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Connecticut Property & Casualty Insurance Marketplace Report

NOVEMBER 2022

This report provides a summary of the 2021 property & casualty (P&C) insurance marketplace.

Unlike most industry watchers of insurer profitability and insolvency, we used direct written premiums—not net written premiums. This is to be consistent with our member agent's view of the insurance world.

Data source and tips on how to read the data can be found on the last page.

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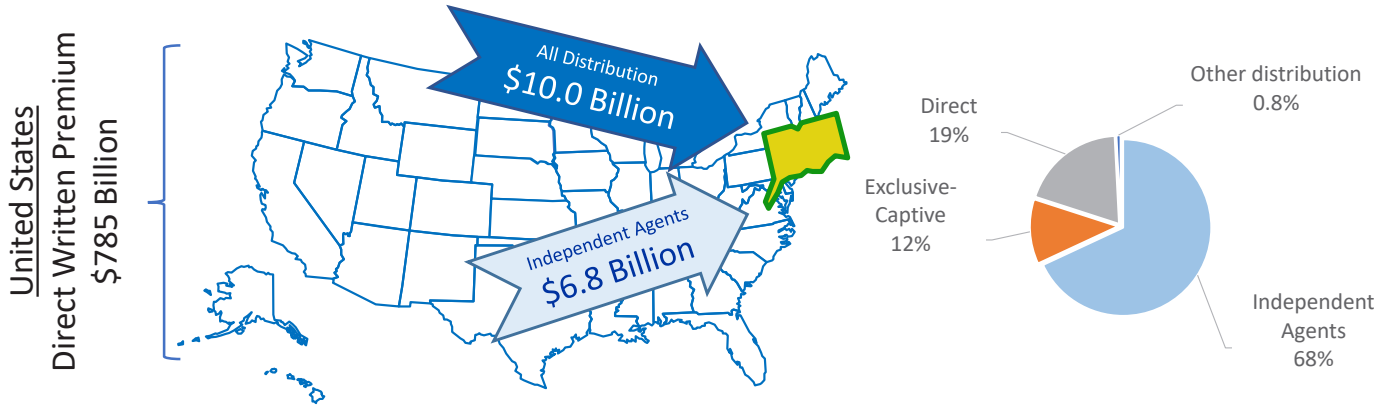
EMC® INSURANCE

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2021 Connecticut Direct Written Premium



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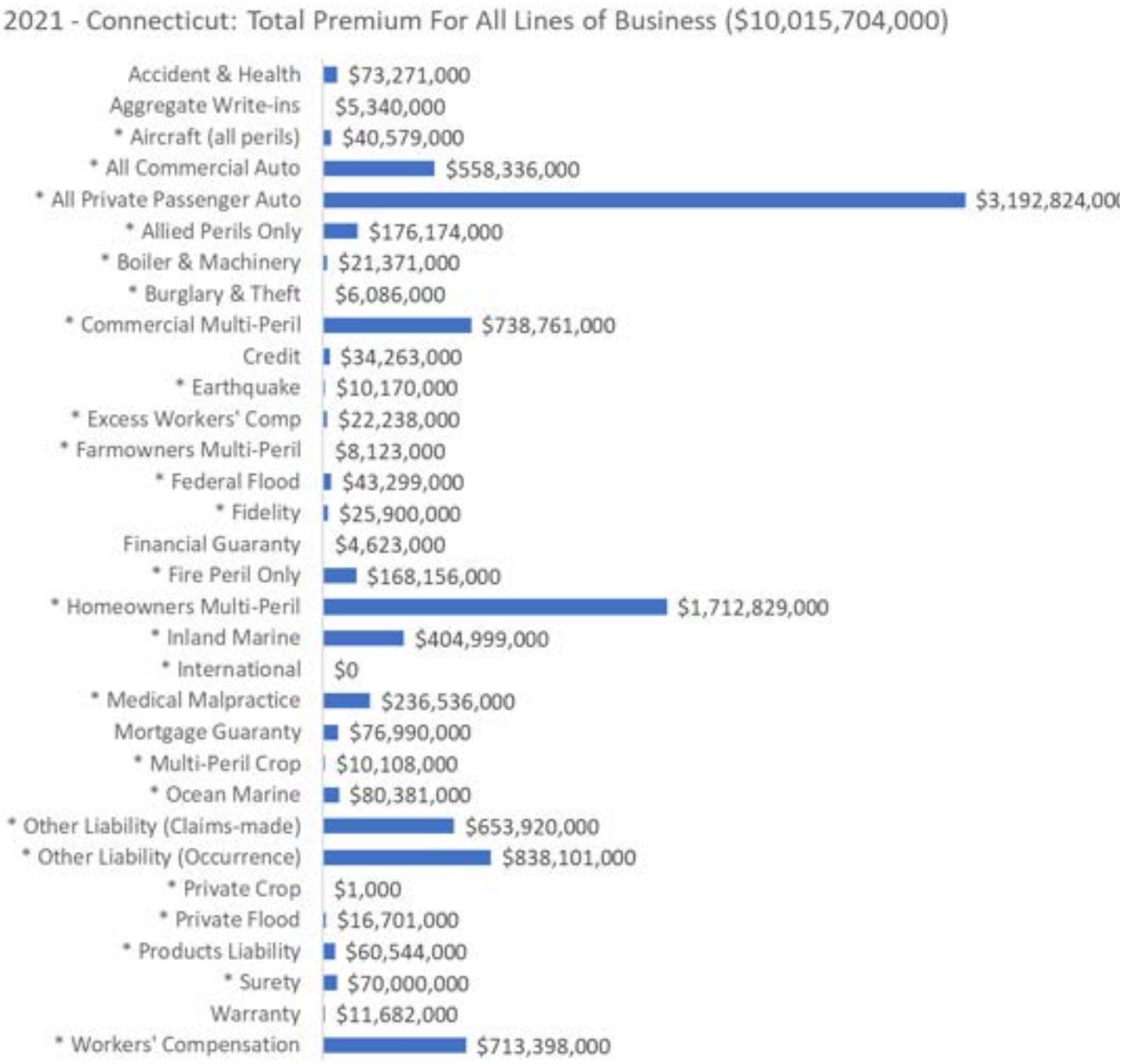
This is a summary of the Connecticut property and casualty (P&C) insurance marketplace.

What follows is a graphic and numeric presentation of the Connecticut P&C industry data from an independent agent's perspective. This summary emphasizes direct premiums, direct losses and the associated direct underwriting results before reinsurance. As independent agents, this is the marketplace experience for the business we place (or compete against) for our clients in Connecticut. Included in this summary is data from nearly 3,000 insurers that are domiciled in the United States. Then, if they have written premiums in Connecticut, their data is included in this summary.

The summary starts with a direct premium listing of all 32 lines of business reported by P&C insurers, for all distribution styles in Connecticut. The presentation of data then focuses on the 26 lines of business independent agents work with most. For these agent-focused lines of business, data is provided on loss ratios, growth rates, penetration rates by the various distribution styles and commission rates. In addition, and important to independent agents, a breakout of surplus lines activity is provided to show trends, and utilization rates. United States national data is provided for comparison purposes.

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Premiums: All P&C Lines of Business (All Distribution Styles)



Source: © A.M. Best Company — Used by Permission; US Census Bureau

The above chart shows **all 32 lines of business** that P&C insurers are required to report on in their annual statement, on a state-by-state basis. The lines of business are listed in alphabetical order. The 26 agent-focused lines of business are emphasized above with an asterisk (*). These are the lines of business that are reported on in the remainder of this 2021 P&C Marketplace Summary. The lines of business not concentrated on in the remainder of the 2021 P&C Marketplace Summary are Accident & Health, Aggregate Write-ins, Credit, Financial Guaranty, Mortgage Guaranty, and Warranty. These 6 lines of business are about 2.5% of all premiums in 2021.

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Connecticut Total Premiums *Perspective*

	United States	Smallest/Lowest State	Largest/Highest State	Connecticut (Rank)
Total (All Lines) Premiums	$785 Billion	$1.4 Billion (Vermont-#51)	$97.3 Billion (California-#1)	$10.0 Billion (#8)
Total (All Lines) Per Capita Premium	$2,369	$1,674 (Ohio-#51)	$3,839 (North Dakota-#1)	$2,778 (#10)
Personal Lines Per Capita Premium	$1,163	$835 (District of Columbia-#51)	$1,621 (Florida-#1)	$1,330 (#9)
Commercial Lines Per Capita Premium	$1,186	$730 (West Virginia-#51)	$2,647 (North Dakota-#1)	$1,395 (#12)

Source: © A.M. Best Company — Used by Permission; US Census Bureau

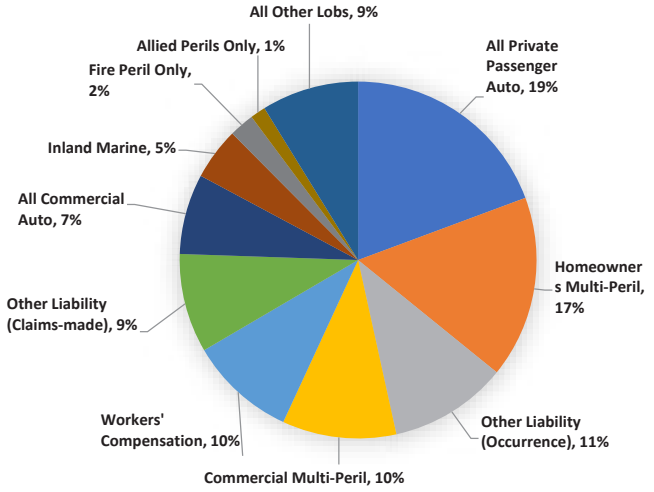
The previous page showed total premiums and premiums by line of business. Using the same data, and to add perspective, below are some standardized measures of **total premiums for Connecticut** compared to other states.

In the table above, Total (All Lines) includes premiums for all 32 lines of business shown on the previous page, including Credit. The combined premiums for Personal Lines includes All Private Passenger Auto, Homeowners Multi-Peril and Farmowners Multi-Peril. Commercial Lines includes all other lines of business except All Private Passenger Auto, Homeowners Multi-Peril, Farm owners Multi-Peril and Credit.

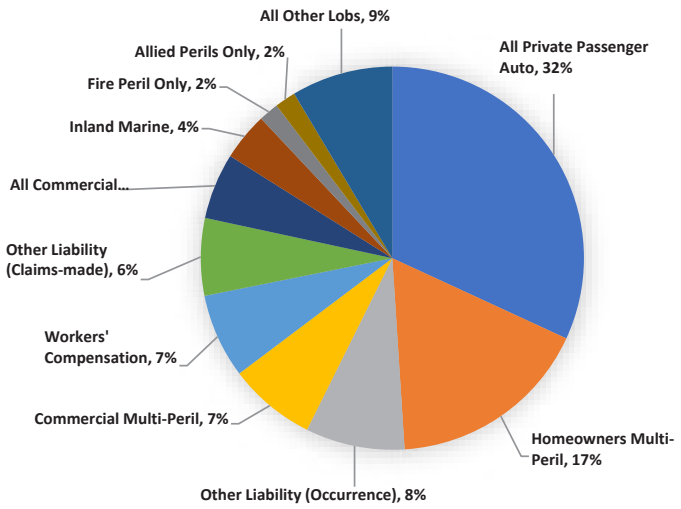
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Premiums: Top Agent-Focused Lines of Business

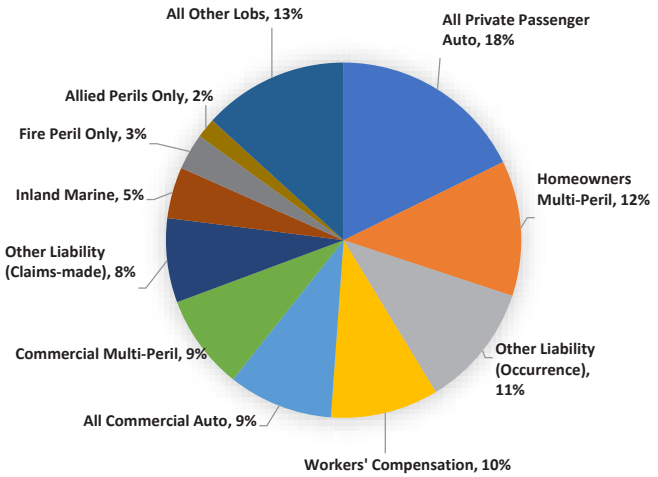
2021 - Connecticut: Independent Agent Distribution ($6,810,076,000)



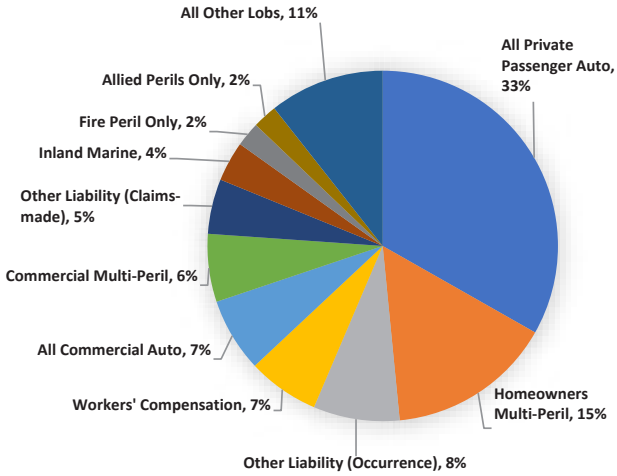
2021 - Connecticut: All Distribution Styles ($10,015,704,000)



2021 - United States: Independent Agent Distribution ($483,695,862,000)



2021 - United States: All Distribution Styles ($785,288,646,000)



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The above pie charts show which lines of business are the most important to independent agents based on direct written premiums. The top 10 lines of business are shown in each pie chart, with premiums from all other lines of business combined in the "All Other" pie section. The upper left pie chart shows the premiums for the top lines of business in order of premiums written by independent agents in Connecticut. The upper right pie chart shows the same lines of business but with all distribution styles included in premium totals for each line of business. The bottom two pie charts use the same approach but are based on total United States independent agent distribution and premiums.

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Top Line of Business *Perspective*

Line of Business	States With Product in Top 10
All Commercial Auto	100%
All Private Passenger Auto	100%
Commercial Multiple Peril	100%
Inland Marine	100%
Other Liability (Occurrence)	100%
Homeowners Multi-Peril	80% to 95%
Other Liability (Claims-made)	80% to 95%
Workers' Compensation	80% to 95%
Fire	80% to 95%
Multi-Peril Crop	45%
Allied Lines	35%
Medical Professional Liability	10%
Surety	10%
Farmowners Multi-Peril	10%
Accident & Health Lines	5%
Private Crop	5%
Earthquake	5%
Aircraft (all perils)	2%
Ocean Marine	2%
Warranty	2%

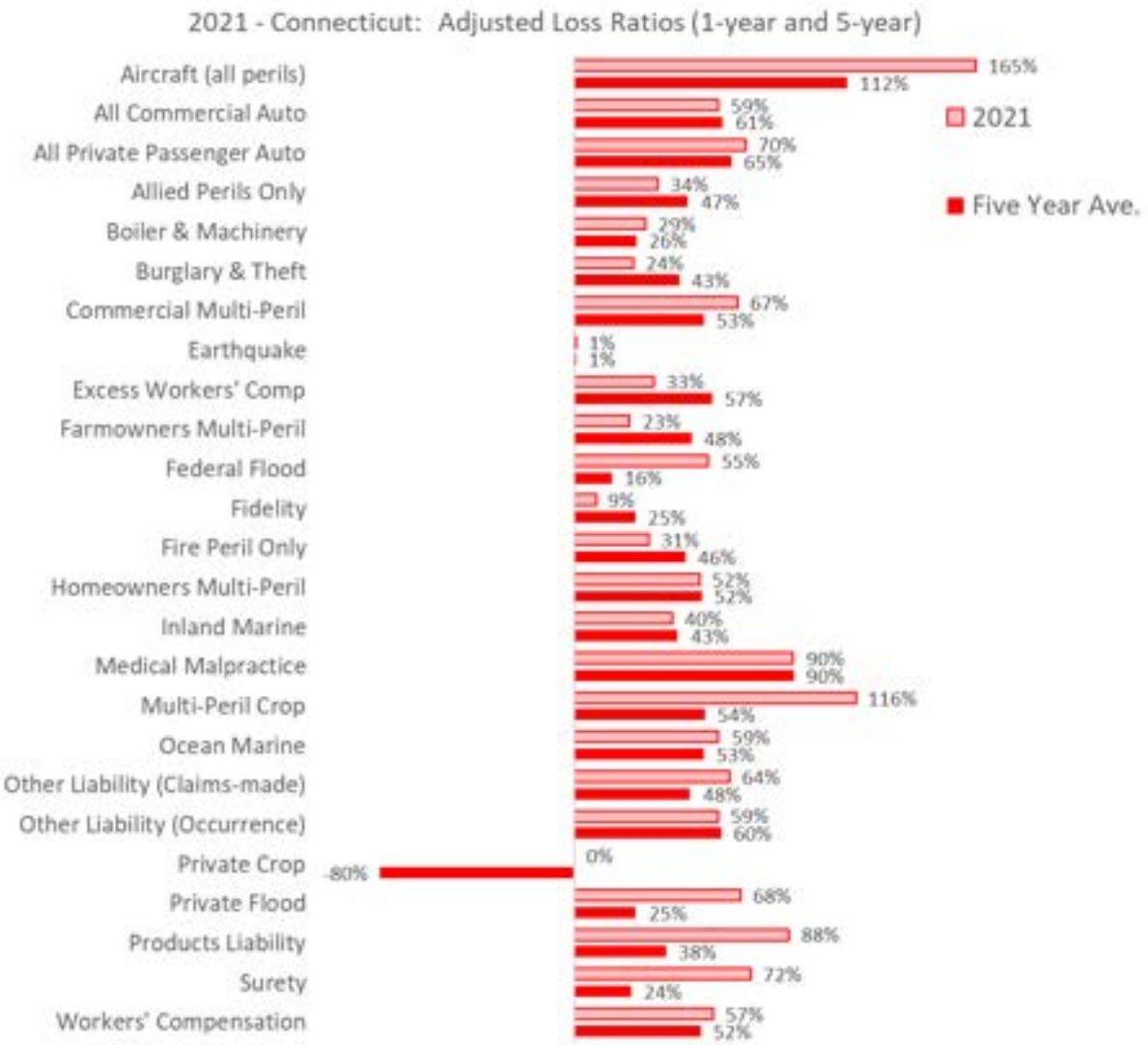
Source: © A.M. Best Company — Used by Permission; US Census Bureau

The United States overall, and most states individually, see **Private Passenger Auto** as the largest premium line of business through independent agents. This is case in about 80% of the states, but there are exceptions. Those exceptions are a handful of Midwest states which have Multi-Peril Crop as their highest premium line of business, followed by several states with Other Liability (Occurrence) or Other Liability (Claims-Made), a few states with Workers' Compensation, and finally one state with Homeowners Multi-Peril.

There are consistencies in the highest premium generating lines of business. To get a sense for that, in the table below are the lines that are present in at least one state's Top 10, along with the percent of states where that line of business is in the Top 10. The percentages are approximate, as small changes in premiums can result in variances, particularly in the last of the lines listed.

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Loss Ratios: Agent-Focused Lines of Business



Source: © A.M. Best Company — used by permission. (International not shown as less than five years data is available)

$$Adjusted\ Calendar\ Year\ Loss\ Ratio = \frac{Paid\ Losses + New\ Reserves \pm Changes\ in\ Prior\ Reserves}{Earned\ Premiums - Policy\ Dividends}$$

The above bar chart shows loss ratios for the **26 lines of business** focused on by independent agents. Loss ratios are calculated as "adjusted calendar year loss ratios" (see algebraic formula above). For each line of business, the losses used in the ratio of losses to earned premiums equals the paid losses that year, plus any estimates of future losses that will be paid from claims that year (new reserves), plus any changes in reserves from previous years made that year (prior reserves). The "adjusted" part is if dividends are paid out under a line of business, the loss ratio is adjusted for that cost. When dividends paid out is a minor factor then the adjusted loss ratio and unadjusted loss ratio are nearly the same. However, where dividends are a factor, it is important to include them in the calculation whenever loss ratios of different lines of business are compared.

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Connecticut Loss Ratio *Perspective*

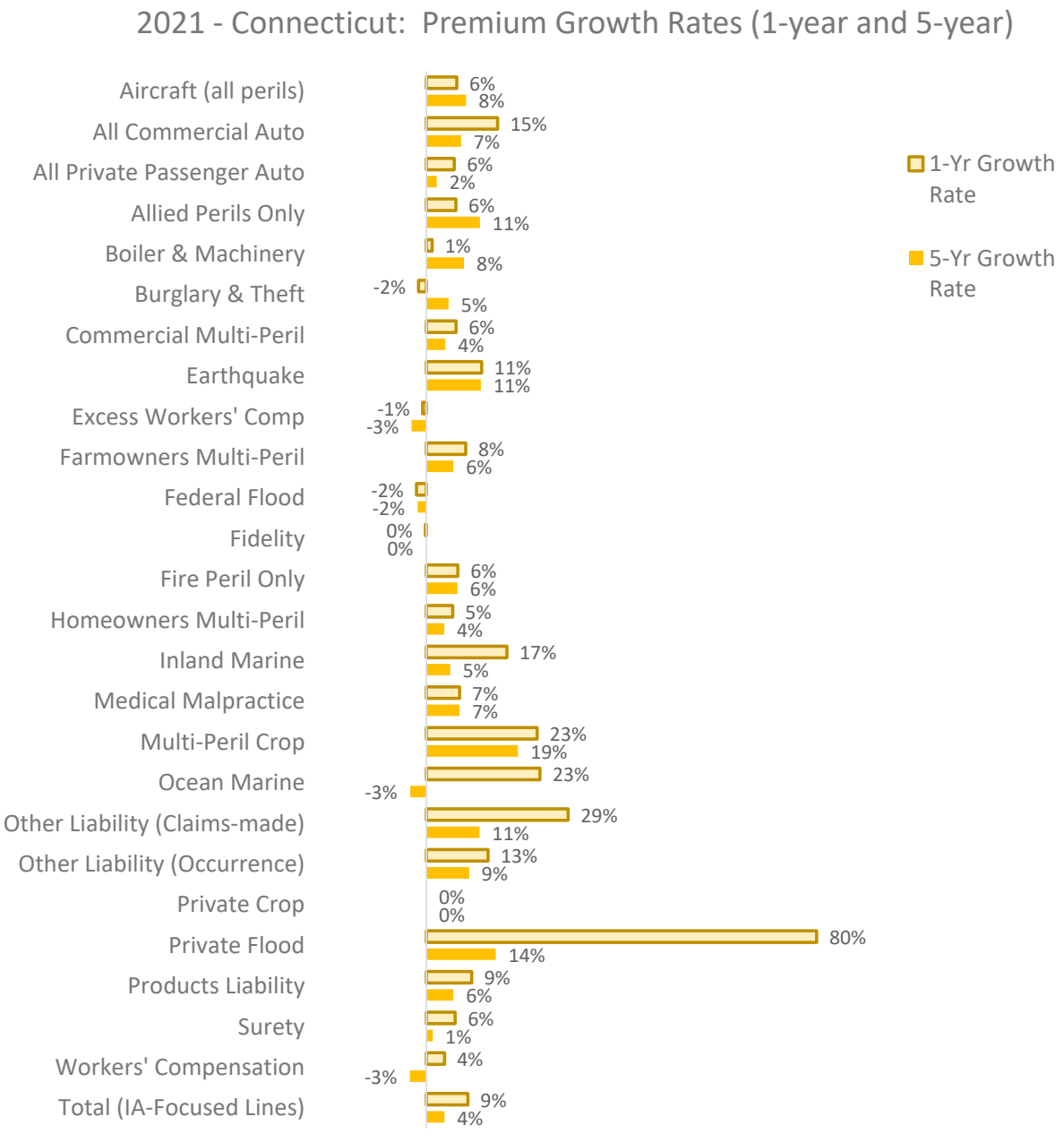
	2021 Connecticut Loss Ratio	2021 United States Loss Ratio
Aircraft (all perils)	165%	54%
All Commercial Auto	59%	64%
All Private Passenger Auto	70%	69%
Allied Perils Only	34%	79%
Boiler & Machinery	29%	38%
Burglary & Theft	24%	52%
Commercial Multi-Peril	67%	61%
Earthquake	1%	3%
Excess Workers' Comp	33%	41%
Farmowners Multi-Peril	23%	65%
Federal Flood	55%	48%
Fidelity	9%	28%
Fire	31%	68%
Homeowners Multi-Peril	52%	69%
Inland Marine	40%	49%
Medical Malpractice	90%	55%
Multiperil Crop	116%	76%
Ocean Marine	59%	54%
Other Liability (Claims-made)	64%	56%
Other Liability (Occurrence)	59%	61%
Private Crop	0%	89%
Private Flood	68%	46%
Products Liability	88%	52%
Surety	72%	16%
Workers' Compensation (*)	57%	51%
Total (All Lines)	61%	63%

*Source: © A.M. Best Company — used by permission. (*Individual state experience for workers' compensation in North Dakota, Ohio, Connecticut and Wyoming is not used for highlights as these are monopolistic fund states and premiums are small and loss ratios can vary widely. Also International is not shown due to limited data.)*

As can be seen in the chart on the previous page, loss ratios can vary in the short run from the long run. Loss ratios can also vary by state. For added perspective on Connecticut's loss ratios, above is a table of the **2021 Connecticut loss ratios contrasted with the United States average loss ratios.**

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Premium Growth Rates: Agent-Focused Lines of Business



Source: © A.M. Best Company — used by permission (International not shown, as less than 5 years data is available).

The above bar chart shows the **percentage change in direct written premiums** for the 26 lines of business focused on by independent agents. The 1-year percentage is the percentage change in premiums from 2020 to 2021. The 5-year growth rate is the constant percentage from the first year to the last year, so the 2017 premium exactly equals the direct written premium in 2021. The Total (IA-Focused Lines) shown last is the average growth rates for the 26 lines of business focused on by independent agents.

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Connecticut Growth *Perspective*

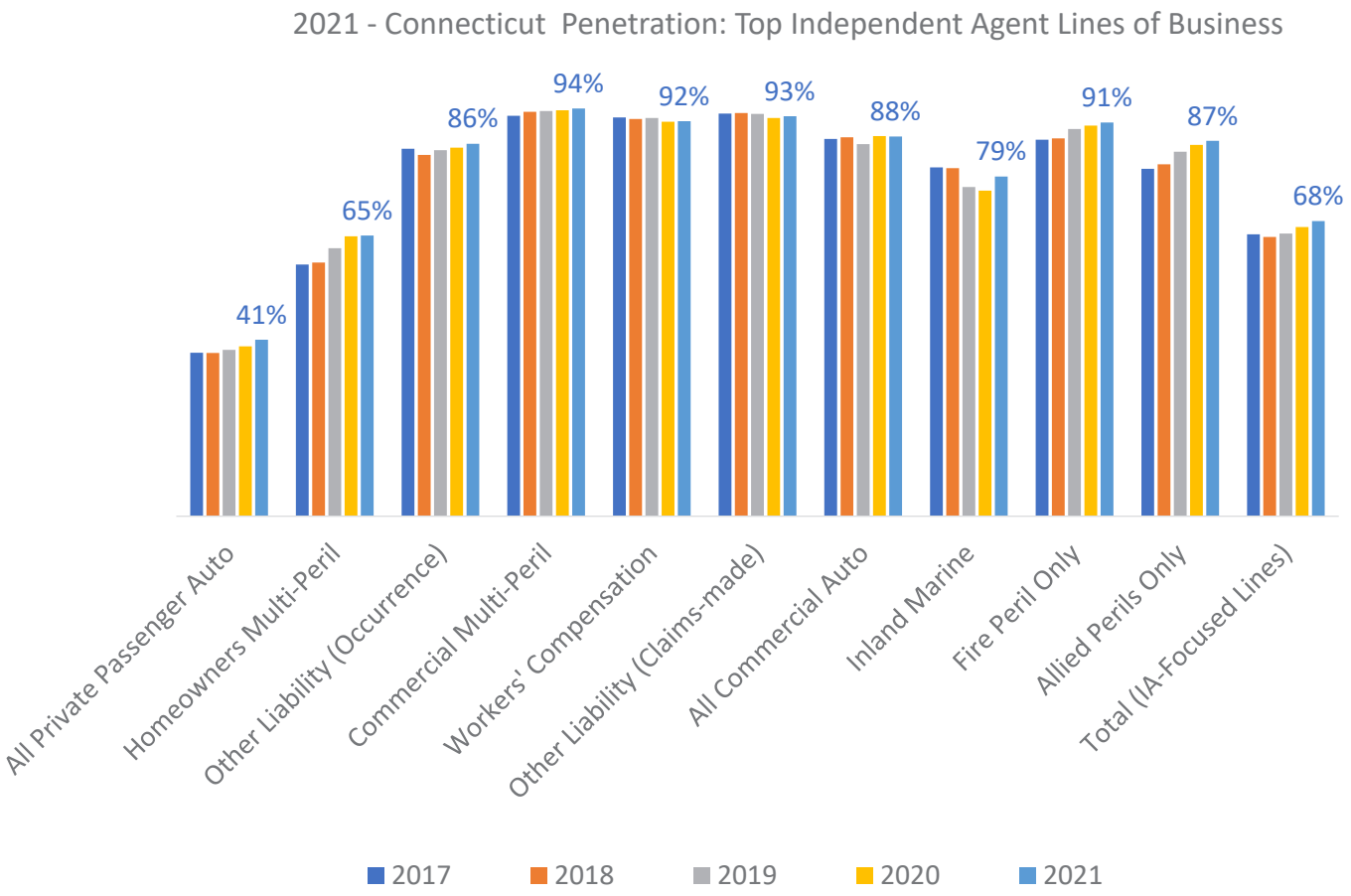
	Connecticut 1-Year Growth	United States 1-Year Growth
Aircraft (all perils)	6%	14%
All Commercial Auto	15%	17%
All Private Passenger Auto	6%	5%
Allied Perils Only	6%	12%
Boiler & Machinery	1%	11%
Burglary & Theft	-2%	7%
Commercial Multi-Peril	6%	8%
Earthquake	11%	11%
Excess Workers' Comp	-1%	2%
Farmowners Multi-Peril	8%	5%
Federal Flood	-2%	1%
Fidelity	0%	7%
Fire Peril Only	6%	13%
Homeowners Multi-Peril	5%	8%
Inland Marine	17%	15%
Medical Malpractice	7%	10%
Multi-Peril Crop	23%	37%
Ocean Marine	23%	13%
Other Liability (Claims-made)	29%	31%
Other Liability (Occurrence)	13%	16%
Private Crop	N/A	14%
Private Flood	80%	45%
Products Liability	9%	4%
Surety	6%	7%
Workers' Compensation	4%	3%
Total (IA-Focused Lines)	9%	10%

Source: © A.M. Best Company — used by permission

Premium growth rates can vary considerably by line of business. They can also vary considerably by state. To provide perspective on Connecticut growth rates, above is the **1-year growth rates** by line of business in Connecticut contrasted with average growth rates in United States.

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Penetration: Top Agent-Focused Lines of Business



Source: © A.M. Best Company — used by permission

$$Penetration = \frac{Independent\ Agent\ Written\ Premium\ by\ Line\ of\ Business}{All\ Written\ Premium\ by\ Line\ of\ Business}$$

The clustered bar chart above shows the **top 10 lines of business** in order of direct written premium, written through independent agents in Connecticut. The percentages above are calculated based on premiums through independent agents, divided by all premiums for each line of business. The final cluster of bars labeled Total (IA-Focused Lines) is the trend for all 26 lines of business focused on by independent agents.

Later in this summary the 1-year and 5-year average penetration is available for the 26 lines of business focused on by independent agents in the Lines of Business: Product Details section.

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Connecticut Penetration *Perspective*

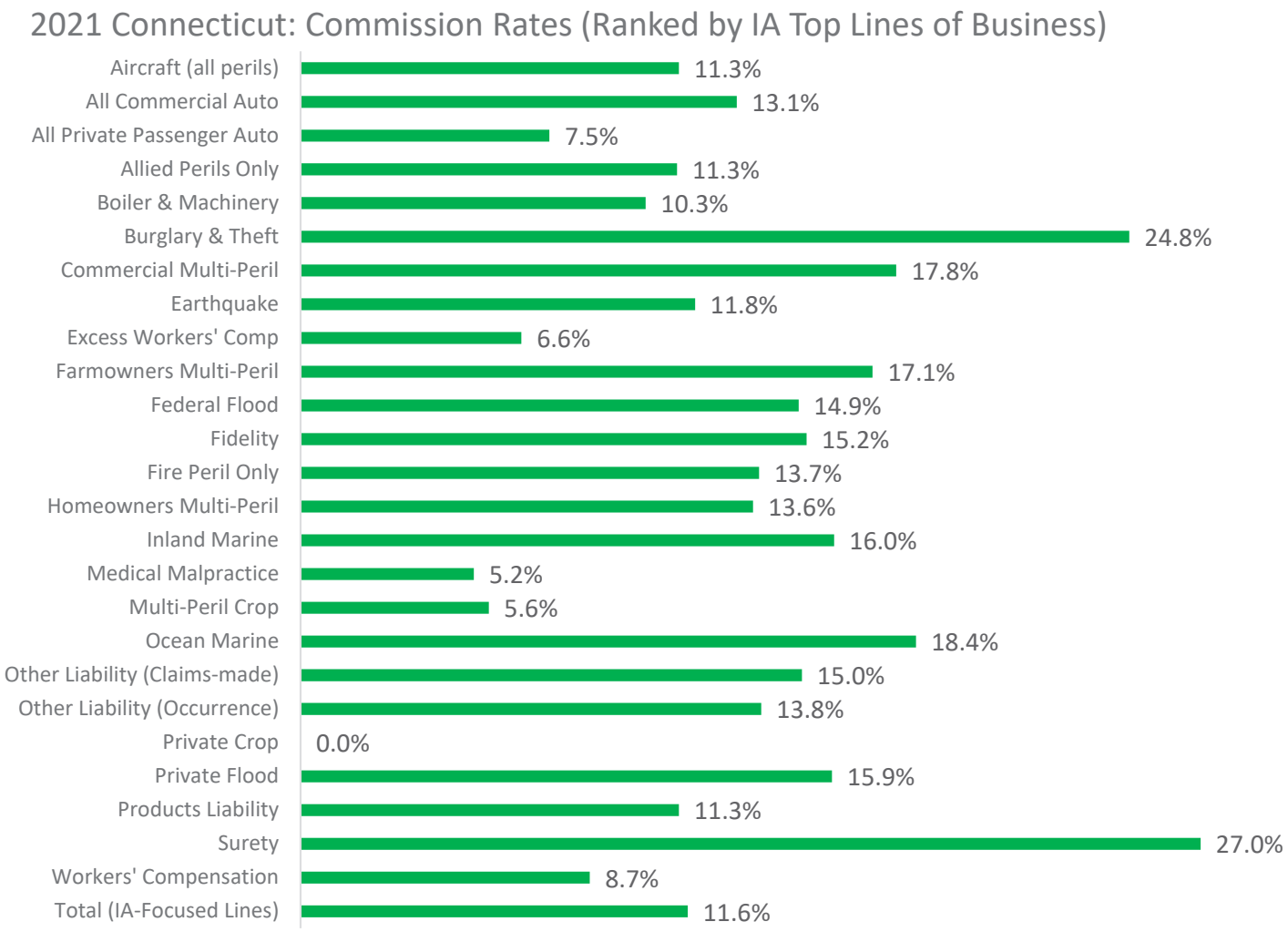
	Connecticut Penetration	United States Average
Aircraft (all perils)	97%	95%
All Commercial Auto	88%	85%
All Private Passenger Auto	41%	32%
Allied Perils Only	87%	86%
Boiler & Machinery	96%	93%
Burglary & Theft	99%	96%
Commercial Multi-Peril	94%	84%
Earthquake	90%	87%
Excess Workers' Comp	99%	94%
Farmowners Multi-Peril	56%	40%
Federal Flood	84%	78%
Fidelity	94%	91%
Fire Peril Only	91%	88%
Homeowners Multi-Peril	65%	49%
Inland Marine	79%	77%
Medical Malpractice	45%	75%
Multi-Peril Crop	100%	96%
Ocean Marine	97%	96%
Other Liability (Claims-made)	93%	92%
Other Liability (Occurrence)	86%	86%
Private Crop	100%	96%
Private Flood	84%	84%
Products Liability	96%	94%
Surety	88%	86%
Workers' Compensation	92%	90%
Total (IA-Focused Lines)	68%	62%

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Independent agent penetrations vary by line of business but also by state. To give perspective on Connecticut's penetration rates, above is a table of the line of business penetration rates in Connecticut contrasted with the average penetration in all the United States.

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Commissions: Top Agent-Focused Lines of Business



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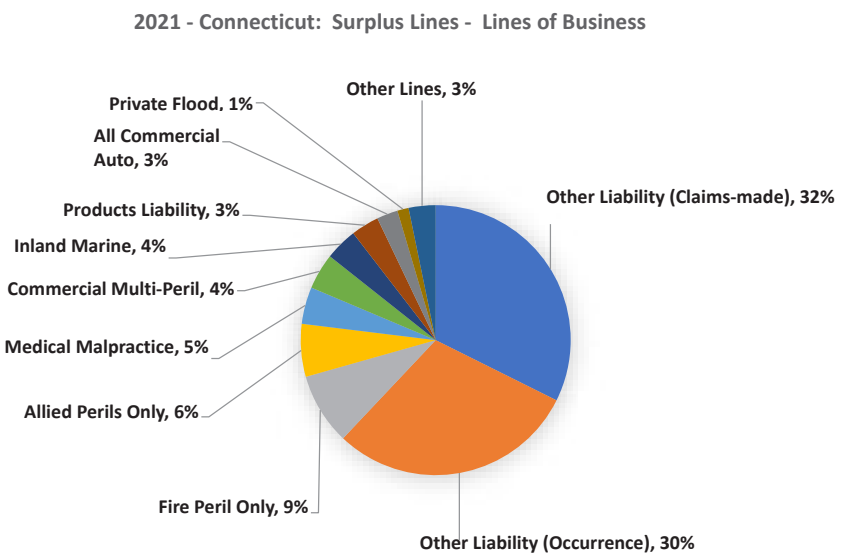
$$Commission\ \% = \frac{Line\ of\ Business\ Direct\ and\ Contingent\ Commissions}{Line\ of\ Business\ Written\ Premium}$$

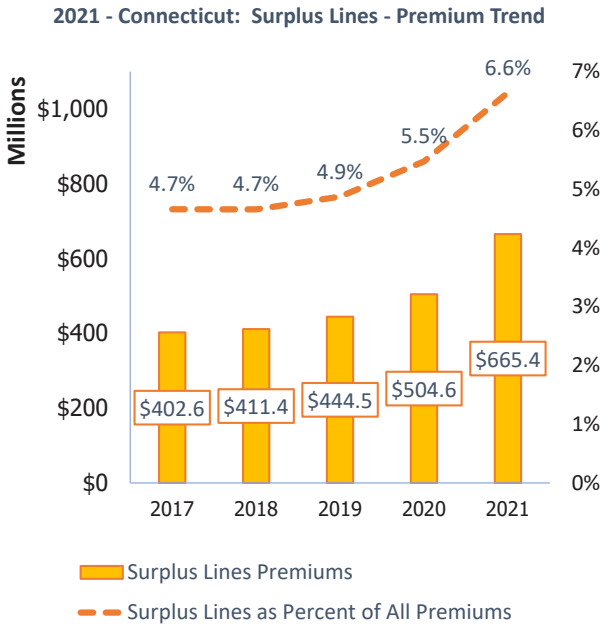
The above bar chart shows the **commission rate paid by all insurers for 26 independent agent-focused lines of business**, in Connecticut, in alphabetical order. Shown last, Total (All Lines) is the average commission paid on all lines of business. The above formula shows how commission percentages are calculated, where the Commission % equals the line of business direct and contingent commissions divided by the line of business written premium.

Commission rates are based on a page in insurer annual reports called "Exhibit of Premiums and Losses (Statutory Page 14)" or the "State's Page". On this State's Page insurers are required to break-out all lines of business by state and provide data on each line of business for direct written premiums, direct earned premiums, direct incurred losses, and commissions and brokerage expenses. The reader should note that the insurer annual report's instructions tell insurers to include contingent commissions.

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Surplus Lines: Top Lines, Premiums & Utilization Rate





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In all the preceding charts and tables, **surplus lines premiums are combined with admitted insurance premiums.** However, in the above pie and bar charts, the surplus lines premiums are shown separately. The pie chart shows the lines of business where surplus lines has the most premiums in Connecticut. The bar chart/line chart shows total direct written premiums in surplus lines, and the percentage those total direct written premiums are to all direct written premiums.

Readers should note the pie chart and bar chart/line chart above are premiums for insurers domiciled in one of the 50 states or DC, and writing surplus lines insurance. The premiums of these insurers are identified by their licensed status. Also, the above data does not include alien insurers (that is, insurers not domiciled in one of the 51 states). If alien premiums were included, it would increase the amount of surplus lines premiums by approximately an **additional 10%.** An example of an alien surplus lines insurer is Lloyds of London. Alien insurer data is not included because it is not tracked as consistently across states, nor in the same time-frame.

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Connecticut Surplus Lines *Perspective*

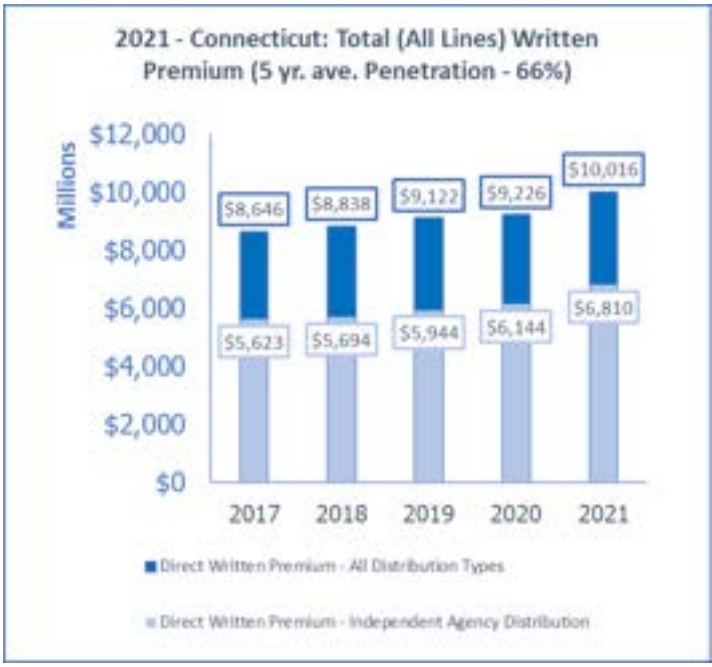
Surplus Lines Utilization Rate	Connecticut Surplus Lines Usage Rate	United States Surplus Lines Usage Rates
Aircraft (all perils)	4.1%	2.1%
All Commercial Auto	3.0%	6.3%
All Private Passenger Auto	0.0%	0.2%
Allied Perils Only	23.9%	29.8%
Boiler & Machinery	9.6%	7.4%
Burglary & Theft	20.1%	19.8%
Commercial Multi-Peril	3.9%	8.7%
Earthquake	38.5%	44.5%
Excess Workers' Comp	-0.1%	0.5%
Farmowners Multi-Peril	0.0%	0.4%
Federal Flood	0.4%	2.4%
Fidelity	1.0%	2.2%
Financial Guaranty	0.0%	0.0%
Fire Peril Only	33.9%	33.1%
Homeowners Multi-Peril	0.5%	2.3%
Inland Marine	6.4%	6.1%
International	N/A	90.8%
Medical Malpractice	12.4%	24.4%
Multi-Peril Crop	0.0%	0.0%
Ocean Marine	1.1%	3.3%
Other Liability (Claims-made)	32.9%	34.9%
Other Liability (Occurrence)	23.6%	29.6%
Private Crop	0.0%	0.1%
Private Flood	54.0%	41.0%
Products Liability	36.9%	45.4%
Surety	0.0%	0.5%
Workers' Compensation	0.0%	0.5%
Total (All Lines)	6.6%	8.3%

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The need for surplus lines varies widely by line of business and from state-to-state. Above are the line of business utilization rates for Connecticut contrasted with the average utilization with those lines of business in the United States.

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Total All P&C Lines of Business





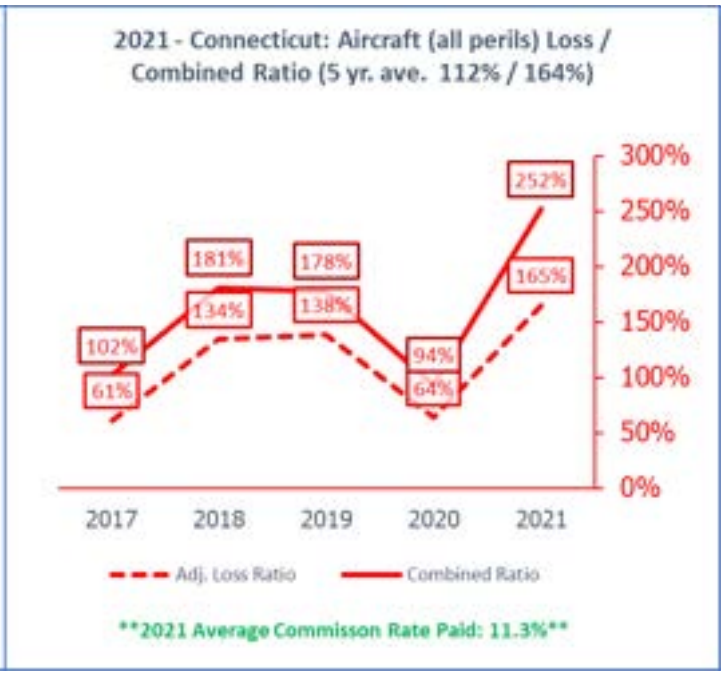
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$10,015,704,000	$6,810,076,000	$1,194,305,000	$1,926,558,000	$665,346,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	68%	12%	19%	6.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
791	604	40	87	133
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8.6% / 3.7%	11% / 5%	2% / 1%	5% / 2%	32% / 13%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Berkshire Hathaway Insurance Group (G)	$769,331,000	81%	10%	N/A
Liberty Mutual Insurance Companies (G)	$755,543,000	68%	6%	N/A
Travelers Group (G)	$671,391,000	44%	6%	N/A
Chubb INA Group (G)	$604,180,000	53%	4%	N/A
Progressive Insurance Group (G)	$518,612,000	66%	12%	N/A
Total or Average	$10,015,715,000	61%	9%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Casualty Insurance Company	$248,718,000	65%	14%	Progressive Insurance Group
Standard Fire Insurance Company	$187,402,000	60%	10%	Travelers Group
Federal Insurance Company	$163,607,000	39%	11%	Chubb INA Group
Safeco Insurance Company of Illinois	$106,881,000	80%	2%	Liberty Mutual Insurance Companies
Great Northern Insurance Company	$101,220,000	50%	-4%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	$137,567,000	72%	84%	Liberty Mutual Insurance Companies
Evanston Insurance Company	$23,026,000	32%	36%	Markel Corporation Group
Wellfleet Insurance Company	$22,846,000	76%	115%	Berkshire Hathaway Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	$229,276,000	77%	15%	State Farm Group
Allstate Fire and Casualty Insurance Co	$197,079,000	66%	1%	Allstate Insurance Group
State Farm Fire and Casualty Company	$195,401,000	69%	13%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
GEICO General Insurance Company	$300,023,000	75%	7%	Berkshire Hathaway Insurance Group
Progressive Direct Insurance Company	$223,348,000	68%	9%	Progressive Insurance Group
GEICO Indemnity Company	$209,946,000	77%	5%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	$35,649,000	82%	37%	American International Group
National Fire & Marine Insurance Co	$34,484,000	34%	10%	Berkshire Hathaway Insurance Group
Indian Harbor Insurance Company	$26,687,000	253%	53%	XL Reinsurance America Group
Top Individual RRG				
MCIC Vermont (A RRRG)	$124,273,000	101%	7%	...

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Aircraft (All Perils)





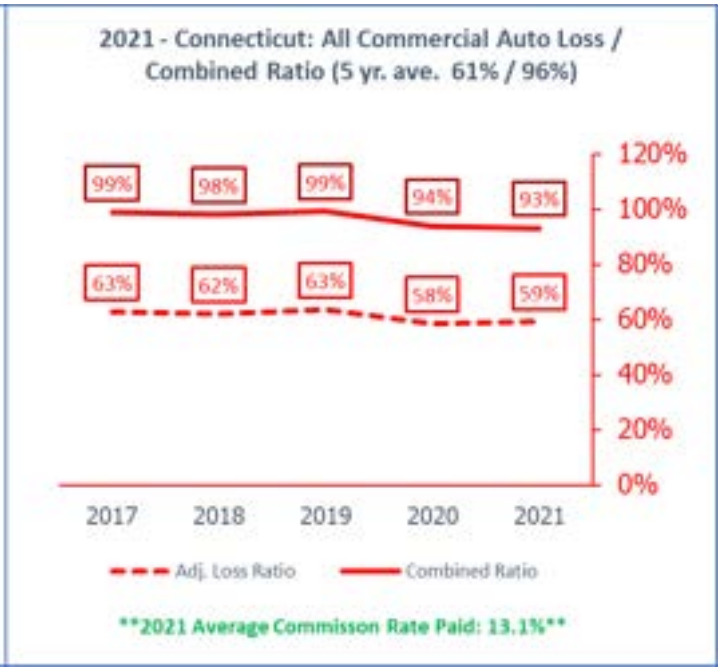
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$40,579,000	$39,337,000	$0	$270,000	$1,674,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	97%	0%	1%	4.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
25	23	0	1	3
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6.2% / 8.1%	5% / 9%	#DIV/0!	-30% / -35%	-74% / -6%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
American International Group (G)	$9,792,000	91%	40%	N/A
Starr International Group (G)	$7,056,000	20%	-24%	N/A
Berkshire Hathaway Insurance Group (G)	$4,724,000	1000%	36%	N/A
QBE North America Insurance Group (G)	$3,752,000	-14%	26%	N/A
Chubb INA Group (G)	$3,080,000	3%	67%	N/A
Total or Average	$40,577,000	164%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	$9,786,000	92%	40%	American International Group
Starr Indemnity & Liability Company	$6,679,000	42%	60%	Starr International Group
QBE Insurance Corporation	$3,752,000	-14%	26%	QBE North America Insurance Group
ACE American Insurance Company	$3,045,000	0%	69%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	$146,000	22%	23%	Tokio Marine US PC Group
Harco National Insurance Company	$73,000	3%	46%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Avemco Insurance Company	$296,000	2%	42%	Tokio Marine US PC Group
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	$1,217,000	34%	-1%	Berkshire Hathaway Insurance Group
Starr Surplus Lines Insurance Company	$378,000	-23%	-93%	Starr International Group
Texas Insurance Company	$79,000	52%		AU Holding Company Group
Top Individual RRG				

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All Commercial Auto





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$558,336,000	$491,178,000	$36,469,000	$25,818,000	$16,798,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	88%	7%	5%	3.0%

Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
289	238	17	24	40
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14.6% / 7.1%	14% / 7%	6% / 10%	32% / 7%	143% / 18%

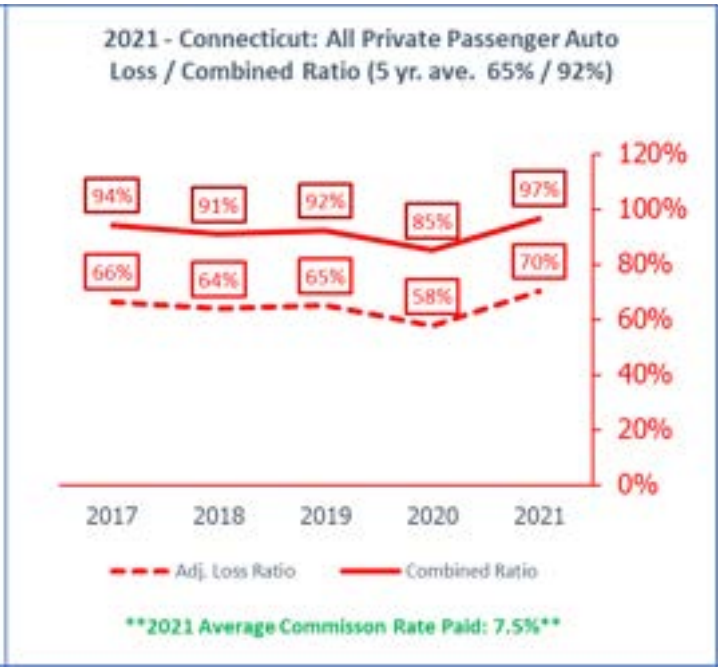
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Progressive Insurance Group (G)	$71,745,000	53%	39%	N/A
Liberty Mutual Insurance Companies (G)	$44,839,000	69%	29%	N/A
Travelers Group (G)	$40,257,000	49%	-4%	N/A
W. R. Berkley Insurance Group (G)	$29,628,000	54%	20%	N/A
Hartford Insurance Group (G)	$27,052,000	49%	0%	N/A
Total or Average	$558,336,000	59%	15%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Casualty Insurance Company	$68,242,000	56%	39%	Progressive Insurance Group
NGM Insurance Company	$20,489,000	91%	0%	American Family Insurance Group
Selective Insurance Company of America	$15,513,000	68%	26%	Selective Insurance Group
Charter Oak Fire Insurance Company	$13,609,000	51%	-11%	Travelers Group
Arbella Protection Insurance Company	$13,328,000	63%	40%	Arbella Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
New York Marine and General Insurance Co	$4,869,000	17%	54%	ProSight Specialty Group
Northland Insurance Company	$2,055,000	71%	-31%	Travelers Group
National Interstate Insurance Company	$1,606,000	-1%	-37%	Great American P & C Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$9,039,000	50%	2%	Federated Mutual Group
Farm Family Casualty Insurance Company	$4,813,000	30%	1%	American National Prop & Cas Group
Federated Reserve Insurance Company	$4,376,000	39%	26%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Surplus Insurance Corporation	$7,498,000	112%	-595%	Liberty Mutual Insurance Companies
Liberty Mutual Fire Insurance Company	$5,595,000	41%	-4%	Liberty Mutual Insurance Companies
Government Employees Insurance Company	$3,057,000	81%	-22%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Liberty Surplus Insurance Corporation	$7,498,000	112%	-595%	Liberty Mutual Insurance Companies
Mobilitas Insurance Company	$3,014,000	68%		CSAA Insurance Group
General Security Indemnity Co of Arizona	$976,000	46%	22%	SCOR US Group
Top Individual RRG				
OOIDA Risk Retention Group, Inc.	$1,215,000	-5%	29%	...

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All Private Passenger Auto





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$3,192,824,000	$1,305,435,000	$693,720,000	$1,193,601,000	$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	41%	22%	37%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
128	81	16	30	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
5.7% / 2.1%	10% / 4%	-1% / 0%	5% / 2%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Berkshire Hathaway Insurance Group (G)	$569,725,000	76%	6%	N/A
Progressive Insurance Group (G)	$393,302,000	69%	8%	N/A
Allstate Insurance Group (G)	$330,118,000	66%	-2%	N/A
Liberty Mutual Insurance Companies (G)	$312,878,000	71%	11%	N/A
State Farm Group (G)	$269,677,000	76%	15%	N/A
Total or Average	$3,192,828,000	70%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Casualty Insurance Company	$172,727,000	69%	6%	Progressive Insurance Group
Standard Fire Insurance Company	$145,057,000	65%	10%	Travelers Group
Safeco Insurance Company of Illinois	$106,881,000	80%	2%	Liberty Mutual Insurance Companies
The Hanover American Insurance Company	$69,737,000	57%	14%	Hanover Ins Group Prop & Cas Cos
Trumbull Insurance Company	$59,053,000	68%	6%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	$76,225,000	88%	529%	Liberty Mutual Insurance Companies
State National Insurance Company, Inc.	$464,000	31%	49%	Markel Corporation Group
Markel Insurance Company	$113,000	3%	-3%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	$221,656,000	76%	15%	State Farm Group
Allstate Fire and Casualty Insurance Co	$197,079,000	66%	1%	Allstate Insurance Group
LM General Insurance Company	$91,691,000	62%	-24%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
GEICO General Insurance Company	$300,023,000	75%	7%	Berkshire Hathaway Insurance Group
Progressive Direct Insurance Company	$220,574,000	69%	9%	Progressive Insurance Group
GEICO Indemnity Company	$209,946,000	77%	5%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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Allied Perils Only



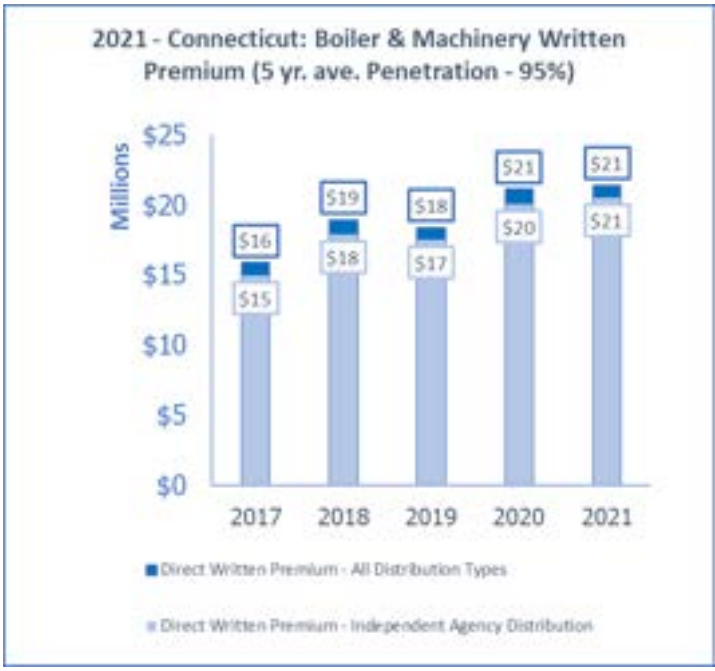


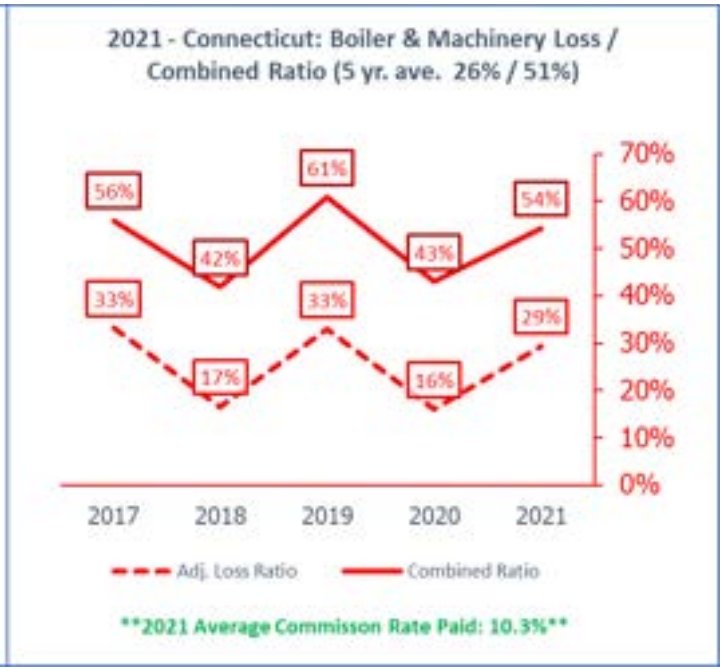
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$176,174,000	$153,216,000	$7,543,000	$14,844,000	$42,080,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	87%	4%	8%	23.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
233	202	11	14	67
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6.1% / 11.0%	7% / 13%	11% / 9%	-7% / -2%	8% / 15%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	$23,249,000	20%	-5%	N/A
Travelers Group (G)	$13,967,000	3%	11%	N/A
Zurich Insurance US PC Group (G)	$10,393,000	-53%	4%	N/A
Farmers Insurance Group (G)	$8,598,000	44%	-4%	N/A
Liberty Mutual Insurance Companies (G)	$7,680,000	-42%	7%	N/A
Total or Average	$176,168,000	34%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Indemnity Company	$9,466,000	-9%	17%	Travelers Group
Foremost Insurance Co Grand Rapids, MI	$8,594,000	44%	-4%	Farmers Insurance Group
American Strategic Insurance Corp.	$5,073,000	27%	5%	Progressive Insurance Group
Selective Insurance Company of America	$4,488,000	38%	28%	Selective Insurance Group
Merrimack Mutual Fire Insurance Company	$3,447,000	73%	-3%	Andover Companies Pool
Top 3 MGA/Wholesale Policy-Issuing Insurers				
GuideOne National Insurance Company	$6,350,000	64%	61%	GuideOne Insurance Companies
Evanston Insurance Company	$943,000	3%	97%	Markel Corporation Group
Western World Insurance Company	$633,000	92%	-62%	American International Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Farm Family Casualty Insurance Company	$4,175,000	14%	8%	American National Prop & Cas Group
Sentry Insurance Company	$1,029,000	15%	2%	Sentry Insurance Group
Federated Mutual Insurance Company	$790,000	59%	2%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	$6,713,000	51%	-5%	Assurant P&C Group
United Services Automobile Association	$2,149,000	40%	-3%	USAA Group
USAA Casualty Insurance Company	$1,357,000	32%	-10%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
GuideOne National Insurance Company	$6,350,000	64%	61%	GuideOne Insurance Companies
National Fire & Marine Insurance Co	$3,202,000	44%	45%	Berkshire Hathaway Insurance Group
Lexington Insurance Company	$3,165,000	44%	-48%	American International Group
Top Individual RRG				

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Boiler & Machinery



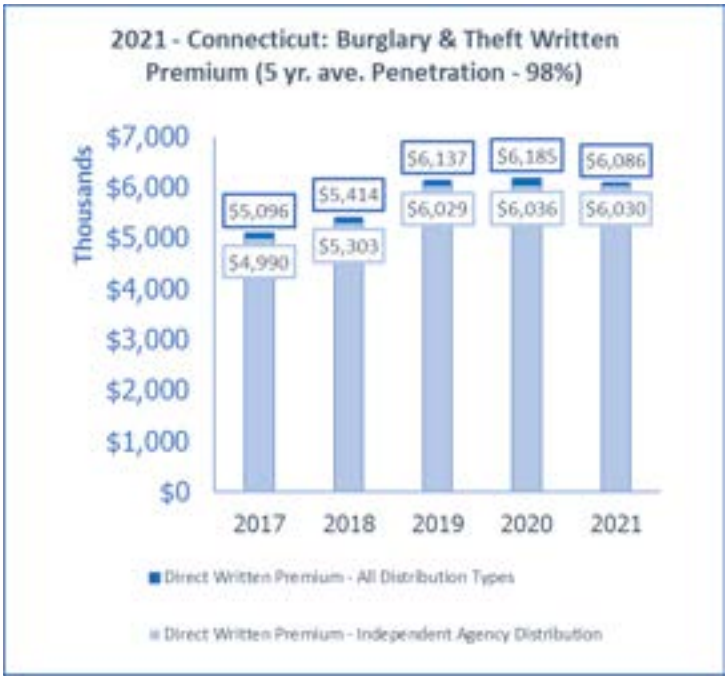


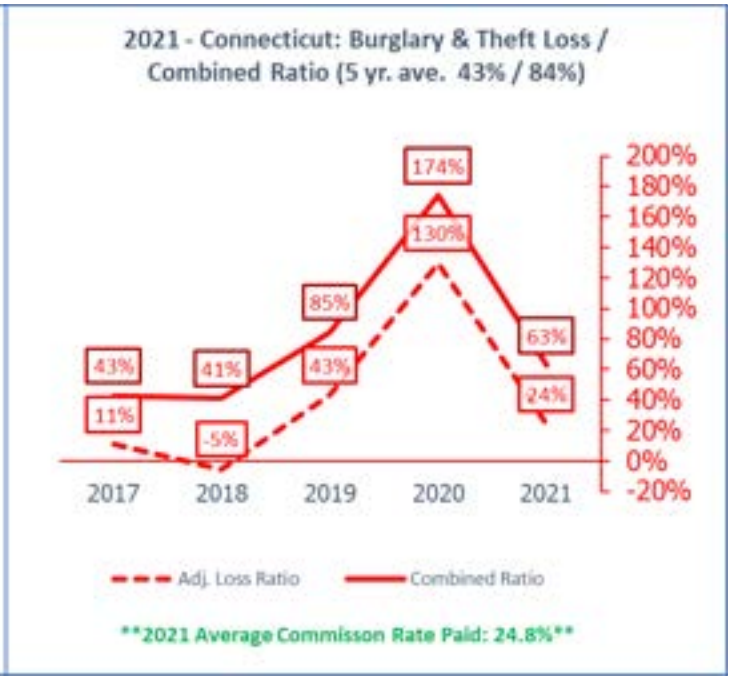
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$21,371,000	$20,518,000	$309,000	$487,000	$2,044,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	1%	2%	9.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
159	139	8	7	42
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
1.2% / 7.7%	2% / 8%	-11% / -5%	-28% / 0%	17% / 26%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	$5,797,000	71%	-12%	N/A
Chubb INA Group (G)	$3,997,000	19%	3%	N/A
American International Group (G)	$1,615,000	16%	71%	N/A
Travelers Group (G)	$1,607,000	13%	7%	N/A
Zurich Insurance US PC Group (G)	$1,234,000	1%	9%	N/A
Total or Average	$21,380,000	29%	1%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Federal Insurance Company	$2,372,000	20%	0%	Chubb INA Group
Lexington Insurance Company	$834,000	35%	215%	American International Group
Travelers Property Casualty Co of Amer	$782,000	7%	4%	Travelers Group
Great Northern Insurance Company	$768,000	21%	3%	Chubb INA Group
Travelers Indemnity Company	$715,000	21%	8%	Travelers Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Trisura Specialty Insurance Company	$15,000	77%	88%	Trisura US Insurance Group
Accelerant Specialty Insurance Company	$3,000	53%		Accelerant US Holdings Group
Atlantic Casualty Insurance Company	$2,000	10%	0%	Auto-Owners Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$161,000	9%	-1%	Federated Mutual Group
Federated Reserve Insurance Company	$65,000	0%	25%	Federated Mutual Group
Nationwide Property & Casualty Ins Co	$43,000	6%	-30%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Westport Insurance Corporation	$177,000	-7%	-53%	Swiss Reinsurance Group
Liberty Mutual Fire Insurance Company	$163,000	-77%	21%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	$93,000	17%	0%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	$834,000	35%	215%	American International Group
AIG Specialty Insurance Company	$189,000	-2%	52%	American International Group
Top Individual RRG				
ARISE Boiler Inspection & Insurance RRG	$7,000	-4%	-50%	...

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Burglary & Theft



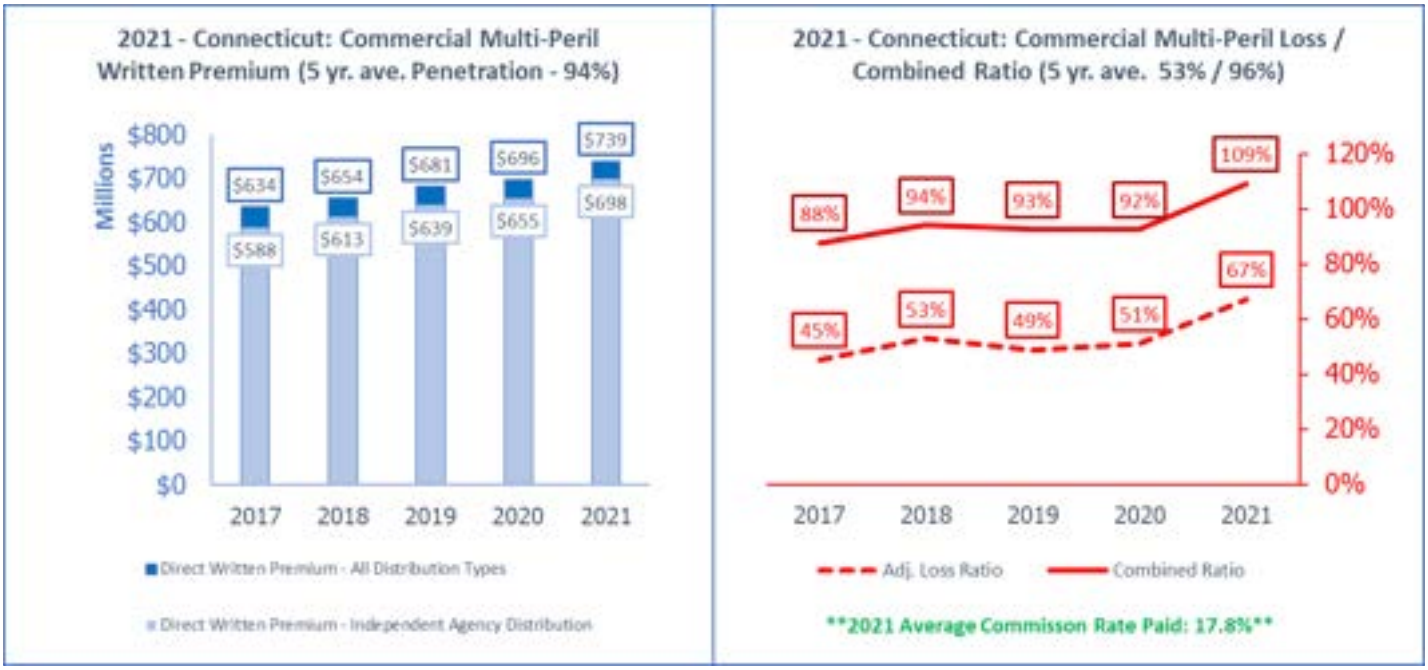


ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$6,086,000	$6,030,000	$53,000	$1,000	$1,222,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	99%	1%	0%	20.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
84	76	6	1	15
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-1.6% / 4.5%	0% / 5%	-64% / -13%	#DIV/0!	72% / 21%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	$1,182,000	47%	-34%	N/A
Zurich Insurance US PC Group (G)	$1,143,000	14%	2%	N/A
Chubb INA Group (G)	$760,000	-21%	-7%	N/A
XL America Companies (G)	$603,000	71%	37%	N/A
Hiscox Insurance Company Inc.	$416,000	81%	14%	N/A
Total or Average	$6,090,000	24%	-2%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	$1,167,000	46%	-34%	Travelers Group
Steadfast Insurance Company	$828,000	25%	43%	Zurich Insurance US PC Group
Federal Insurance Company	$584,000	-25%	-4%	Chubb INA Group
XL Specialty Insurance Company	$582,000	78%	37%	XL Reinsurance America Group
AXIS Surplus Insurance Company	$146,000	16%		AXIS US Operations
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	$194,000	31%	37%	Tokio Marine US PC Group
Markel Insurance Company	$10,000	-9%	67%	Markel Corporation Group
Harco National Insurance Company	$9,000	-100%	-36%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$22,000	10%	10%	Federated Mutual Group
Nationwide Mutual Insurance Company	$16,000	4%	-11%	Nationwide Group
Federated Reserve Insurance Company	$8,000	11%	14%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Westport Insurance Corporation	$1,000	0%		Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Steadfast Insurance Company	$828,000	25%	43%	Zurich Insurance US PC Group
AXIS Surplus Insurance Company	$146,000	16%		AXIS US Operations
Columbia Casualty Company	$112,000	72%	129%	CNA Insurance Companies
Top Individual RRG				

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Commercial Multi-Peril



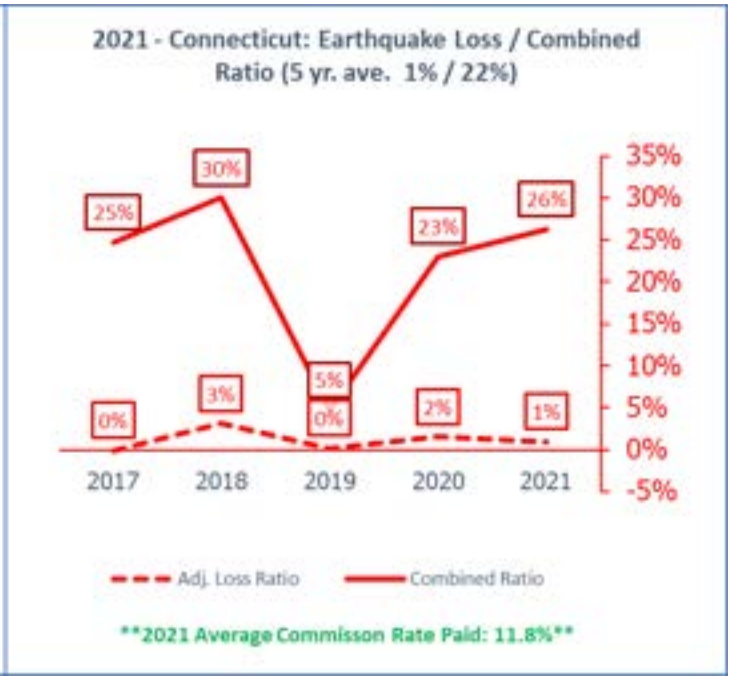
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$738,761,000	$697,872,000	$26,481,000	$10,806,000	$28,626,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	94%	4%	1%	3.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
289	255	18	11	63
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6.1% / 3.9%	7% / 4%	-6% / -3%	-4% / -6%	-6% / 1%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Hartford Insurance Group (G)	$70,239,000	89%	6%	N/A
Travelers Group (G)	$70,083,000	28%	9%	N/A
Chubb INA Group (G)	$55,529,000	42%	-6%	N/A
Liberty Mutual Insurance Companies (G)	$48,989,000	35%	-4%	N/A
Tokio Marine US PC Group (G)	$45,318,000	53%	6%	N/A
Total or Average	$738,755,000	67%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Philadelphia Indemnity Insurance Company	$43,369,000	54%	4%	Tokio Marine US PC Group
Vermont Mutual Insurance Company	$32,090,000	45%	25%	Vermont Mutual Group
Federal Insurance Company	$27,328,000	27%	-5%	Chubb INA Group
Ohio Security Insurance Company	$23,386,000	34%	-2%	Liberty Mutual Insurance Companies
Main Street America Assurance Company	$21,625,000	38%	5%	American Family Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Western World Insurance Company	$2,995,000	38%	7%	American International Group
Penn-America Insurance Company	$1,707,000	90%	3%	Global Indemnity Group
Markel Insurance Company	$1,152,000	141%	-22%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	$9,682,000	36%	4%	State Farm Group
Farm Family Casualty Insurance Company	$4,209,000	86%	18%	American National Prop & Cas Group
COUNTRY Mutual Insurance Company	$4,075,000	7%	-1%	COUNTRY Financial Property Casualty Grp
Top 3 Direct Policy-Issuing Insurers				
Housing Authority Prop Ins, A Mutual Co	$5,380,000	44%	13%	HAI Group
Nationwide General Insurance Company	$2,809,000	34%	126%	Nationwide Group
Nationwide Mutual Fire Insurance Company	$1,022,000	25%	-34%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	$3,067,000	43%	13%	Nationwide Group
Western World Insurance Company	$2,995,000	38%	7%	American International Group
Lexington Insurance Company	$1,855,000	13%	129%	American International Group
Top Individual RRG				

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Earthquake





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$10,170,000	$9,138,000	$216,000	$815,000	$3,919,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	90%	2%	8%	38.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
145	122	9	13	28
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
11.3% / 11.2%	13% / 13%	-8% / -2%	3% / 0%	17% / 21%

Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	$1,851,000	0%	10%	N/A
Berkshire Hathaway Insurance Group (G)	$1,038,000	3%	114%	N/A
Chubb INA Group (G)	$705,000	0%	13%	N/A
Allianz US PC Insurance Companies (G)	$670,000	5%	21%	N/A
Sompo Holdings US Group (G)	$629,000	1%	-28%	N/A
Total or Average	$10,172,000	1%	11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Indemnity Company	$1,320,000	0%	16%	Travelers Group
National Fire & Marine Insurance Co	$1,034,000	3%	116%	Berkshire Hathaway Insurance Group
Endurance American Specialty Ins Co	$629,000	1%	-28%	Sompo Holdings US Group
XL Insurance America, Inc.	$378,000	10%	-31%	XL Reinsurance America Group
Allianz Global Risks US Insurance Co	$348,000	5%	18%	Allianz US PC Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	$221,000	36%	5%	Tokio Marine US PC Group
Evanston Insurance Company	$204,000	7%	209%	Markel Corporation Group
Liberty Mutual Personal Insurance Co	$14,000	3%	0%	Liberty Mutual Insurance Companies
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	$102,000	0%	15%	State Farm Group
Allstate Insurance Company	$41,000	0%	-2%	Allstate Insurance Group
Nationwide Property & Casualty Ins Co	$36,000	-3%	-36%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Amica Mutual Insurance Company	$270,000	0%	-3%	Amica Mutual Group
United Services Automobile Association	$126,000	0%	3%	USAA Group
USAA Casualty Insurance Company	$104,000	0%	6%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	$1,034,000	3%	116%	Berkshire Hathaway Insurance Group
Endurance American Specialty Ins Co	$629,000	1%	-28%	Sompo Holdings US Group
Interstate Fire & Casualty Company	$318,000	4%	26%	Allianz US PC Insurance Companies
Top Individual RRG				

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Excess Workers' Comp





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$22,238,000	$21,942,000	$22,000	$274,000	($26,000)
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	99%	0%	1%	-0.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
13	10	1	2	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-0.8% / -3.0%	-1% / -3%	16% / 19%	97% / 21%	#NUM!

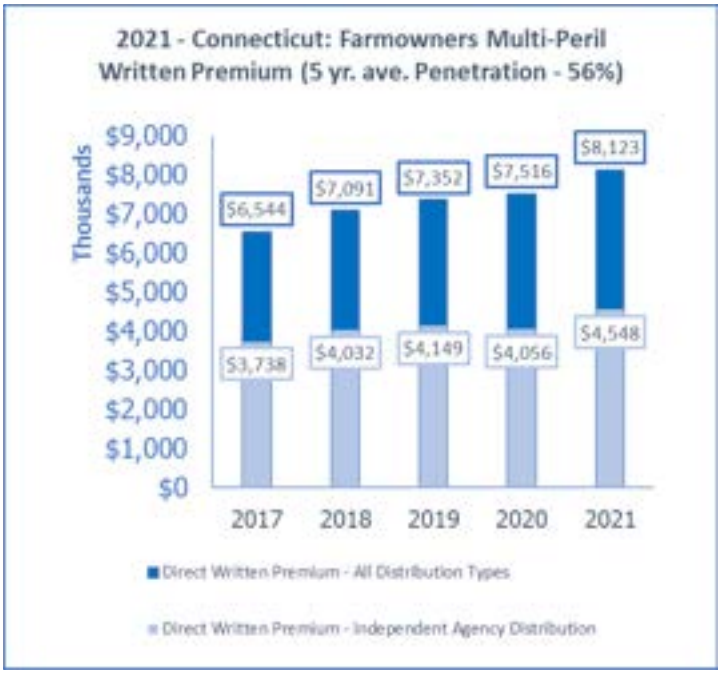
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Tokio Marine US PC Group (G)	$18,236,000	16%	-1%	N/A
W. R. Berkley Insurance Group (G)	$1,186,000	19%	89%	N/A
Zurich Insurance US PC Group (G)	$915,000	-76%	-51%	N/A
Arch Insurance Group (G)	$852,000	-3%	148%	N/A
Liberty Mutual Insurance Companies (G)	$274,000	-100%	97%	N/A
Total or Average	$22,241,000	0%	-1%	N/A

Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Safety National Casualty Corporation	$18,236,000	16%	-1%	Tokio Marine US PC Group
Midwest Employers Casualty Company	$1,186,000	19%	89%	W. R. Berkley Insurance Group
Arch Insurance Company	$878,000	52%	128%	Arch Insurance Group
ACE American Insurance Company	$218,000	-58%	-50%	Chubb INA Group
National Union Fire Ins Co Pittsburgh PA	$212,000	-100%	-16%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Sentry Insurance Company	$22,000	-62%	16%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	$273,000	61%		Liberty Mutual Insurance Companies
LM Insurance Corporation	$1,000	-100%	-99%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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Farmowners Multi-Peril



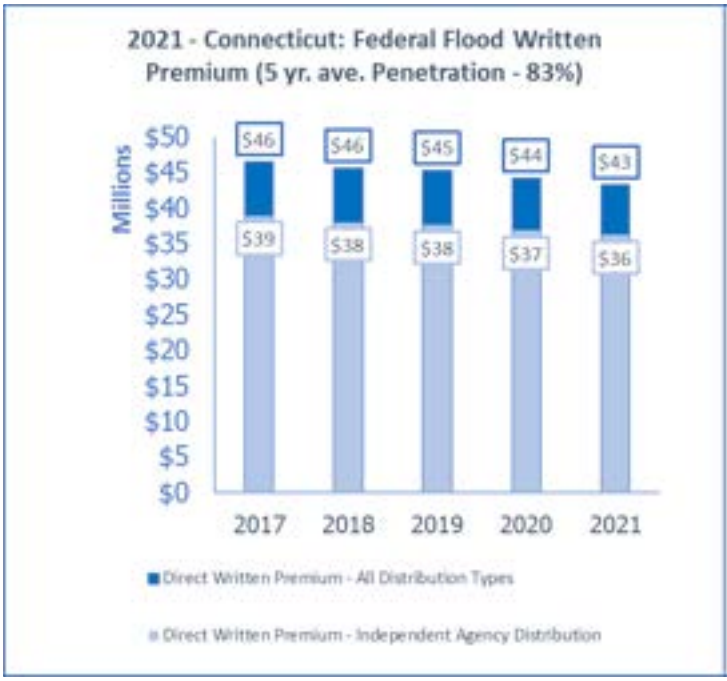


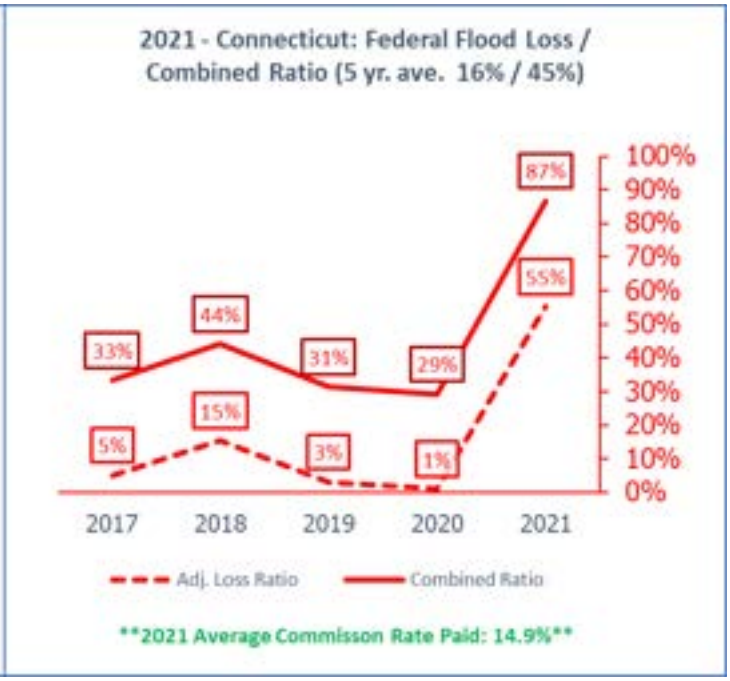
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$8,123,000	$4,548,000	$0	$3,575,000	$3,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	56%	0%	44%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
21	19	0	2	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8.1% / 5.6%	12% / 5%	#DIV/0!	3% / 6%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Nationwide Group (G)	$3,570,000	40%	3%	N/A
Liberty Mutual Insurance Companies (G)	$3,379,000	4%	15%	N/A
W. R. Berkley Insurance Group (G)	$539,000	0%	12%	N/A
Great American P & C Insurance Group (G)	$361,000	51%	-2%	N/A
Travelers Group (G)	$147,000	17%	-4%	N/A
Total or Average	$8,124,000	23%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Patrons Mutual Ins Co of Connecticut	$2,892,000	1%	1%	Liberty Mutual Insurance Companies
State Automobile Mutual Insurance Co	$479,000	37%	484%	Liberty Mutual Insurance Companies
Union Insurance Company	$254,000	11%	7%	W. R. Berkley Insurance Group
Acadia Insurance Company	$217,000	19%	29%	W. R. Berkley Insurance Group
Great American Insurance Company	$195,000	115%	51%	Great American P & C Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	$125,000	49%	6%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	$3,567,000	40%	3%	Nationwide Group
Liberty Mutual Insurance Company	$8,000	39%		Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	$3,000	12%		Nationwide Group
Top Individual RRG				

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Federal Flood





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$43,299,000	$36,225,000	$3,274,000	$3,800,000	$159,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	8%	9%	0.4%

Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
29	22	4	3	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-2.0% / -1.8%	-2% / -2%	-5% / -2%	-2% / -1%	#DIV/0!

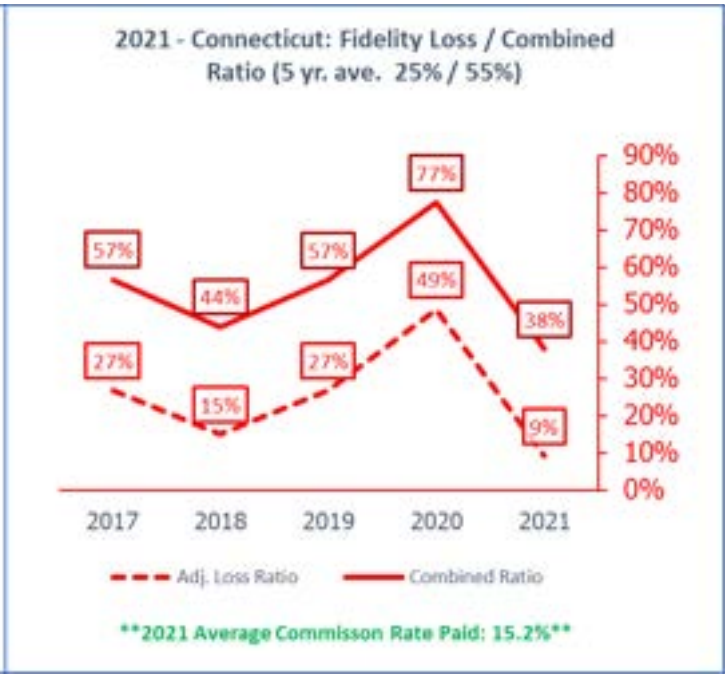
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Assurant P&C Group (G)	$12,606,000	51%	-3%	N/A
Hartford Insurance Group (G)	$6,136,000	36%	-7%	N/A
Selective Insurance Group (G)	$5,497,000	69%	5%	N/A
Wright National Flood Insurance Company	$4,081,000	39%	2%	N/A
MAPFRE North America Group (G)	$3,998,000	20%	-7%	N/A
Total or Average	$43,298,000	55%	-2%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
American Bankers Insurance Co of Florida	$12,606,000	51%	-3%	Assurant P&C Group
Hartford Insurance Co of the Midwest	$5,696,000	34%	-9%	Hartford Insurance Group
Selective Insurance Co of the Southeast	$5,497,000	69%	5%	Selective Insurance Group
American Commerce Insurance Company	$3,998,000	20%	-7%	MAPFRE North America Group
Westfield Insurance Company	$577,000	37%	-12%	Westfield Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Wright National Flood Insurance Company	$4,081,000	39%	2%	...
United Property & Casualty Ins Co	$358,000	36%	22%	United Insurance Group
Trisura Specialty Insurance Company	$159,000	0%	89%	Trisura US Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Allstate Insurance Company	$2,502,000	52%	-7%	Allstate Insurance Group
Farmers Property and Casualty Ins Co	$519,000	45%	-2%	Farmers Insurance Group
Truck Insurance Exchange	$245,000	20%	17%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
USAA General Indemnity Company	$2,199,000	116%	-3%	USAA Group
Liberty Mutual Fire Insurance Company	$1,163,000	62%	-5%	Liberty Mutual Insurance Companies
Homesite Insurance Company	$438,000	123%	10%	American Family Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Trisura Specialty Insurance Company	$159,000	0%	89%	Trisura US Insurance Group
Top Individual RRG				

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Fidelity





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$25,900,000	$24,378,000	$225,000	$847,000	$257,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	94%	1%	3%	1.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
100	86	8	4	10
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-0.2% / -0.1%	-1% / 0%	5% / -2%	6% / -5%	7% / 21%

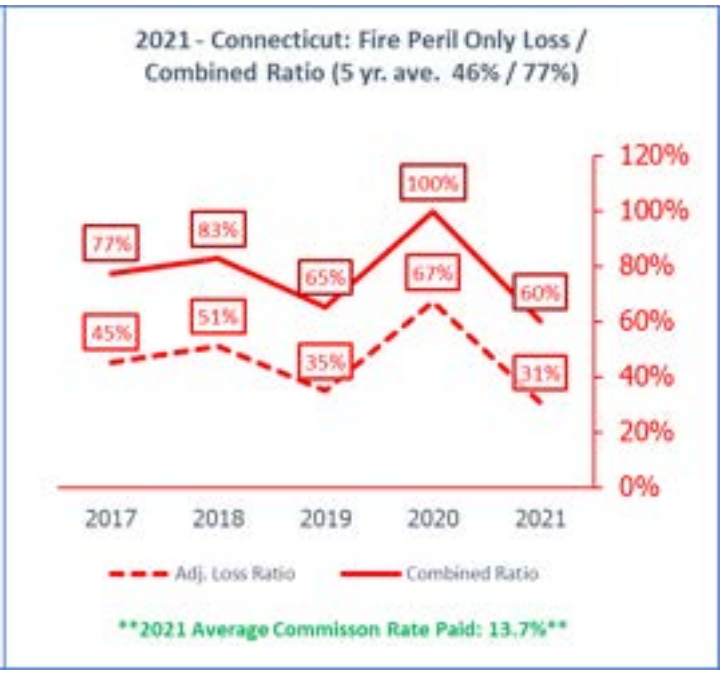
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	$5,453,000	-7%	-7%	N/A
Travelers Group (G)	$3,968,000	3%	1%	N/A
Great American P & C Insurance Group (G)	$2,850,000	36%	-2%	N/A
American International Group (G)	$2,040,000	26%	0%	N/A
Hartford Insurance Group (G)	$1,752,000	5%	6%	N/A
Total or Average	$25,902,000	9%	0%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Federal Insurance Company	$5,115,000	-15%	-6%	Chubb INA Group
Travelers Casualty and Surety Co of Amer	$3,868,000	4%	0%	Travelers Group
Great American Insurance Company	$2,633,000	38%	-2%	Great American P & C Insurance Group
National Union Fire Ins Co Pittsburgh PA	$2,013,000	26%	-1%	American International Group
Hartford Fire Insurance Company	$1,308,000	6%	2%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Southwest Marine and General Ins Co	$237,000	24%	-41%	ProSight Specialty Group
U.S. Specialty Insurance Company	$140,000	-54%	-35%	Tokio Marine US PC Group
RLI Insurance Company	$61,000	5%	-8%	RLI Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$117,000	2%	9%	Federated Mutual Group
Federated Reserve Insurance Company	$36,000	9%	20%	Federated Mutual Group
Sentry Select Insurance Company	$26,000	0%	-13%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	$690,000	39%	0%	CUMIS Insurance Society Group
Liberty Mutual Insurance Company	$152,000	376%	92%	Liberty Mutual Insurance Companies
CorePointe Insurance Company	$4,000	33%	-78%	AmTrust Group
Top 3 Surplus Lines Policy Issuing Insurers				
Great American E & S Insurance Company	$102,000	22%	685%	Great American P & C Insurance Group
Aspen Specialty Insurance Company	$49,000	-5%	32%	Aspen US Insurance Group
Starr Surplus Lines Insurance Company	$40,000	6%		Starr International Group
Top Individual RRG				

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Fire Peril Only



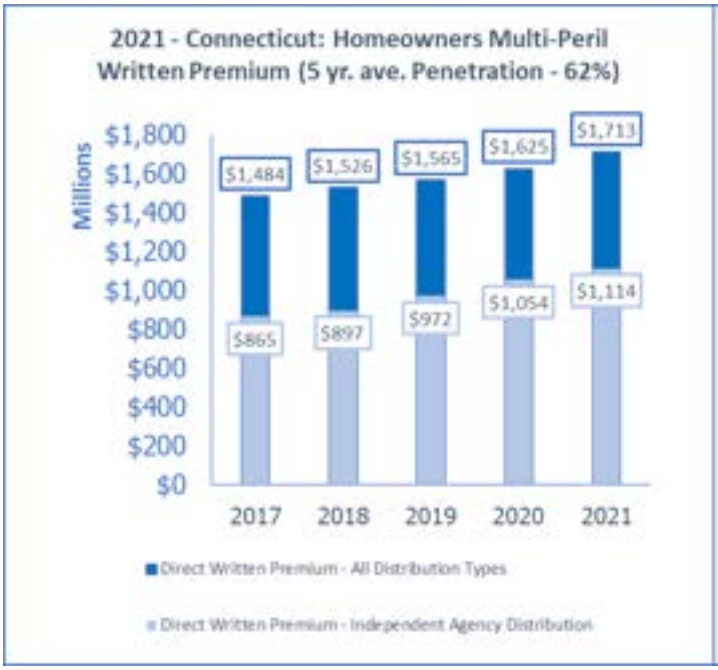


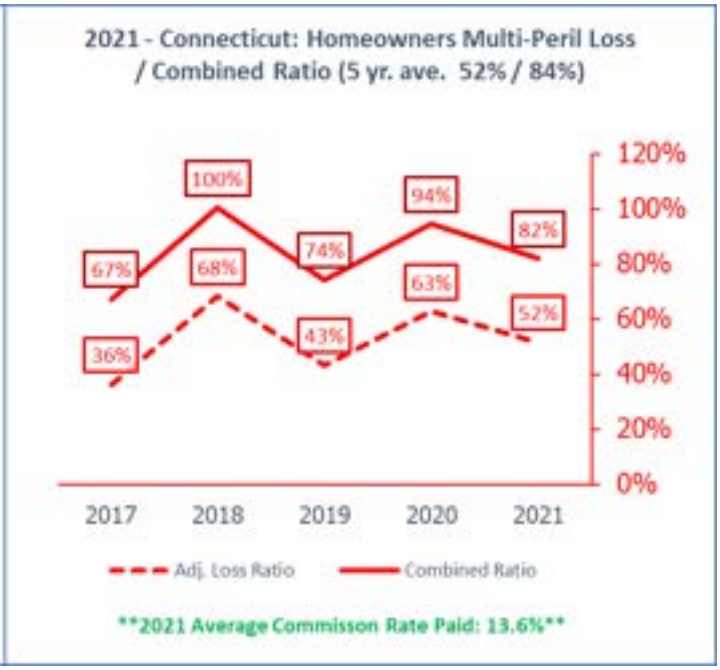
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$168,156,000	$153,407,000	$4,369,000	$10,006,000	$57,080,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	91%	3%	6%	33.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
241	212	11	13	75
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6.5% / 6.4%	7% / 8%	11% / 2%	-5% / -4%	21% / 21%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Berkshire Hathaway Insurance Group (G)	$13,010,000	46%	19%	N/A
Farmers Insurance Group (G)	$11,541,000	58%	-7%	N/A
FM Global Group (G)	$11,271,000	-23%	-2%	N/A
Starr International Group (G)	$10,764,000	29%	33%	N/A
Liberty Mutual Insurance Companies (G)	$10,388,000	68%	20%	N/A
Total or Average	$168,160,000	31%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Foremost Insurance Co Grand Rapids, MI	$11,534,000	58%	-7%	Farmers Insurance Group
Starr Surplus Lines Insurance Company	$10,758,000	29%	33%	Starr International Group
National Fire & Marine Insurance Co	$8,316,000	27%	19%	Berkshire Hathaway Insurance Group
Merrimack Mutual Fire Insurance Company	$5,180,000	63%	-2%	Andover Companies Pool
Lexington Insurance Company	$4,037,000	69%	-9%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Trisura Specialty Insurance Company	$1,305,000	20%	418%	Trisura US Insurance Group
Western World Insurance Company	$857,000	6%	-30%	American International Group
American Reliable Insurance Company	$757,000	58%	12%	Global Indemnity Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Farm Family Casualty Insurance Company	$2,472,000	33%	5%	American National Prop & Cas Group
Federated Mutual Insurance Company	$725,000	52%	-2%	Federated Mutual Group
Federated Reserve Insurance Company	$308,000	-1%	23%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	$4,447,000	33%	-6%	Assurant P&C Group
Liberty Mutual Fire Insurance Company	$1,907,000	18%	18%	Liberty Mutual Insurance Companies
Amica Mutual Insurance Company	$783,000	79%	-12%	Amica Mutual Group
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	$10,758,000	29%	33%	Starr International Group
National Fire & Marine Insurance Co	$8,316,000	27%	19%	Berkshire Hathaway Insurance Group
Lexington Insurance Company	$4,037,000	69%	-9%	American International Group
Top Individual RRG				

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Homeowners





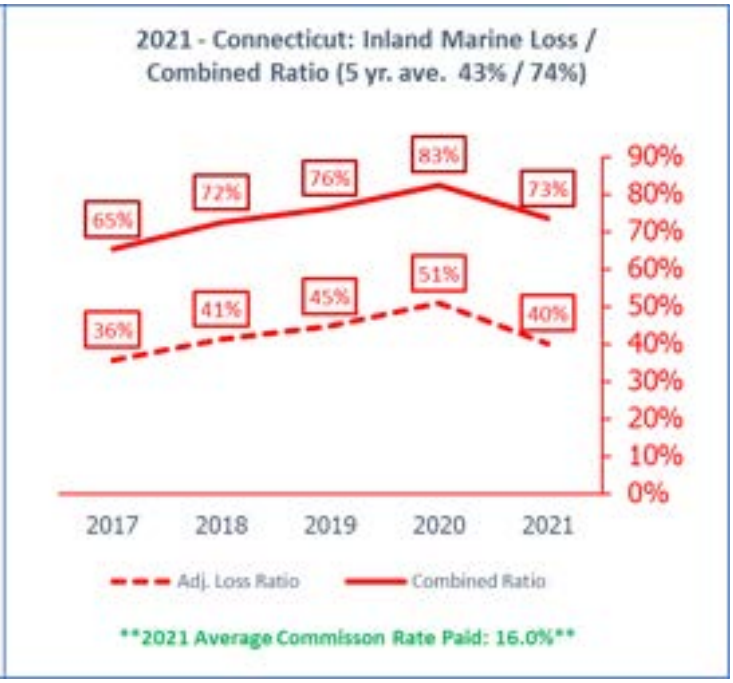
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$1,712,829,000	$1,113,858,000	$265,219,000	$333,715,000	$8,304,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	65%	15%	19%	0.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
145	106	14	22	16
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
5.4% / 3.6%	6% / 7%	5% / 1%	5% / -2%	1% / -4%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	$148,659,000	40%	10%	N/A
Liberty Mutual Insurance Companies (G)	$147,308,000	48%	-4%	N/A
Chubb INA Group (G)	$146,830,000	50%	-4%	N/A
Allstate Insurance Group (G)	$140,382,000	46%	1%	N/A
State Farm Group (G)	$124,105,000	64%	13%	N/A
Total or Average	$1,712,828,000	51%	5%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Personal Insurance Company	$60,049,000	58%	61%	Travelers Group
Great Northern Insurance Company	$53,126,000	54%	-4%	Chubb INA Group
Travelers Home and Marine Ins Co	$49,956,000	37%	-9%	Travelers Group
Century-National Insurance Company	$40,996,000	88%	16%	Allstate Insurance Group
AIG Property Casualty Company	$34,152,000	36%	-10%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	$60,730,000	60%	-2%	Liberty Mutual Insurance Companies
Pacific Specialty Insurance Company	$8,308,000	39%	-3%	Pacific Specialty Insurance Group
Harco National Insurance Company	$6,878,000	64%	52%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	$124,105,000	64%	13%	State Farm Group
Allstate Insurance Company	$67,578,000	35%	1%	Allstate Insurance Group
Farmers Property and Casualty Ins Co	$30,221,000	58%	-8%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Amica Mutual Insurance Company	$82,128,000	53%	3%	Amica Mutual Group
Homesite Insurance Company	$53,780,000	44%	0%	American Family Insurance Group
USAA Casualty Insurance Company	$34,492,000	43%	6%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
QBE Specialty Insurance Company	$1,752,000	45%	6%	QBE North America Insurance Group
Lexington Insurance Company	$1,444,000	-10%	-23%	American International Group
Scottsdale Insurance Company	$1,311,000	79%	16%	Nationwide Group
Top Individual RRG				

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Inland Marine





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$404,999,000	$318,722,000	$54,310,000	$30,564,000	$25,793,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	79%	13%	8%	6.4%

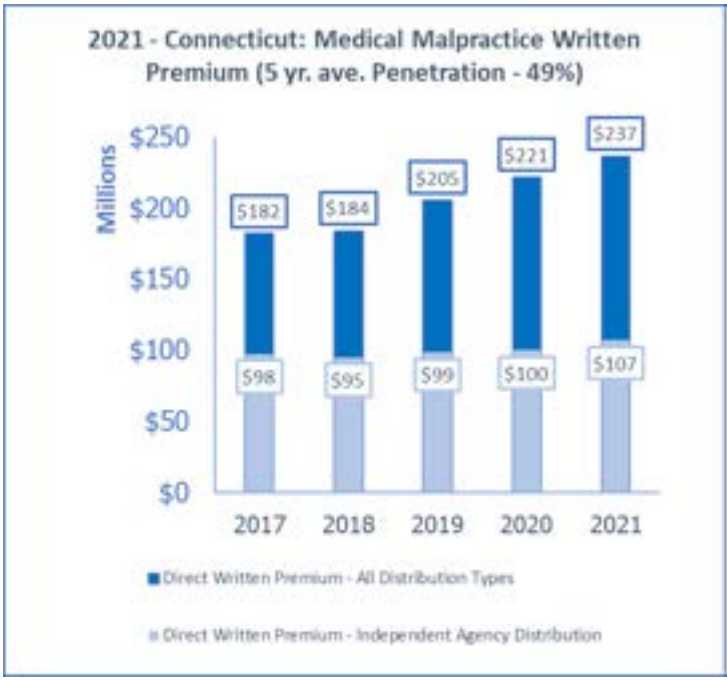
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
316	261	19	30	56
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
16.5% / 4.9%	22% / 4%	3% / 2%	-3% / 22%	175% / 46%

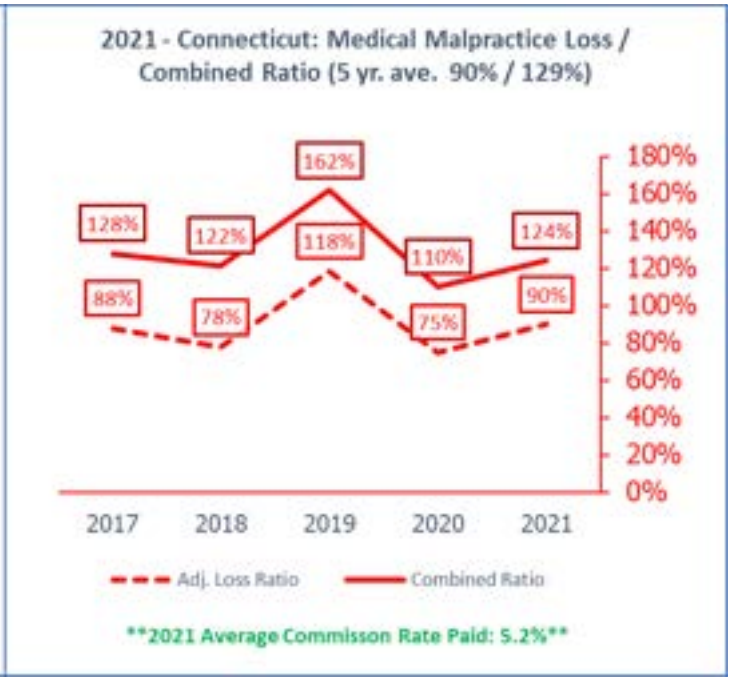
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Liberty Mutual Insurance Companies (G)	$53,255,000	49%	2%	N/A
Chubb INA Group (G)	$44,125,000	35%	1%	N/A
CNA Insurance Companies (G)	$42,011,000	53%	0%	N/A
American International Group (G)	$28,657,000	24%	117%	N/A
Nationwide Group (G)	$23,322,000	70%	19%	N/A
Total or Average	$404,999,000	40%	17%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	$41,940,000	53%	1%	CNA Insurance Companies
National Casualty Company	$19,867,000	80%	19%	Nationwide Group
Lexington Insurance Company	$11,123,000	6%	1964%	American International Group
Essentia Insurance Company	$9,111,000	34%	15%	Markel Corporation Group
Great Northern Insurance Company	$8,867,000	71%	-1%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
American Pet Insurance Company	$13,275,000	65%	44%	Trupanion Insurance Group
Independence American Insurance Company	$2,108,000	58%	29%	...
Occidental Fire and Casualty Co of NC	$1,909,000	8%	20%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Liberty Insurance Underwriters, Inc.	$43,785,000	54%	3%	Liberty Mutual Insurance Companies
State Farm Fire and Casualty Company	$3,404,000	39%	13%	State Farm Group
Allstate Insurance Company	$1,249,000	22%	-10%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Westport Insurance Corporation	$12,461,000	46%	-15%	Swiss Reinsurance Group
Great American Spirit Insurance Company	$2,808,000	20%	14%	Great American P & C Insurance Group
American Security Insurance Company	$2,424,000	33%	-9%	Assurant P&C Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	$11,123,000	6%	1964%	American International Group
HDI Specialty Insurance Company	$5,904,000	-64%	7373%	HDI/Talanx US PC Group
Chubb Custom Insurance Company	$1,838,000	39%	-4%	Chubb INA Group
Top Individual RRG				

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Medical Malpractice





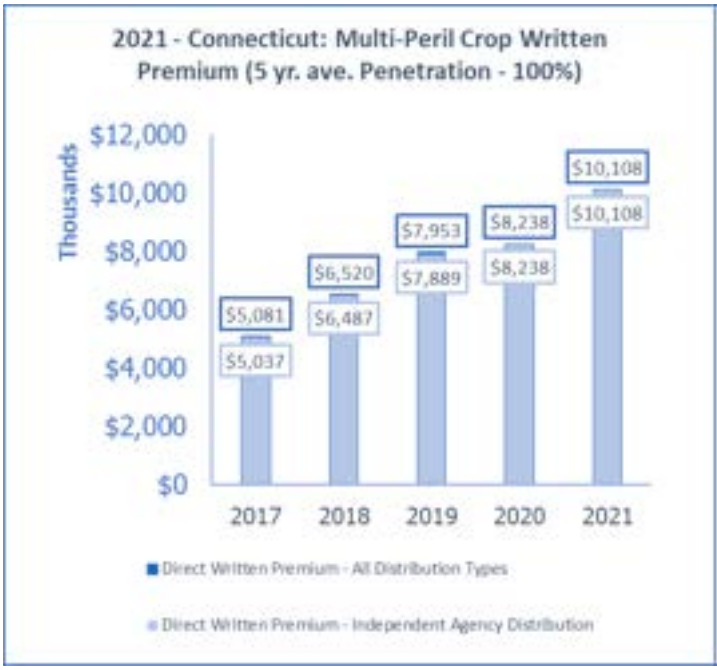
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$236,536,000	$106,997,000	$1,363,000	$124,379,000	$29,414,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	45%	1%	53%	12.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
98	72	4	10	33
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6.8% / 6.8%	7% / 2%	-16% / 3%	6% / 12%	10% / 11%

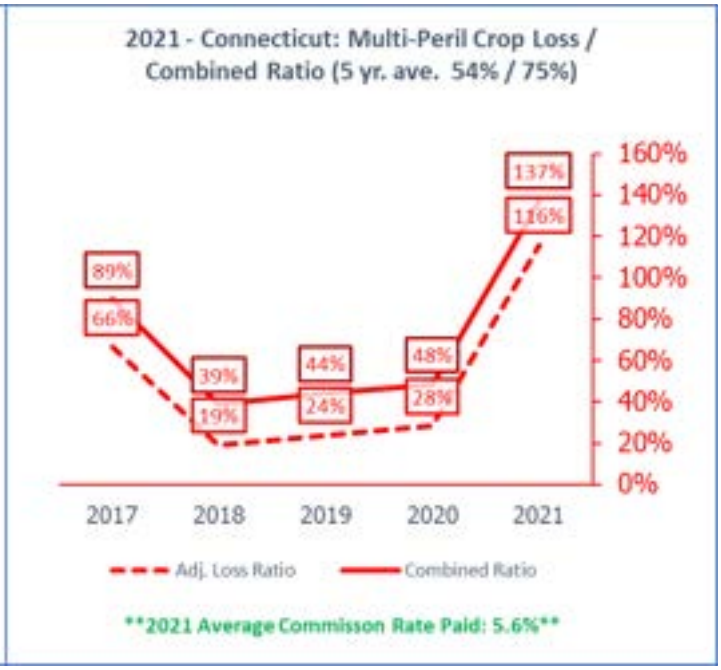
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
MCIC Vermont (A RRRG)	$119,302,000	101%	7%	N/A
Coverys Companies (G)	$22,917,000	64%	-3%	N/A
Integris Group (G)	$19,218,000	64%	13%	N/A
Berkshire Hathaway Insurance Group (G)	$15,555,000	58%	6%	N/A
CNA Insurance Companies (G)	$13,512,000	47%	20%	N/A
Total or Average	$236,536,000	90%	7%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
ProSelect Insurance Company	$20,013,000	78%	-5%	Coverys Companies
Continental Casualty Company	$7,099,000	38%	82%	CNA Insurance Companies
National Fire & Marine Insurance Co	$5,874,000	33%	-7%	Berkshire Hathaway Insurance Group
MedPro RRG Risk Retention Group	$4,944,000	111%	-1%	Berkshire Hathaway Insurance Group
Ironshore Specialty Insurance Co	$4,783,000	32%	15%	Liberty Mutual Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
TDC Specialty Insurance Company	$2,441,000	41%	36%	Doctors Company Insurance Group
Health Care Industry Liab Recip Ins RRG	$1,915,000	57%	18%	...
Applied Medico-Legal Solutions RRG, Inc.	$1,189,000	295%	-56%	...
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Liberty Insurance Underwriters, Inc.	$1,038,000	-9%	2%	Liberty Mutual Insurance Companies
Caring Communities, a Reciprocal RRG	$206,000	-18%	7%	...
Pharmacists Mutual Insurance Company	$116,000	28%	4%	Pharmacists Mutual Insurance Group
Top 3 Direct Policy-Issuing Insurers				
MCIC Vermont (A RRRG)	$119,302,000	101%	7%	...
Ophthalmic Mutual Insurance Co (A RRG)	$1,186,000	23%	23%	...
Clinician Assurance Inc., a RRG	$1,141,000	44%	171%	...
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	$5,874,000	33%	-7%	Berkshire Hathaway Insurance Group
Ironshore Specialty Insurance Co	$4,783,000	32%	15%	Liberty Mutual Insurance Companies
Coverys Specialty Insurance Company	$2,845,000	-25%	28%	Coverys Companies
Top Individual RRG				
MCIC Vermont (A RRRG)	$119,302,000	101%	7%	...

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Multi-Peril Crop





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$10,108,000	$10,108,000	$0	$0	$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	100%	0%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
3	3	0	0	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
22.7% / 18.8%	23% / 19%	#DIV/0!	#DIV/0!	#DIV/0!

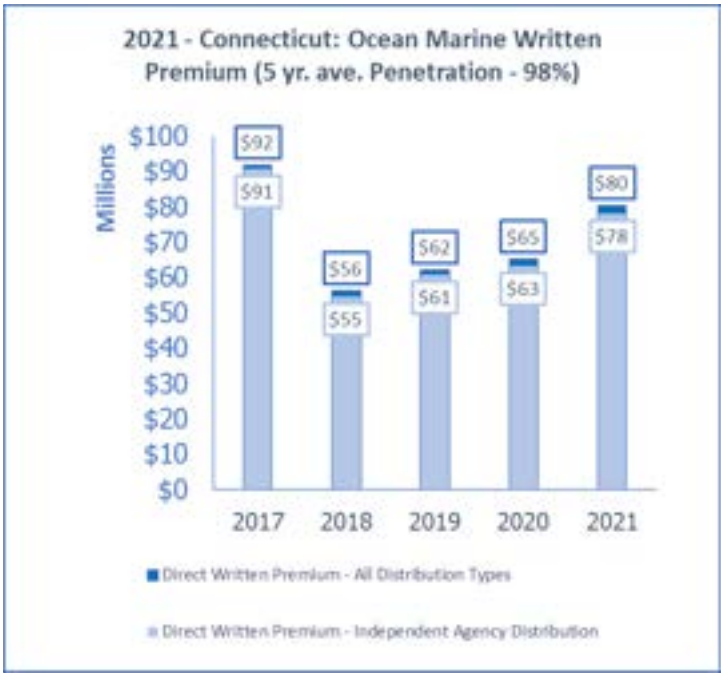
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Zurich Insurance US PC Group (G)	$9,626,000	107%	20%	N/A
Chubb INA Group (G)	$322,000	98%	135%	N/A
QBE North America Insurance Group (G)	$160,000	92%	48%	N/A
Selection Total	$10,108,000	107%	23%	N/A
Total US P & C Nat'l Agency Writers (T)	$10,108,000	107%	23%	N/A
Total or Average	$10,108,000	107%	23%	N/A

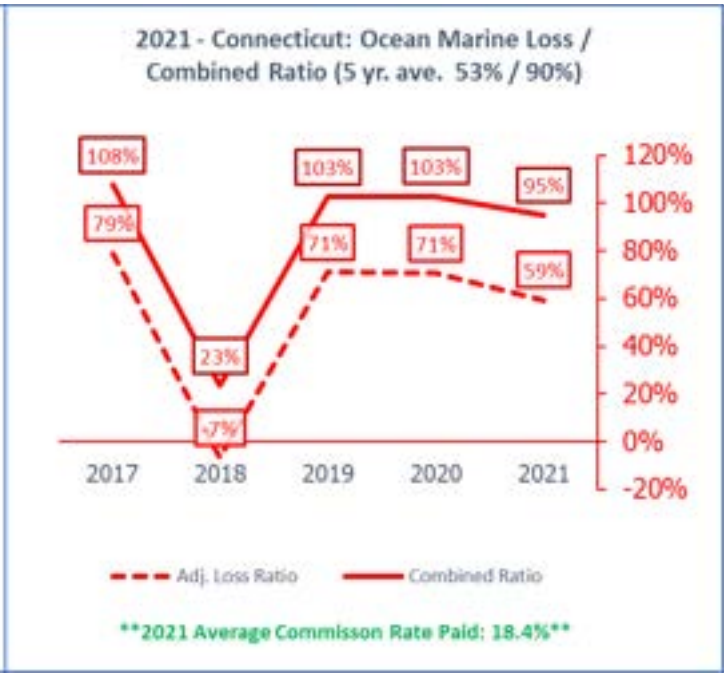
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
ACE Property and Casualty Insurance Co	$322,000	98%	135%	Chubb INA Group
NAU Country Insurance Company	$160,000	92%	48%	QBE North America Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Rural Community Insurance Company	$9,626,000	107%	20%	Zurich Insurance US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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Ocean Marine





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$80,381,000	$78,179,000	$0	$2,029,000	$910,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	97%	0%	3%	1.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
74	66	0	6	8
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
23.3% / -3.3%	23% / -4%	#DIV/0!	26% / 19%	79% / 36%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Allianz US PC Insurance Companies (G)	$12,024,000	55%	99%	N/A
Travelers Group (G)	$10,542,000	72%	25%	N/A
American International Group (G)	$9,236,000	54%	16%	N/A
Chubb INA Group (G)	$7,353,000	39%	12%	N/A
Berkshire Hathaway Insurance Group (G)	$5,662,000	39%	0%	N/A
Total or Average	$80,381,000	59%	23%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
AGCS Marine Insurance Company	$12,024,000	55%	99%	Allianz US PC Insurance Companies
Travelers Property Casualty Co of Amer	$6,300,000	67%	40%	Travelers Group
National Union Fire Ins Co Pittsburgh PA	$5,733,000	40%	12%	American International Group
GEICO Marine Insurance Company	$5,660,000	39%	0%	Berkshire Hathaway Insurance Group
ACE American Insurance Company	$4,730,000	44%	15%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	$1,224,000	71%	31%	Tokio Marine US PC Group
Western World Insurance Company	$487,000	88%	1118%	American International Group
RLI Insurance Company	$405,000	9%	16%	RLI Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	$728,000	47%	21%	Liberty Mutual Insurance Companies
Westport Insurance Corporation	$593,000	19%	148%	Swiss Reinsurance Group
Amica Mutual Insurance Company	$454,000	27%	6%	Amica Mutual Group
Top 3 Surplus Lines Policy Issuing Insurers				
Western World Insurance Company	$487,000	88%	1118%	American International Group
Houston Casualty Company	$192,000	64%	392%	Tokio Marine US PC Group
Scottsdale Insurance Company	$93,000	70%	50%	Nationwide Group
Top Individual RRG				

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Other Liability (Claims-made)





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$653,920,000	$606,001,000	$5,205,000	$13,880,000	$215,301,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	1%	2%	32.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
302	250	16	17	93
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
29.0% / 10.9%	30% / 11%	-4% / 8%	28% / 15%	55% / 13%

Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	$82,745,000	30%	27%	N/A
XL America Companies (G)	$56,281,000	153%	49%	N/A
CNA Insurance Companies (G)	$36,574,000	46%	10%	N/A
American International Group (G)	$34,525,000	139%	5%	N/A
Travelers Group (G)	$32,217,000	45%	21%	N/A
Total or Average	$653,925,000	64%	29%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Federal Insurance Company	$44,320,000	22%	40%	Chubb INA Group
XL Specialty Insurance Company	$33,522,000	92%	33%	XL Reinsurance America Group
Continental Casualty Company	$27,563,000	56%	-3%	CNA Insurance Companies
Travelers Casualty and Surety Co of Amer	$26,608,000	47%	14%	Travelers Group
ACE American Insurance Company	$25,280,000	47%	20%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Gemini Insurance Company	$7,334,000	47%	45%	W. R. Berkley Insurance Group
U.S. Specialty Insurance Company	$6,438,000	43%	1%	Tokio Marine US PC Group
Evanston Insurance Company	$5,705,000	25%	36%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Ironshore Indemnity Inc.	$3,892,000	54%	-5%	Liberty Mutual Insurance Companies
Federated Mutual Insurance Company	$394,000	81%	3%	Federated Mutual Group
Liberty Insurance Underwriters, Inc.	$368,000	13%	-15%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
Liberty Surplus Insurance Corporation	$5,575,000	63%	86%	Liberty Mutual Insurance Companies
MCIC Vermont (A RRRG)	$4,971,000	101%	7%	...
Minnesota Lawyers Mutual Insurance Co	$802,000	-8%	-6%	MLM Group
Top 3 Surplus Lines Policy Issuing Insurers				
Indian Harbor Insurance Company	$21,123,000	289%	103%	XL Reinsurance America Group
QBE Specialty Insurance Company	$13,600,000	5%	1120%	QBE North America Insurance Group
AIG Specialty Insurance Company	$11,026,000	66%	25%	American International Group
Top Individual RRG				
MCIC Vermont (A RRRG)	$4,971,000	101%	7%	...

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Other Liability (Occurrence)



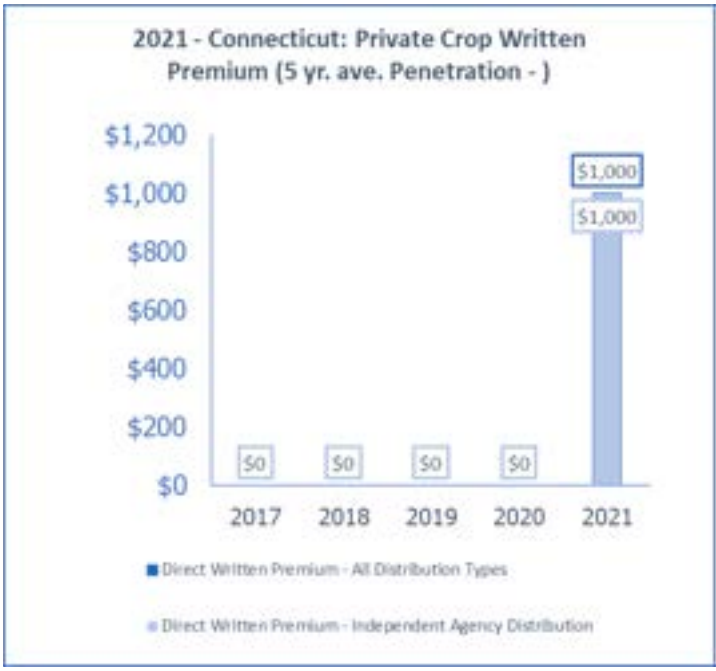


ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$838,101,000	$723,231,000	$46,740,000	$51,894,000	$197,454,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	86%	6%	6%	23.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
466	380	28	36	114
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
12.6% / 8.8%	14% / 9%	9% / 8%	0% / 3%	27% / 13%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	$117,067,000	84%	13%	N/A
Liberty Mutual Insurance Companies (G)	$47,394,000	48%	0%	N/A
Travelers Group (G)	$47,217,000	42%	7%	N/A
Hartford Insurance Group (G)	$44,979,000	74%	26%	N/A
Fairfax Financial (USA) Group (G)	$41,865,000	83%	-26%	N/A
Total or Average	$838,092,000	57%	13%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Federal Insurance Company	$31,902,000	76%	16%	Chubb INA Group
Travelers Property Casualty Co of Amer	$27,436,000	46%	7%	Travelers Group
ACE Property and Casualty Insurance Co	$21,897,000	141%	15%	Chubb INA Group
Allied World National Assurance Company	$19,273,000	109%	40%	Fairfax Financial (USA) Group
Navigators Insurance Company	$18,430,000	47%	26%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	$10,697,000	39%	35%	Markel Corporation Group
Allied World Insurance Company	$5,747,000	71%	-82%	Fairfax Financial (USA) Group
Markel Insurance Company	$4,428,000	37%	6%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$6,970,000	96%	2%	Federated Mutual Group
State Farm Fire and Casualty Company	$6,886,000	148%	18%	State Farm Group
Liberty Insurance Underwriters, Inc.	$5,767,000	80%	89%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
Amica Mutual Insurance Company	$9,657,000	19%	1%	Amica Mutual Group
Liberty Mutual Insurance Company	$8,139,000	109%	-24%	Liberty Mutual Insurance Companies
Government Employees Insurance Company	$4,650,000	14%	-6%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Evanston Insurance Company	$10,697,000	39%	35%	Markel Corporation Group
Nautilus Insurance Company	$10,005,000	34%	25%	W. R. Berkley Insurance Group
National Fire & Marine Insurance Co	$6,968,000	27%	11%	Berkshire Hathaway Insurance Group
Top Individual RRG				
United Educators Ins, a Reciprocal RRG	$7,400,000	75%	8%	...

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Private Crop





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$1,000	$1,000	$0	$0	$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	100%	0%	0%	0.0%

Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
1	1	0	0	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
QBE North America Insurance Group (G)	$1,000	0%	#DIV/0!	N/A

Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers			
NAU Country Insurance Company	$1,000	0%	QBE North America Insurance Group

Top 3 MGA/Wholesale Policy-Issuing Insurers

Top 3 Exclusive-Captive Policy-Issuing Insurers

Top 3 Direct Policy-Issuing Insurers

Top 3 Surplus Lines Policy Issuing Insurers

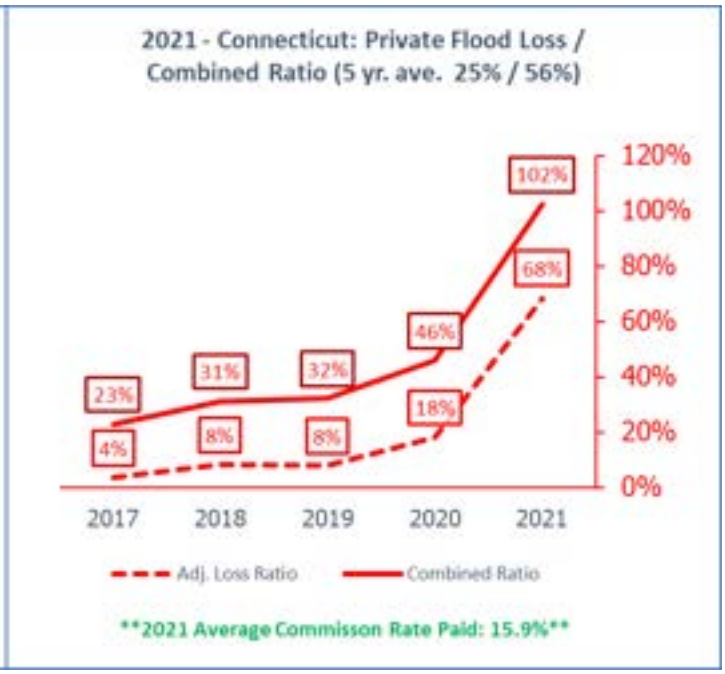
Top Individual RRG

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Private Flood





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$16,701,000	$14,023,000	$0	$2,671,000	$9,017,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	0%	16%	54.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
70	62	0	7	22
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
79.9% / 14.2%	107% / 15%	#DIV/0!	7% / 9%	189% / 96%

Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
American International Group (G)	$4,657,000	102%	236%	N/A
Assurant P&C Group (G)	$2,243,000	32%	13%	N/A
Zurich Insurance US PC Group (G)	$1,303,000	19%	58%	N/A
Chubb INA Group (G)	$1,190,000	71%	191%	N/A
Berkshire Hathaway Insurance Group (G)	$1,160,000	33%	175%	N/A
Total or Average	$16,701,000	68%	80%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Lexington Insurance Company	$3,185,000	67%	3603%	American International Group
National Fire & Marine Insurance Co	$1,152,000	34%	176%	Berkshire Hathaway Insurance Group
AIG Property Casualty Company	$1,121,000	131%	-7%	American International Group
Federal Insurance Company	$1,063,000	27%	339%	Chubb INA Group
Indian Harbor Insurance Company	$724,000	167%	115%	XL Reinsurance America Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Trisura Specialty Insurance Company	$575,000	307%	41%	Trisura US Insurance Group
Transverse Insurance Company	$311,000	0%		Transverse Insurance Group
United Specialty Insurance Company	$72,000	171%	16%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	$1,360,000	20%	-5%	Assurant P&C Group
Voyager Indemnity Insurance Company	$882,000	58%	56%	Assurant P&C Group
Westport Insurance Corporation	$286,000	7%	-32%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	$3,185,000	67%	3603%	American International Group
National Fire & Marine Insurance Co	$1,152,000	34%	176%	Berkshire Hathaway Insurance Group
Voyager Indemnity Insurance Company	$882,000	58%	56%	Assurant P&C Group
Top Individual RRG				

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Products Liability





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$60,544,000	$57,823,000	$1,193,000	$1,267,000	$22,313,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	2%	2%	36.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
179	158	10	8	53
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
9.3% / 5.5%	9% / 7%	5% / 4%	13% / -14%	22% / 11%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Allianz US PC Insurance Companies (G)	$11,319,000	59%	24%	N/A
Chubb INA Group (G)	$10,347,000	40%	10%	N/A
Selective Insurance Group (G)	$4,305,000	60%	13%	N/A
HDI/Talanx US PC Group (G)	$3,138,000	17%	5%	N/A
American International Group (G)	$2,883,000	51%	29%	N/A
Total or Average	$60,550,000	87%	9%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Allianz Global Risks US Insurance Co	$6,838,000	97%	39%	Allianz US PC Insurance Companies
Federal Insurance Company	$4,835,000	18%	-13%	Chubb INA Group
Interstate Fire & Casualty Company	$4,480,000	20%	6%	Allianz US PC Insurance Companies
HDI Global Insurance Company	$3,138,000	17%	5%	HDI/Talanx US PC Group
Lexington Insurance Company	$2,712,000	21%	56%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	$799,000	16%	46%	Markel Corporation Group
Colony Insurance Company	$654,000	-42%	-34%	Argo Group
Gemini Insurance Company	$537,000	11%	10%	W. R. Berkley Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$445,000	-23%	15%	Federated Mutual Group
Sentry Insurance Company	$225,000	155%	-14%	Sentry Insurance Group
Federated Reserve Insurance Company	$202,000	82%	14%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	$807,000	31%	2%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	$215,000	7%	27%	Nationwide Group
Liberty Mutual Insurance Company	$103,000	1000%	390%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Interstate Fire & Casualty Company	$4,480,000	20%	6%	Allianz US PC Insurance Companies
Lexington Insurance Company	$2,712,000	21%	56%	American International Group
Great American E & S Insurance Company	$2,125,000	8%	34%	Great American P & C Insurance Group
Top Individual RRG				

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Surety



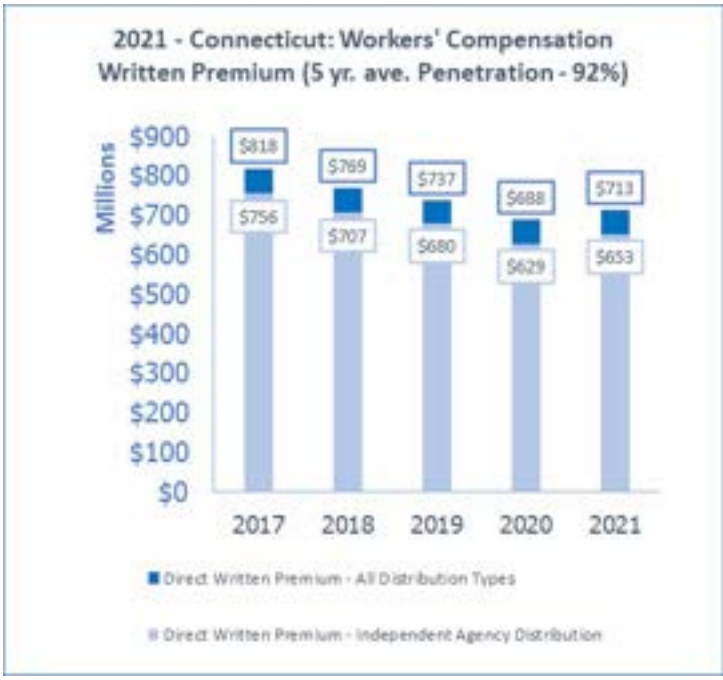


ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$70,000,000	$61,857,000	$2,376,000	$3,017,000	$2,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	88%	3%	4%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
103	90	5	3	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
5.9% / 1.3%	5% / 1%	3% / 7%	-18% / -13%	-33% / -72%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	$13,527,000	17%	4%	N/A
Fairfax Financial (USA) Group (G)	$6,178,000	-5%	56%	N/A
CNA Insurance Companies (G)	$4,737,000	15%	-4%	N/A
Zurich Insurance US PC Group (G)	$4,592,000	-5%	-4%	N/A
Liberty Mutual Insurance Companies (G)	$4,083,000	955%	-8%	N/A
Total or Average	$69,999,000	73%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	$13,498,000	17%	4%	Travelers Group
United States Fire Insurance Company	$5,363,000	-9%	68%	Fairfax Financial (USA) Group
Fidelity and Deposit Company of Maryland	$4,587,000	-5%	-4%	Zurich Insurance US PC Group
Western Surety Company	$4,237,000	13%	-8%	CNA Insurance Companies
Hartford Fire Insurance Company	$2,346,000	52%	44%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Harco National Insurance Company	$1,106,000	7%	26%	IAT Insurance Group
RLI Insurance Company	$483,000	3%	6%	RLI Group
U.S. Specialty Insurance Company	$479,000	49%	250%	Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	$2,008,000	-2%	7%	Nationwide Group
Euler Hermes North America Insurance Co.	$190,000	25%	-27%	Allianz US PC Insurance Companies
Federated Mutual Insurance Company	$107,000	0%	-1%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	$2,920,000	1000%	-13%	Liberty Mutual Insurance Companies
Westport Insurance Corporation	$95,000	19%	-70%	Swiss Reinsurance Group
Repwest Insurance Company	$2,000	0%	0%	AMERCO Property and Casualty Ins Group
Top 3 Surplus Lines Policy Issuing Insurers				
Peleus Insurance Company	$2,000	18%	-33%	Argo Group
Top Individual RRG				

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Workers' Compensation





ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
$713,398,000	$653,021,000	$26,033,000	$30,061,000	$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	92%	4%	4%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
271	235	16	13	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
3.7% / -3.4%	4% / -4%	12% / 3%	-1% / -2%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Hartford Insurance Group (G)	$105,572,000	35%	7%	N/A
Travelers Group (G)	$84,007,000	41%	-7%	N/A
Chubb INA Group (G)	$50,498,000	70%	-2%	N/A
Liberty Mutual Insurance Companies (G)	$44,498,000	79%	-7%	N/A
W. R. Berkley Insurance Group (G)	$39,793,000	92%	1%	N/A
Total or Average	$713,394,000	57%	4%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Wesco Insurance Company	$19,940,000	46%	24%	AmTrust Group
Nutmeg Insurance Company	$14,549,000	68%	41%	Hartford Insurance Group
Hartford Underwriters Insurance Company	$13,728,000	35%	11%	Hartford Insurance Group
Standard Fire Insurance Company	$13,512,000	79%	60%	Travelers Group
Twin City Fire Insurance Company	$12,915,000	11%	10%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
CBIA Comp. Services, Inc.	$3,031,000	18%	-13%	...
Praetorian Insurance Company	$3,018,000	43%	-39%	QBE North America Insurance Group
State National Insurance Company, Inc.	$1,816,000	101%	75%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	$8,840,000	48%	-8%	Federated Mutual Group
Farm Family Casualty Insurance Company	$4,159,000	72%	0%	American National Prop & Cas Group
Sentry Insurance Company	$3,356,000	-41%	50%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	$12,725,000	83%	14%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	$3,767,000	104%	-15%	Liberty Mutual Insurance Companies
Liberty Mutual Fire Insurance Company	$3,618,000	610%	-32%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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Behind the Report

Data Source

The source of the data presented is A.M. Best and its Financial Suite, a system that offers a view of industry data via various industry and custom reports. In this report for you, standard industry reports and customized reports are combined and manipulated to arrive at the various agent-focused presentations of data. A.M. Best obtains this data on individual insurers from the required filings with state regulators. You may be familiar with the term "Yellow Book" for the annual statement required to be made by P&C insurers with their primary regulator. Historically, insurers in different insurance categories had a designated color for their reports—such as yellow for p&c or blue for life. This report will be updated in 2022 as the data is assembled at the National Association of Insurance Commissioners (NAIC) and aggregated by industry data-watchers, such as A.M. Best Company, Inc.

Reading the Data

Net written premiums are typically used by the industry press and include reinsurance and inter-company transfers. While useful in that context, net written premiums can cloud the picture of the independent agent's experience in the marketplace. Also, the direct written premiums used to arrive at totals for the U.S. and Connecticut do not include international, various group accident and health, Medicare Title XVIII or reinsurance.

An aspect of insurer required filings is the required delineation of data by "Lines of Business" (LOB). These LOB are standardized for all insurers. LOB are also often grouped by similar LOB as they are tracked as part of annual statements. As some LOB are overly specific (for example, automobile physical damage is separate from automobile liability), it is logical to combine some of these lines. In other cases, the individual lines are so small they have been combined with other smaller lines in the results. In all cases, the goal of this summary is to present the LOB data to align with insurance agency operations, marketing strategies, or staff assignments.

For the most significant LOB, five years of premiums and adjusted loss ratios is provided with all Connecticut premiums written in the state contrasted with premiums written through insurers using independent agents. The designation of an insurer as using independent agents is as determined by A.M. Best. Total premiums for the LOB in the state is dark blue, and the independent agent portion of those premiums is shown in light blue. Loss ratios for the LOB are shown in red. It should be noted that the loss ratios shown are adjusted calendar year loss ratios. That means for each LOB, the losses used in the ratio of losses to earned premiums are the paid losses that year, any estimates of losses that will be paid from claims that year (also known as "reserves") plus any changes in "reserves" from prior years. The "adjusted" part is if dividends are paid out under a LOB, the loss ratio is adjusted for that cost.

Questions? Ask the Expert...

P&C Insurance Industry Analysis Provided by:
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