728,060      | 218,520      |
| Net income per diluted share       | 1.40          | 0.81         | 3.89         | 1.15         |
| Operating income (1)               | 246,699       | 121,146      | 667,539      | 265,210      |
| Operating income per diluted share | 1.32          | 0.65         | 3.57         | 1.40         |
| Return on equity (2)               | 16.6%         | 10.0%        | 15.4%        | 4.8%         |

(1) Operating income is a non-GAAP financial measure defined by the Company as net income excluding after-tax net investment gains (losses) and related expenses.

(2) Return on equity represents net income expressed on an annualized basis as a percentage of beginning of year common stockholders' equity.

Third quarter highlights included:

- Return on equity of 16.6%.
- Net premiums written increased 23.7%.

- The current accident year combined ratio before catastrophe losses of 3.5 loss ratio points was 86.9%.
- The reported combined ratio was 90.4%, including catastrophe losses of \$73.8 million.
- Average rate increases excluding workers' compensation were approximately 10.1%.
- Net investment income increased 26.1% to \$179.9 million.
- Operating income increased 103.6% to \$246.7 million.
- Total capital returned to shareholders was \$115.8 million, consisting of \$92.7 million of share repurchases and \$23.1 million of dividends.

The Company commented:

The Company had another outstanding quarter with 24% growth in net premiums written, a combined ratio of 90.4%, and an annualized return on equity of 16.6%. These results were achieved in spite of significant industry catastrophe losses and low interest rates.

Overall rate increases remained robust in nearly all lines of business, and we expect this to continue for the foreseeable future. We see expanding opportunities to write business at attractive underwriting margins, given the strong commercial property and casualty pricing environment. The increasing focus that distribution partners and clients are placing on stable markets with balance sheet strength and expertise, particularly in specialty and E&S lines, is also contributing to growth.

Underwriting income increased 80% in the quarter. We expect that exposure growth and compounding rate achievement will contribute to additional underwriting profits as premiums are fully earned. While we maintain a high-quality short-duration fixed-maturity portfolio, investment income grew 26% in the quarter as investment funds delivered another strong performance.

The Company is performing well as we remain focused on our total risk-adjusted return strategy. Opportunities like the current environment are infrequent in the property casualty insurance market, and we are striving to make the most of it.

#### Webcast Conference Call

The Company will hold its quarterly conference call with analysts and investors to discuss its earnings and other information on October 21, 2021, at 5:00 p.m. eastern time. The conference call will be webcast live on the Company's website at <https://ir.berkley.com/news-and-events/events-and-presentations/default.aspx>. Please log on at least ten minutes early to register and download and install any necessary software. A replay of the webcast will be available on the Company's website approximately two hours after the end of the conference call. Additional financial information can be found on the Company's website at <https://ir.berkley.com/investor->

[relations/financial-information/annual-reports/default.aspx](https://www.wrbk.com/reports/financial-information/annual-reports/default.aspx).

## About W. R. Berkley Corporation

Founded in 1967, W. R. Berkley Corporation is an insurance holding company that is among the largest commercial lines writers in the United States and operates worldwide in two segments of the property casualty business: Insurance and Reinsurance & Monoline Excess.

## Forward Looking Information

This is a "Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995. Any forward-looking statements contained herein, including statements related to our outlook for the industry and for our performance for the year 2021 and beyond, are based upon the Company's historical performance and on current plans, estimates and expectations. The inclusion of this forward-looking information should not be regarded as a representation by us or any other person that the future plans, estimates or expectations contemplated by us will be achieved. They are subject to various risks and uncertainties, including but not limited to: the cyclical nature of the property casualty industry; the impact of significant competition, including new entrants to the industry; the long-tail and potentially volatile nature of the insurance and reinsurance business; product demand and pricing; claims development and the process of estimating reserves; investment risks, including those of our portfolio of fixed maturity securities and investments in equity securities, including investments in financial institutions, municipal bonds, mortgage-backed securities, loans receivable, investment funds, including real estate, merger arbitrage, energy related and private equity investments; the effects of emerging claim and coverage issues; the uncertain nature of damage theories and loss amounts, including claims for cybersecurity-related risks; natural and man-made catastrophic losses, including as a result of terrorist activities; the ongoing COVID-19 pandemic; the impact of climate change, which may alter the frequency and increase the severity of catastrophe events; general economic and market activities, including inflation, interest rates, and volatility in the credit and capital markets; the impact of the conditions in the financial markets and the global economy, and the potential effect of legislative, regulatory, accounting or other initiatives taken in response, on our results and financial condition; foreign currency and political risks (including those associated with the United Kingdom's withdrawal from the European Union, or "Brexit") relating to our international operations; our ability to attract and retain key personnel and qualified employees; continued availability of capital and financing; the success of our new ventures or acquisitions and the availability of other opportunities; the availability of reinsurance; our retention under the Terrorism Risk Insurance Program Reauthorization Act of 2019; the ability or willingness of our reinsurers to pay reinsurance recoverables owed to us; other legislative and regulatory developments, including those related to business practices in the insurance industry; credit risk related to our policyholders, independent agents and brokers; changes in the ratings assigned to us or our insurance company subsidiaries by rating agencies; the availability of dividends from our

insurance company subsidiaries; potential difficulties with technology and/or cyber security issues; the effectiveness of our controls to ensure compliance with guidelines, policies and legal and regulatory standards; and other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission. These risks and uncertainties could cause our actual results for the year 2021 and beyond to differ materially from those expressed in any forward-looking statement we make. Any projections of growth in our revenues would not necessarily result in commensurate levels of earnings. Forward-looking statements speak only as of the date on which they are made, and the Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

| Consolidated Financial Summary                            |                   |                   |                   |                   |
|---|-------------------|-------------------|-------------------|-------------------|
| (Amounts in thousands, except per share data)             |                   |                   |                   |                   |
|   | Third Quarter     |                   | Nine Months       |                   |
|   | 2021              | 2020              | 2021              | 2020              |
| <b>Revenues:</b>  |                   |                   |                   |                   |
| Net premiums written                                      | \$ 2,325,138      | \$ 1,879,316      | \$ 6,587,357      | \$ 5,464,980      |
| Change in unearned premiums                               | (244,120)         | (130,395)         | (684,759)         | (347,727)         |
| Net premium earned  | 2,081,018         | 1,748,921         | 5,902,598         | 5,117,253         |
| Net investment income                                     | 179,851           | 142,650           | 506,615           | 402,844           |
| Net investment gains (losses):                            |                   |                   |                   |                   |
| Net realized and unrealized gains (losses) on investments | 17,187            | (7,772)           | 89,407            | (89,404)          |
| Change in allowance for credit losses on investments      | 2,314             | 46,750            | (11,003)          | 29,093            |
| Net investment gains (losses)                             | 19,501            | 38,978            | 78,404            | (60,311)          |
| Revenues from non-insurance businesses                    | 120,374           | 87,495            | 316,927           | 256,966           |
| Insurance service fees                                    | 21,467            | 21,635            | 69,531            | 67,256            |
| Other Income  | 2,072             | 140               | 3,163             | 2,446             |
| Total Revenues  | <u>2,424,283</u>  | <u>2,039,819</u>  | <u>6,877,238</u>  | <u>5,786,454</u>  |
| <b>Expenses:</b>  |                   |                   |                   |                   |
| Loss and loss expenses                                    | 1,298,392         | 1,114,632         | 3,623,630         | 3,357,011         |
| Other operating costs and expenses                        | 643,045           | 593,969           | 1,907,020         | 1,753,142         |
| Expenses from non-insurance businesses                    | 115,465           | 85,036            | 308,453           | 256,032           |
| Interest expense  | 35,100            | 39,768            | 109,846           | 114,874           |
| Total expenses  | <u>2,092,002</u>  | <u>1,833,405</u>  | <u>5,948,949</u>  | <u>5,481,059</u>  |
| Income before income tax                                  | 332,281           | 206,414           | 928,289           | 305,395           |
| Income tax expense  | (64,963)          | (54,048)          | (191,577)         | (84,900)          |
| Net Income before noncontrolling interests                | 267,318           | 152,366           | 736,712           | 220,495           |
| Noncontrolling interest                                   | (6,021)           | (688)             | (8,652)           | (1,975)           |
| Net income to common stockholders                         | <u>\$ 261,297</u> | <u>\$ 151,678</u> | <u>\$ 728,060</u> | <u>\$ 218,520</u> |
| <b>Net income per share:</b>                              |                   |                   |                   |                   |
| Basic   | \$ 1.41           | \$ 0.82           | \$ 3.93           | \$ 1.17           |
| Diluted   | \$ 1.40           | \$ 0.81           | \$ 3.89           | \$ 1.15           |
| <b>Average shares outstanding (1):</b>                    |                   |                   |                   |                   |
| Basic   | 185,031           | 185,765           | 185,127           | 187,338           |
| Diluted   | 186,742           | 187,717           | 187,060           | 189,515           |

(1) Basic shares outstanding consist of the weighted average number of common shares outstanding during the period (including shares held in a grantor trust). Diluted shares outstanding consist of the weighted average number of basic and common equivalent shares outstanding during the period.

### Business Segment Operating Results

(Amounts in thousands, except ratios) (1)

|  | Third Quarter |      | Nine Months |      |
|--|---------------|------|-------------|------|
|  | 2021          | 2020 | 2021        | 2020 |

**Insurance:**

|                        |    |           |    |           |    |           |    |           |
|------------------------|----|-----------|----|-----------|----|-----------|----|-----------|
| Gross premiums written | \$ | 2,446,758 | \$ | 1,981,816 | \$ | 7,008,617 | \$ | 5,841,328 |
| Net premiums written   |    | 2,007,194 |    | 1,628,316 |    | 5,741,229 |    | 4,754,791 |
| Net premiums earned    |    | 1,819,071 |    | 1,531,093 |    | 5,151,253 |    | 4,481,092 |
| Pre-tax income         |    | 314,000   |    | 178,971   |    | 862,399   |    | 431,464   |
| Loss ratio             |    | 61.4%     |    | 64.4%     |    | 61.4%     |    | 65.5%     |
| Expense ratio          |    | 27.9%     |    | 29.7%     |    | 28.5%     |    | 30.6%     |
| GAAP Combined ratio    |    | 89.3%     |    | 94.1%     |    | 89.9%     |    | 96.1%     |

**Reinsurance & Monoline Excess:**

|                        |    |         |    |         |    |         |    |         |
|------------------------|----|---------|----|---------|----|---------|----|---------|
| Gross premiums written | \$ | 340,740 | \$ | 280,729 | \$ | 924,829 | \$ | 784,835 |
| Net premiums written   |    | 317,945 |    | 251,000 |    | 846,128 |    | 710,189 |
| Net premiums earned    |    | 261,947 |    | 217,828 |    | 751,345 |    | 636,161 |
| Pre-tax income         |    | 52,742  |    | 61,532  |    | 196,185 |    | 110,611 |
| Loss ratio             |    | 69.3%   |    | 59.1%   |    | 61.5%   |    | 66.5%   |
| Expense ratio          |    | 29.1%   |    | 31.2%   |    | 30.1%   |    | 32.1%   |
| GAAP Combined ratio    |    | 98.4%   |    | 90.3%   |    | 91.6%   |    | 98.6%   |

**Corporate and Eliminations:**

|                               |    |          |    |          |    |           |    |           |
|-------------------------------|----|----------|----|----------|----|-----------|----|-----------|
| Net investment gains (losses) | \$ | 19,501   | \$ | 38,978   | \$ | 78,404    | \$ | (60,311)  |
| Interest expense              |    | (35,100) |    | (39,768) |    | (109,846) |    | (114,874) |
| Other revenues and expenses   |    | (18,862) |    | (33,299) |    | (98,853)  |    | (61,495)  |
| Pre-tax loss                  |    | (34,461) |    | (34,089) |    | (130,295) |    | (236,680) |

**Consolidated:**

|                        |    |           |    |           |    |           |    |           |
|------------------------|----|-----------|----|-----------|----|-----------|----|-----------|
| Gross premiums written | \$ | 2,787,499 | \$ | 2,262,545 | \$ | 7,933,446 | \$ | 6,626,163 |
| Net premiums written   |    | 2,325,138 |    | 1,879,316 |    | 6,587,357 |    | 5,464,980 |
| Net premiums earned    |    | 2,081,018 |    | 1,748,921 |    | 5,902,598 |    | 5,117,253 |
| Pre-tax income         |    | 332,281   |    | 206,414   |    | 928,289   |    | 305,395   |
| Loss ratio             |    | 62.4%     |    | 63.7%     |    | 61.4%     |    | 65.6%     |
| Expense ratio          |    | 28.0%     |    | 30.0%     |    | 28.7%     |    | 30.8%     |
| GAAP Combined ratio    |    | 90.4%     |    | 93.7%     |    | 90.1%     |    | 96.4%     |

(1) Loss ratio is losses and loss expenses incurred expressed as a percentage of premiums earned. Expense ratio is underwriting expenses expressed as a percentage of premiums earned. GAAP combined ratio is the sum of the loss ratio and the expense ratio.

**Supplemental Information**

(Amounts in thousands)

|                                     | Third Quarter |              | Nine Months  |              |
|-------------------------------------|---------------|--------------|--------------|--------------|
|                                     | 2021          | 2020         | 2021         | 2020         |
| <b>Net premiums written:</b>        |               |              |              |              |
| Other liability                     | \$ 760,515    | \$ 606,967   | \$ 2,138,816 | \$ 1,748,338 |
| Short-tail lines (1)                | 373,427       | 343,888      | 1,090,257    | 974,941      |
| Workers' compensation               | 277,490       | 257,629      | 879,852      | 857,951      |
| Commercial automobile               | 295,132       | 230,352      | 822,903      | 648,842      |
| Professional liability              | 300,629       | 189,480      | 809,401      | 524,719      |
| Total Insurance                     | 2,007,194     | 1,628,316    | 5,741,229    | 4,754,791    |
| Casualty reinsurance                | 194,253       | 142,847      | 525,333      | 419,235      |
| Monoline excess                     | 75,504        | 59,267       | 184,676      | 154,105      |
| Property reinsurance                | 48,189        | 48,886       | 136,118      | 136,849      |
| Total Reinsurance & Monoline Excess | 317,945       | 251,000      | 846,128      | 710,189      |
| Total                               | \$ 2,325,138  | \$ 1,879,316 | \$ 6,587,357 | \$ 5,464,980 |

**Current accident year losses from catastrophes (including COVID-19 related losses):**

|                               |    |        |    |         |    |         |    |         |
|-------------------------------|----|--------|----|---------|----|---------|----|---------|
| Insurance                     | \$ | 39,230 | \$ | 74,038  | \$ | 108,863 | \$ | 244,657 |
| Reinsurance & Monoline Excess |    | 34,560 |    | (1,282) |    | 44,722  |    | 52,733  |
| Total                         | \$ | 73,790 | \$ | 72,756  | \$ | 153,585 | \$ | 297,390 |

**Net Investment income:**

|                           |    |         |    |         |    |         |    |         |
|---------------------------|----|---------|----|---------|----|---------|----|---------|
| Core portfolio (2)        | \$ | 103,372 | \$ | 104,872 | \$ | 306,901 | \$ | 349,598 |
| Investment funds          |    | 69,292  |    | 18,235  |    | 169,538 |    | 1,260   |
| Arbitrage trading account |    | 7,187   |    | 19,543  |    | 30,176  |    | 51,986  |
| Total                     | \$ | 179,851 | \$ | 142,650 | \$ | 506,615 | \$ | 402,844 |

**Net realized and unrealized gains (losses) on investments:**

|  |    |          |    |          |    |          |    |          |
|--|----|----------|----|----------|----|----------|----|----------|
| Net realized gains (losses) on investments               | \$ | 36,431   | \$ | (38,466) | \$ | 151,225  | \$ | (27,545) |
| Change in unrealized (losses) gains on equity securities |    | (19,244) |    | 30,694   |    | (61,818) |    | (61,859) |

|  |            |            |              |              |
|--|------------|------------|--------------|--------------|
| Total  | \$ 17,187  | \$ (7,772) | \$ 89,407    | \$ (89,404)  |
| <b>Other operating costs and expenses:</b>                 |            |            |              |              |
| Policy acquisition and insurance operating expenses        | \$ 583,065 | \$ 523,349 | \$ 1,694,548 | \$ 1,574,507 |
| Insurance service expenses                                 | 21,243     | 21,034     | 63,817       | 64,029       |
| Net foreign currency (gains) losses                        | (12,497)   | 5,078      | (19,216)     | (23,845)     |
| Debt extinguishment costs                                  | —          | —          | 11,521       | —            |
| Other costs and expenses                                   | 51,234     | 44,508     | 156,350      | 138,451      |
| Total  | \$ 643,045 | \$ 593,969 | \$ 1,907,020 | \$ 1,753,142 |
| Cash flow from operations                                  | \$ 828,585 | \$ 557,094 | \$ 1,524,394 | \$ 1,136,945 |
| <b>Reconciliation of net income to operating income:</b>   |            |            |              |              |
| Net income   | \$ 261,297 | \$ 151,678 | \$ 728,060   | \$ 218,520   |
| Pre-tax investment (gains) losses, net of related expenses | (18,820)   | (39,497)   | (75,393)     | 60,311       |
| Income tax expense (benefit)                               | 4,222      | 8,965      | 14,872       | (13,621)     |
| Operating income after-tax (3)                             | \$ 246,699 | \$ 121,146 | \$ 667,539   | \$ 265,210   |

(1) Short-tail lines include commercial multi-peril (non-liability), inland marine, accident and health, fidelity and surety, boiler and machinery and other lines.

(2) Core portfolio includes fixed maturity securities, equity securities, cash and cash equivalents, real estate and loans receivable.

(3) Operating income is a non-GAAP financial measure defined by the Company as net income excluding after-tax net investment gains (losses). Net investment gains (losses) are computed net of related expenses, including performance-based compensatory costs associated with realized investment gains. Management believes this measurement provides a useful indicator of trends in the Company's underlying operations.

#### Selected Balance Sheet Information

(Amounts in thousands, except per share data)

|                                       | September 30, 2021 | December 31, 2020 |
|---------------------------------------|--------------------|-------------------|
| Net invested assets (1)               | \$ 23,292,268      | \$ 21,370,503     |
| Total assets                          | 31,544,288         | 28,571,965        |
| Reserves for losses and loss expenses | 14,919,576         | 13,784,430        |
| Senior notes and other debt           | 2,258,646          | 1,623,025         |
| Subordinated debentures               | 1,007,472          | 1,102,309         |
| Common stockholders' equity (2)       | 6,648,441          | 6,310,802         |
| Common stock outstanding (3)          | 176,639            | 177,825           |
| Book value per share (4)              | 37.64              | 35.49             |
| Tangible book value per share (4)     | 36.39              | 34.22             |

(1) Net invested assets include investments, cash and cash equivalents, trading accounts receivable from brokers and clearing organizations, trading account securities sold but not yet purchased and unsettled purchases, net of related liabilities.

(2) As of September 30, 2021, reflected in common stockholders' equity are after-tax unrealized investment gains of \$187 million and unrealized currency translation losses of \$378 million. As of December 31, 2020, after-tax unrealized investment gains were \$290 million and unrealized currency translation losses were \$352 million.

(3) During the nine months ended September 30, 2021, the Company repurchased 1,752,619 shares of its common

stock for \$122 million. During the three months ended September 30, 2021, the Company repurchased 1,287,556 shares of its common stock for \$93 million. The number of shares of common stock outstanding excludes shares held in a grantor trust.

(4) Book value per share is total common stockholders' equity divided by the number of common shares outstanding. Tangible book value per share is total common stockholders' equity excluding the after-tax value of goodwill and other intangible assets divided by the number of common shares outstanding.

**Investment Portfolio**  
**September 30, 2021**  
(Amounts in thousands, except percentages)

|  | Carrying Value       | Percent of Total |
|--|----------------------|------------------|
| <b>Fixed maturity securities:</b>                |                      |                  |
| United States government and government agencies | \$ 518,333           | 2.2%             |
| State and municipal:                             |                      |                  |
| Special revenue                                  | 2,110,271            | 9.1%             |
| State general obligation                         | 447,320              | 1.9%             |
| Local general obligation                         | 431,522              | 1.9%             |
| Pre-refunded                                     | 230,840              | 1.0%             |
| Corporate backed                                 | 177,916              | 0.7%             |
| Total state and municipal                        | <u>3,397,869</u>     | <u>14.6%</u>     |
| Mortgage-backed securities:                      |                      |                  |
| Agency   | 681,798              | 2.9%             |
| Residential - Prime                              | 159,826              | 0.7%             |
| Commercial                                       | 130,637              | 0.6%             |
| Residential - Alt A                              | 6,326                | 0.0%             |
| Total mortgage-backed securities                 | <u>978,587</u>       | <u>4.2%</u>      |
| Asset-backed securities                          | <u>4,655,555</u>     | <u>20.0%</u>     |
| Corporate:                                       |                      |                  |
| Industrial                                       | 3,132,362            | 13.5%            |
| Financial  | 1,699,840            | 7.3%             |
| Utilities  | 418,853              | 1.8%             |
| Other  | 173,009              | 0.7%             |
| Total corporate                                  | <u>5,424,064</u>     | <u>23.3%</u>     |
| Foreign government                               | <u>1,098,727</u>     | <u>4.7%</u>      |
| Total fixed maturity securities (1)              | <u>16,073,135</u>    | <u>69.0%</u>     |
| <b>Equity securities available for sale:</b>     |                      |                  |
| Common stocks                                    | 609,939              | 2.6%             |
| Preferred stocks                                 | 208,799              | 0.9%             |
| Total equity securities available for sale       | <u>818,738</u>       | <u>3.5%</u>      |
| Cash and cash equivalents (2)                    | 2,182,020            | 9.4%             |
| Real estate                                      | 1,842,400            | 7.9%             |
| Investment funds (3)                             | 1,400,140            | 6.0%             |
| Arbitrage trading account                        | 860,339              | 3.7%             |
| Loans receivable                                 | 115,496              | 0.5%             |
| Net invested assets                              | <u>\$ 23,292,268</u> | <u>100.0%</u>    |

(1) Total fixed maturity securities had an average rating of AA- and an average duration of 2.3 years, including cash and cash equivalents.

(2) Cash and cash equivalents includes trading accounts receivable from brokers and clearing organizations, trading account securities sold but not yet purchased and unsettled purchases.

(3) Investment funds are net of related liabilities of \$0.8 million.

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