



Independent Insurance Agents of Georgia, Inc.



2023

Georgia Property-Casualty Insurance Marketplace Report

A comprehensive analysis on the Georgia Insurance Market

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2023

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Moberg Group
Mountain Life
National Partners
Normandy Insurance
Omaha National
Openly Insurance
Philadelphia Insurance
PMMIC
Renaissance Alliance
Risk Placement Services
RT Specialty Group
Service Guarantee & Surety
Society Insurance
Southeast Personnel Leasing, Inc.
Southeast Premium Underwriters of GA
Southeastern Network Agencies
Stonewood Insurance Company
Stonemark Premium Finance
Stonetrust Worker's Comp
Strategic Comp
Strickland General Agency
Specialty Risk Partners
Synchronosure
TAPCO Underwriters
The Zenith Insurance Company
TypTap Insurance
US Premium Finance
Vertafore
WAHVE
Warnock Agency
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THE POWER OF PARTNERS

Let's talk partnership!



Amber Mellars



Association Services Coordinator



Amellars@iiag.org



(770) 458-0093 ext. 103



Independent Insurance Agents of Georgia, Inc.



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2023 Georgia Property-Casualty Marketplace Report

INTRO

This report provides a summary of the 2022 property and casualty 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.

PROVIDED BY

You are being provided this summary of the Georgia property and casualty (P-C) insurance marketplace as a benefit of your membership in the Independent Insurance Agents of Georgia.

This report is exclusive to IIAG members and is not to be shared outside of your organization.

The data analysis has been provided by:

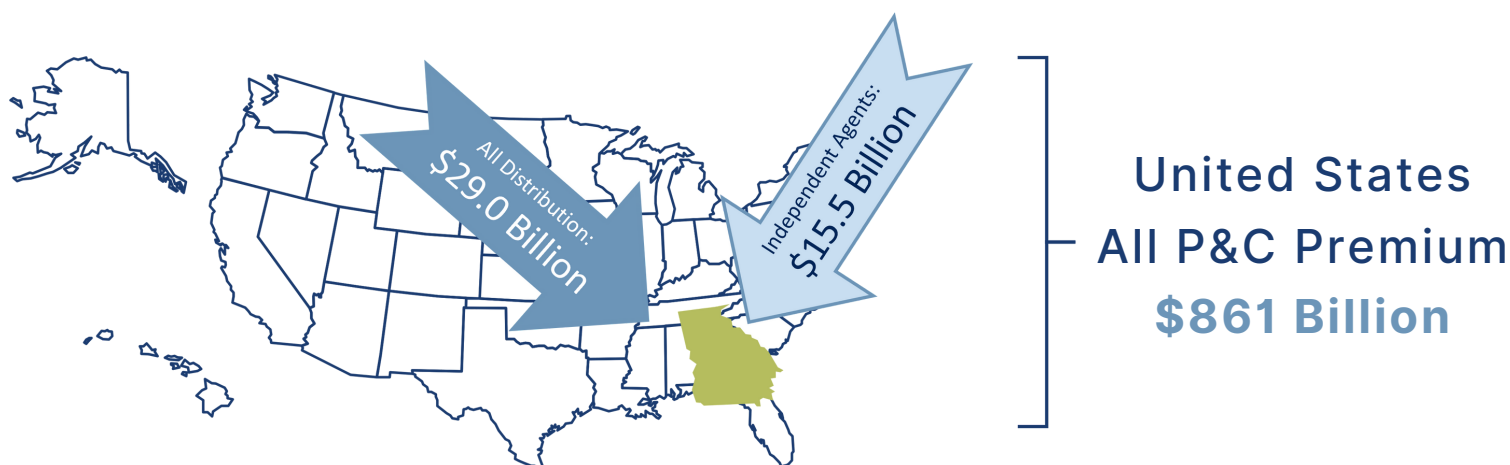
Real Insurance Solutions Consulting, LLC.

Paul A. Buse, Principal

realinsurancesc.com

301.842.7472

2023 Georgia P-C Marketplace Summary



GA % OF US
3.4%

US PER CAPITA PREMIUM
\$2,585

GA PER CAPITA PREMIUM
\$2,658

Georgia accounts for about 3.4% of all U.S. direct written property and casualty premiums. This totals \$29 billion in direct written premiums and **15.8 billion in Independent Agent direct written premiums**. That is above average as can be seen in the per capita premiums.

The property and casualty insurance marketplace in Georgia feels significant, growing a bit faster than other states but with slightly less profitable results for underwriters of risk.

What follows is a graphic and numeric presentation of the **2022 Georgia P-C industry data** from an independent agent's perspective. This report provides you with the following important information on the Georgia P&C Marketplace:

- Premiums for all 32 P&C lines of business in Georgia
- The Top 10 lines for independent agents
- Growth rates
- Loss ratios
- Penetration rates and trends
- Commission rates
- Surplus lines utilization rates

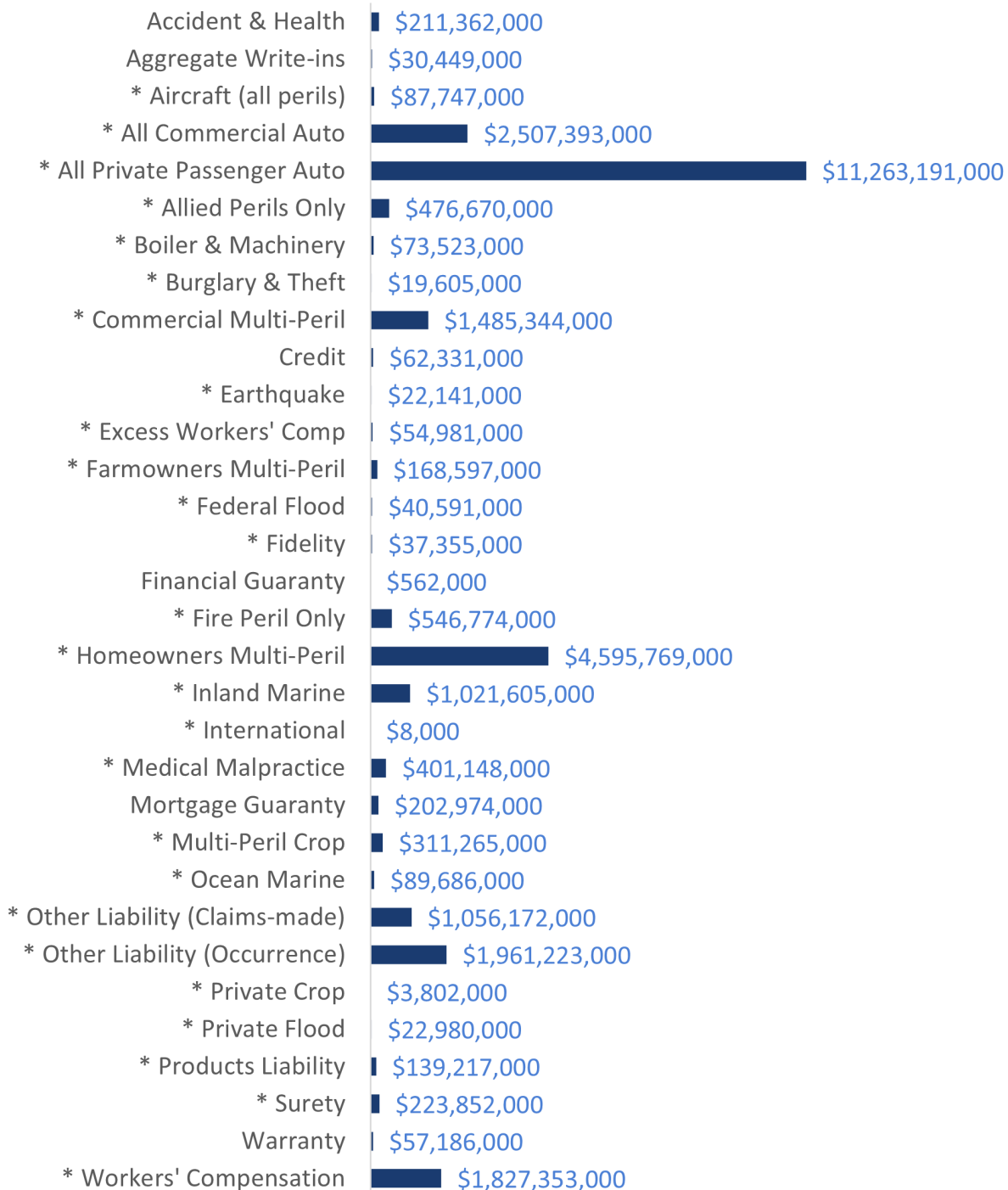
As independent agents, this is the marketplace experience for the business we place (or compete against) for our clients in Georgia. Included in this summary is data from nearly 3,000 insurers that are domiciled in the United States. Then, if they have written premiums in Georgia, their data is included in this summary.

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

Georgia Premiums: All 32 P&C Lines

The below chart shows all 32 P&C lines of business that P&C insurers are required to report on, state-by-state, in their annual statement. They are listed in alphabetical order and in all subsequent tables/charts and graphs in this Summary. Of these 32 lines, 26 are primarily focused on by independent agents in Georgia and are emphasized below with an asterisk (*).

Georgia 2022 Premiums: By Lines of Business



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

Georgia Total Premium Comparisons

To provide perspective, in the table below is comparative data on Georgia P&C premiums; and how Georgia premiums compare to the United States in total, including some common groupings of lines of business, on a per capita basis. Also provided are the smallest/lowest state, and largest/highest state for either total premiums, or per capita premiums.

Each of these groupings are organized as follows:

- **Total (All Lines)** includes premiums for all 32 P&C lines of business
- **Personal Lines** includes All Private Passenger Auto, and Homeowners Multi-Peril
- **Commercial Lines** includes All Commercial Auto, Commercial Multi-Peril, Other Liability (Claims-Made), Other Liability (Occurrence), Products Liability, and Workers' Compensation
- **Agricultural Lines** includes Farmowners Multi-Peril, Multi-Peril Crop, and Private Crop

In each case, the basis of the per capital comparative premium uses the most recent population estimate from the U.S. Census.

Groupings of Premiums	Georgia (State Ranking)	Smallest/Lowest State	Largest/Highest State	United States (Average State)
Total (All Lines) Premiums	\$29.0 Billion	Vermont (\$1.5 Billion)	California (\$104.8 Billion)	\$861,485,443,000 (\$16.9 Billion)
Total (All Lines) Per Capita Premium	\$2.65 B (Rank: #21)	Ohio (\$1.80 B)	North Dakota (\$4.65 B)	\$2.58 B
Personal Lines Per Capita Premium	\$1.45 B (Rank: #4)	District of Columbia (\$885 M)	Florida (\$1.78 B)	\$1.23 B
Commercial Lines Per Capita Premium	\$823 M (Rank: #23)	Ohio (\$512 M)	District of Columbia (\$1.83 B)	\$860 M
Agricultural Lines Per Capita Premium	\$44 M (Rank: #26)	District of Columbia (\$0 M)	North Dakota (\$2.31 B)	\$77 M

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Georgia Top 10 Lines of Business

Below is a ranking of Georgia's Top 10 Lines of Business in 2022. These Lines are based on premium written by Independent Agents only. This list is compared with the top ten lines of business in the United States.

Georgia Top 10 Lines of Business

- 1** All Private Passenger Auto
- 2** All Commercial Auto
- 3** Homeowners Multi-Peril
- 4** Workers' Compensation
- 5** Other Liability (Occurrence)
- 6** Commercial Multi-Peril
- 7** Other Liability (Claims-Made)
- 8** Inland Marine
- 9** Fire Peril Only
- 10** Allied Perils Only

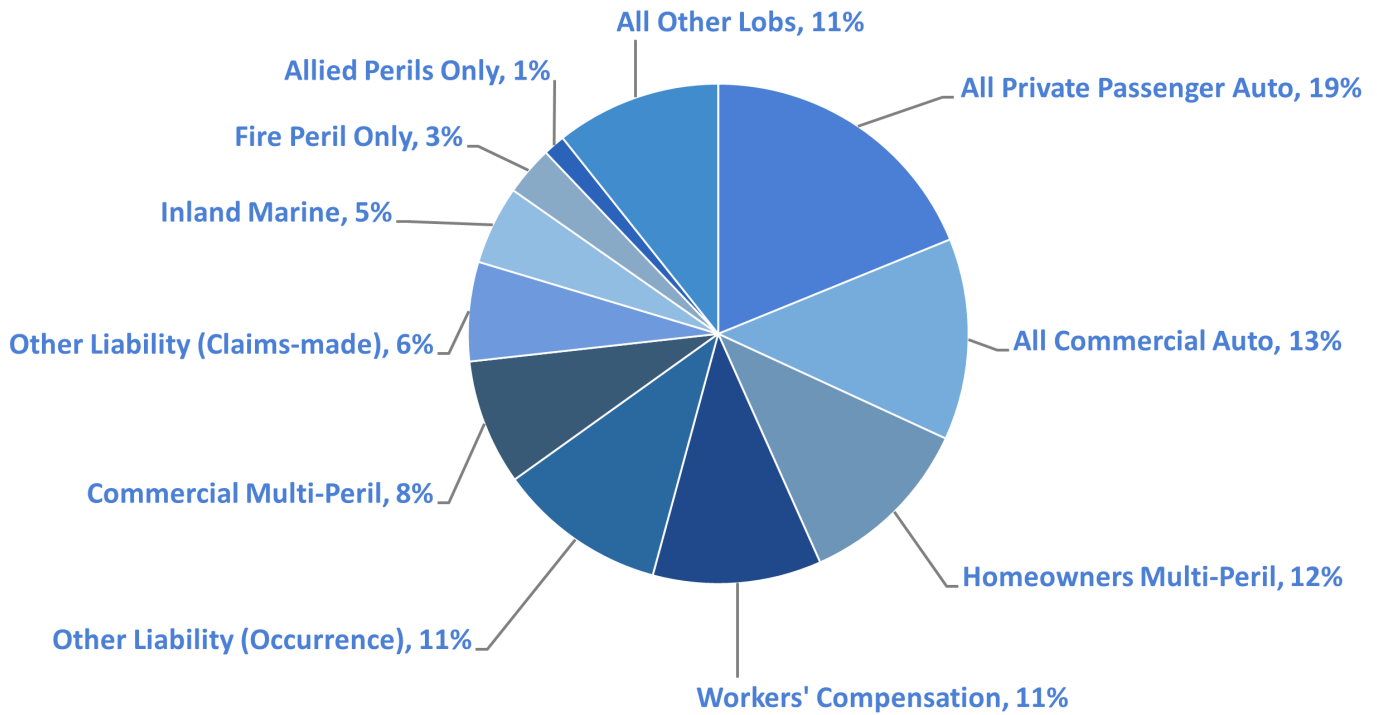
United States Top 10 Lines of Business

- 1** All Private Passenger Auto
- 2** Homeowners Multi-Peril
- 3** Other Liability (Occurrence)
- 4** Workers' Compensation
- 5** Commercial Multi-Peril
- 6** All Commercial Auto
- 7** Other Liability (Claims-Made)
- 8** Inland Marine
- 9** Fire Peril Only
- 10** Multi-Peril Crop

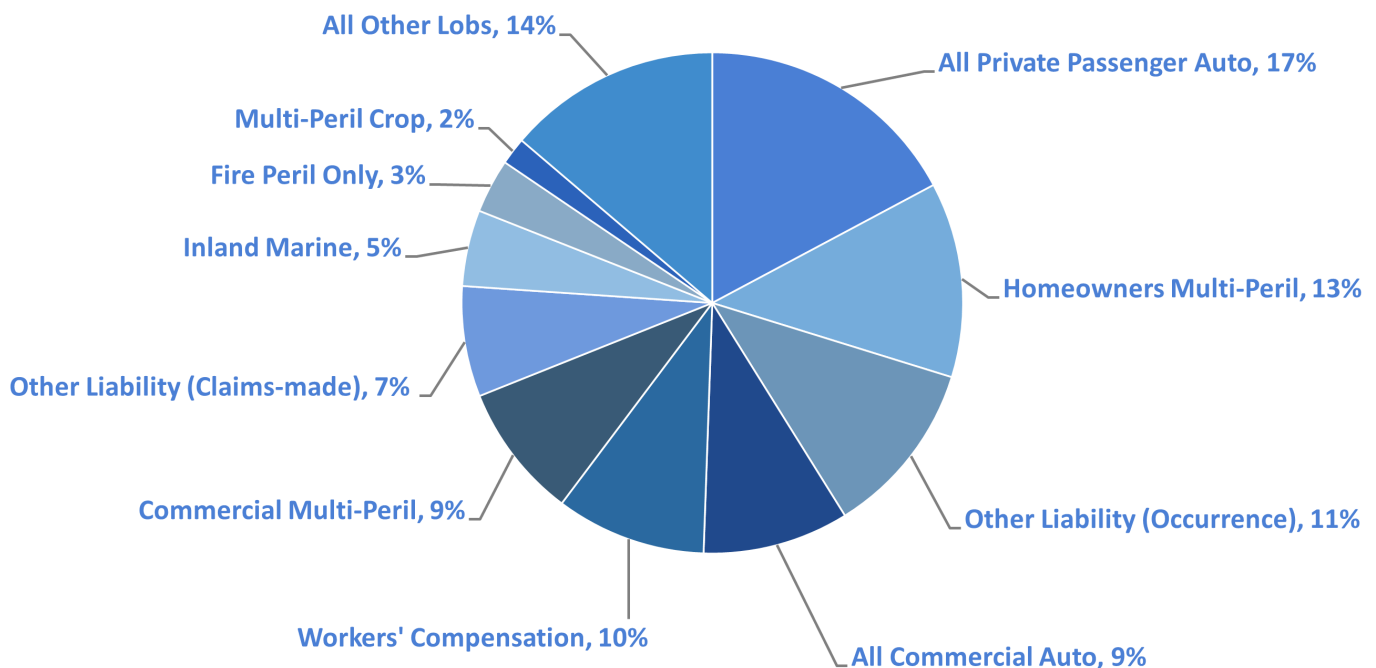
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Georgia vs. National Independent Agent Premiums

2022 Georgia Independent Agent Premium (Total = \$15,482,942,000)



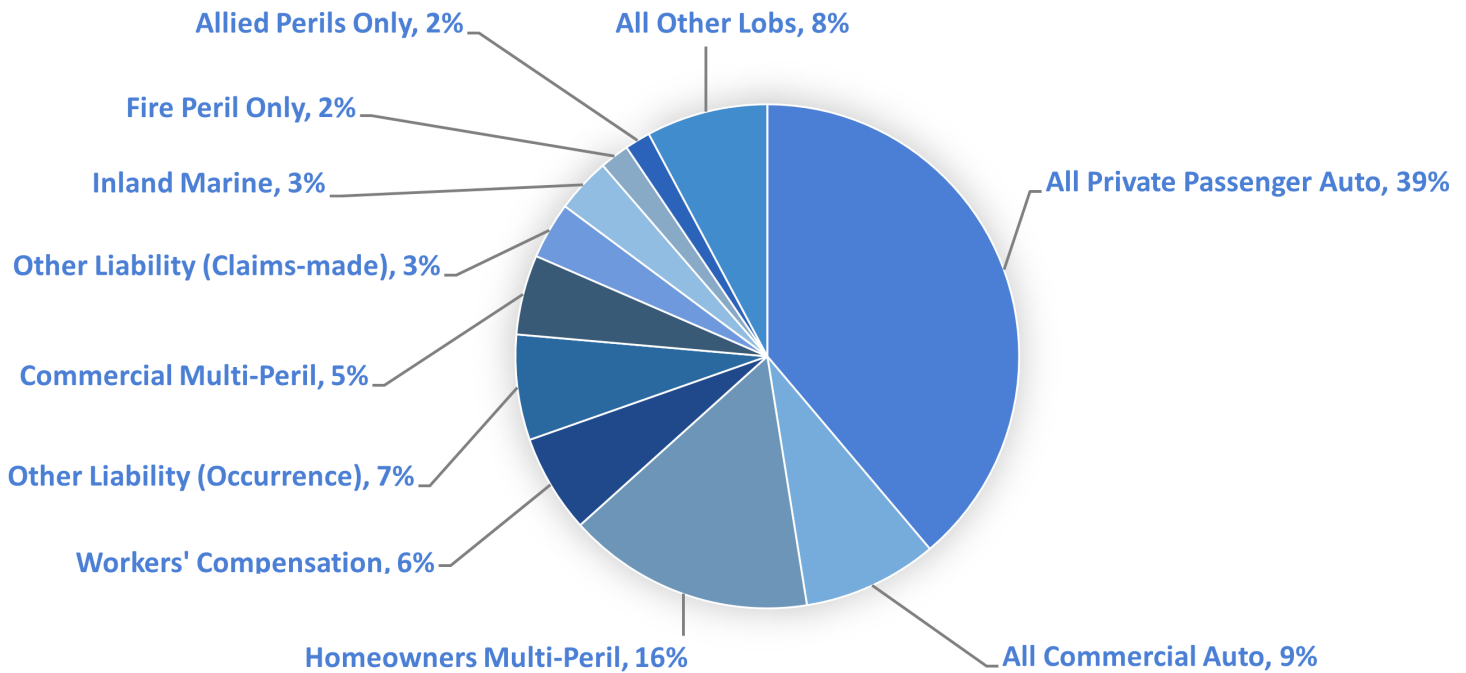
2022 United States Independent Agent Premium (Total = \$536,792,056,000)



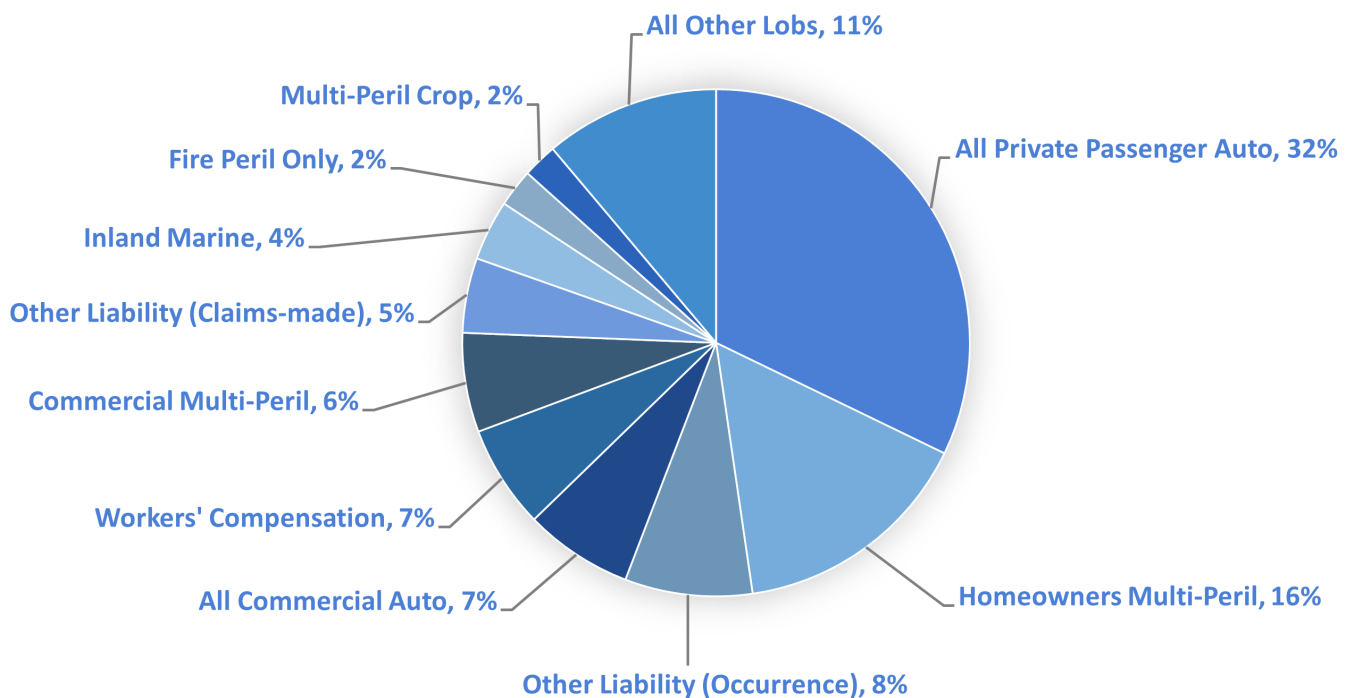
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Georgia vs. National Total Premiums

2022 Georgia: All Distribution Styles (Total = \$29,002,878,000)

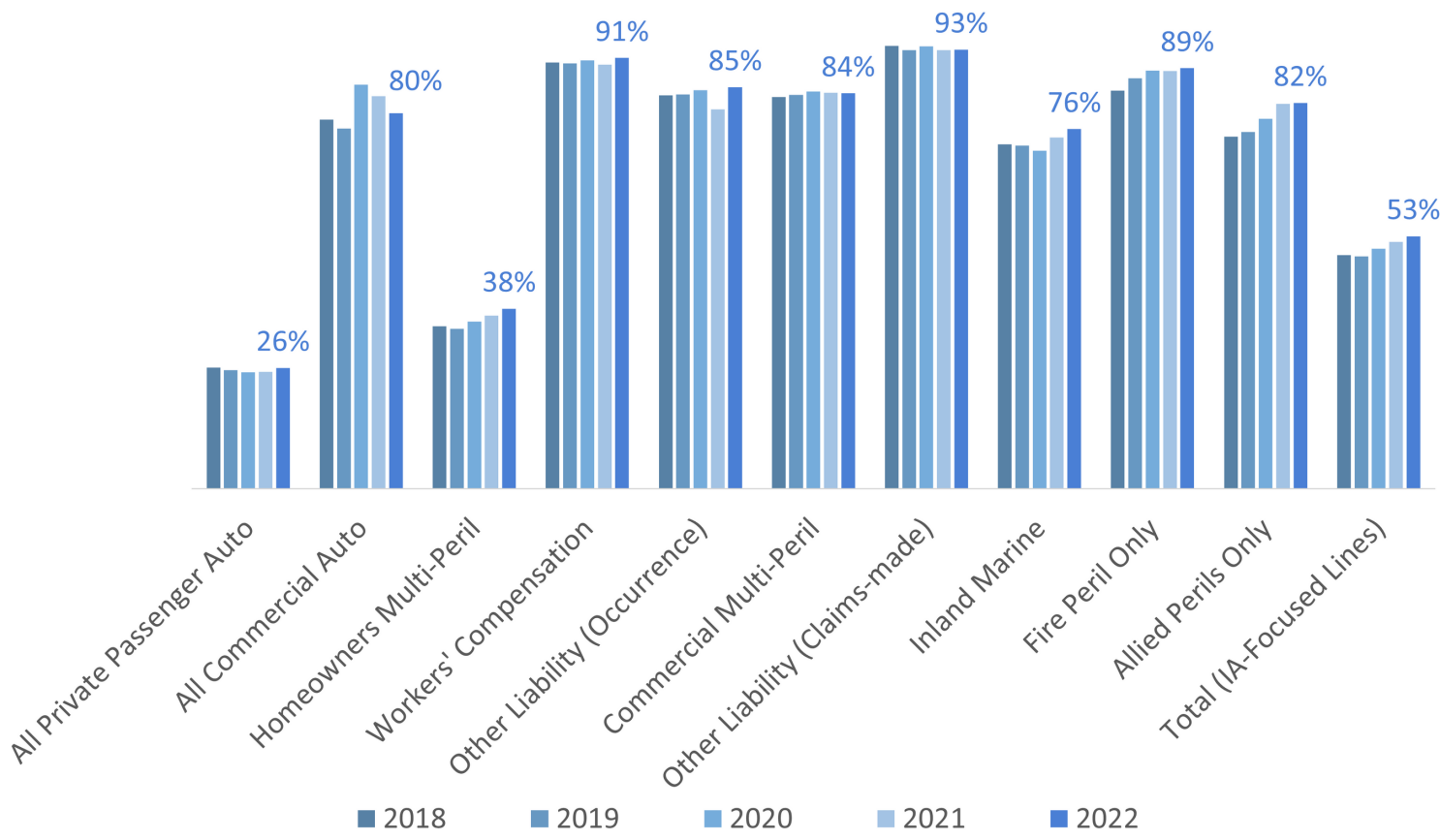


2022 United States: All Distribution Styles (Total = \$861,485,443,000)



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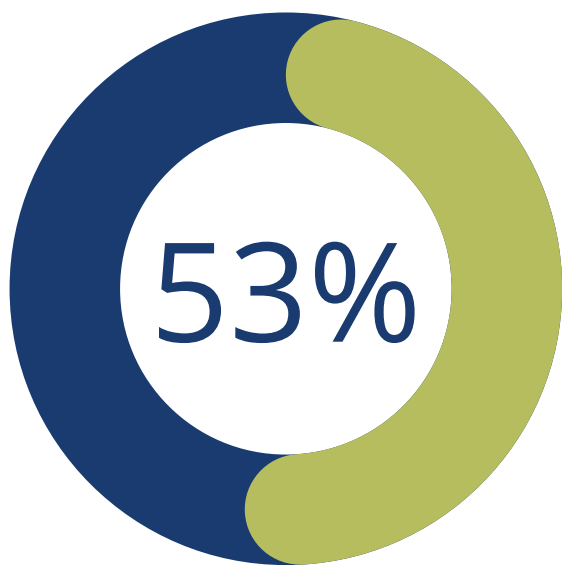
Georgia IA Penetration All Lines of Business



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

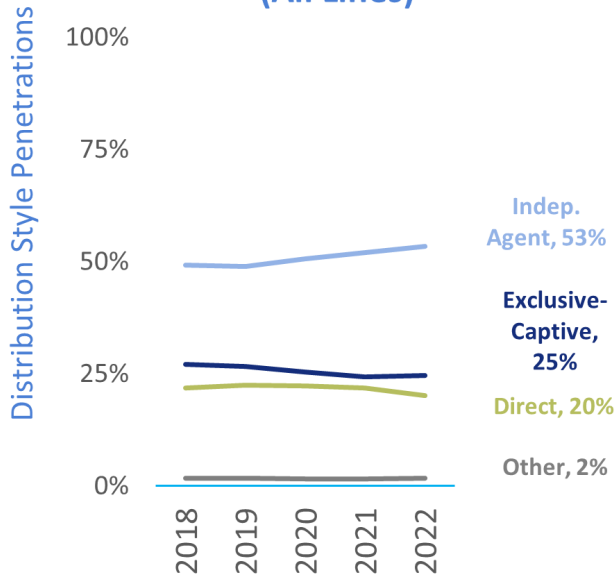
Independent agents lead the property and casualty market in georgia

Georgia independent agents account for the distribution of 53% of the P-C premiums, just below the national average of 63%. Private passenger auto and homeowners are lines of business where independent agents are estimated to, in other states, have higher penetrations.

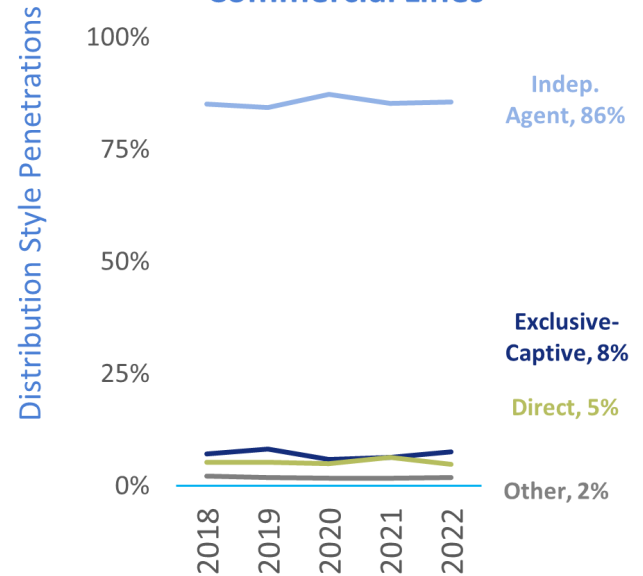


5 Year Penetration Trends (All Distribution)

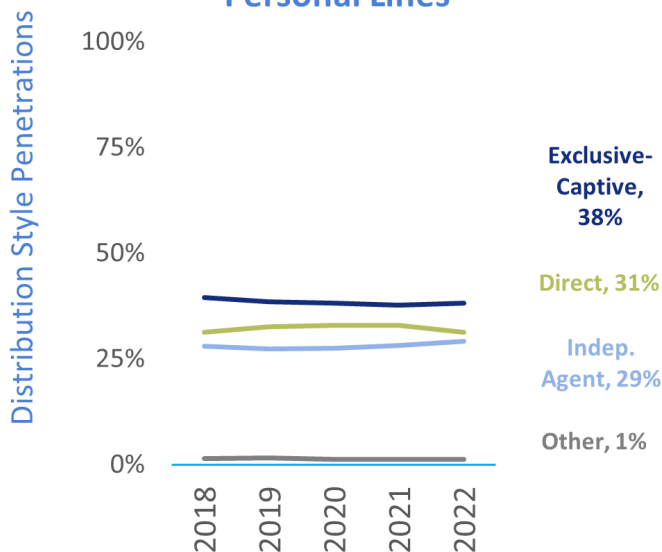
Georgia: Penetration Rates of Total (All Lines)



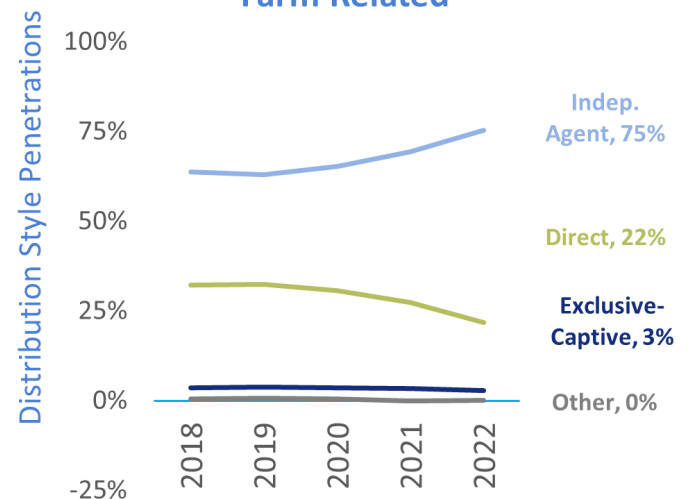
Georgia: Penetration Rates of Commercial Lines



Georgia: Penetration Rates of Personal Lines



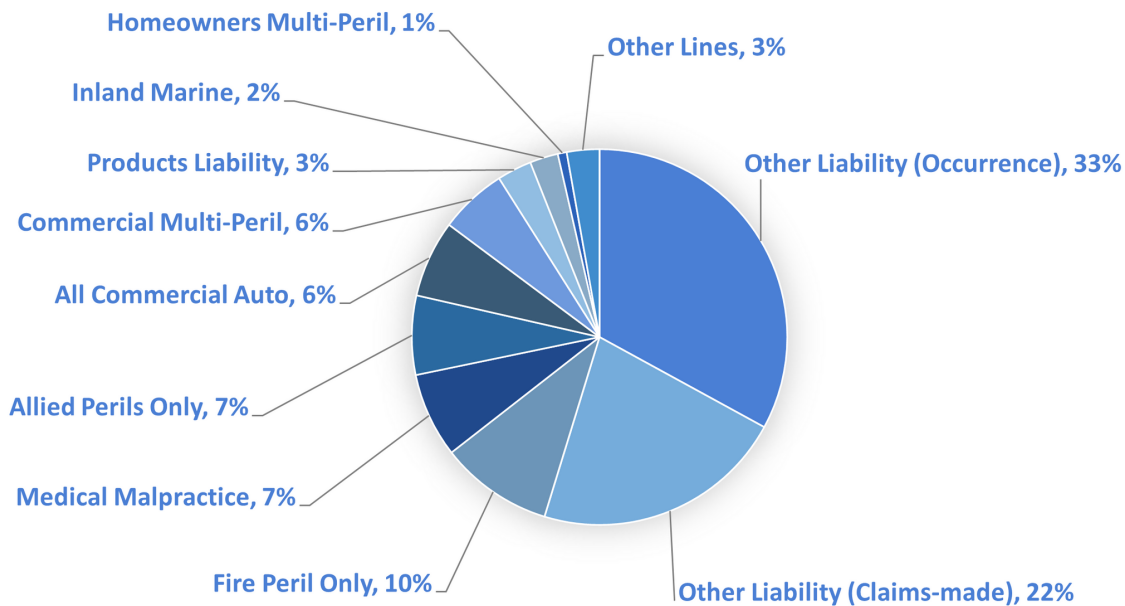
Georgia: Penetration Rates of Ag-Farm Related



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

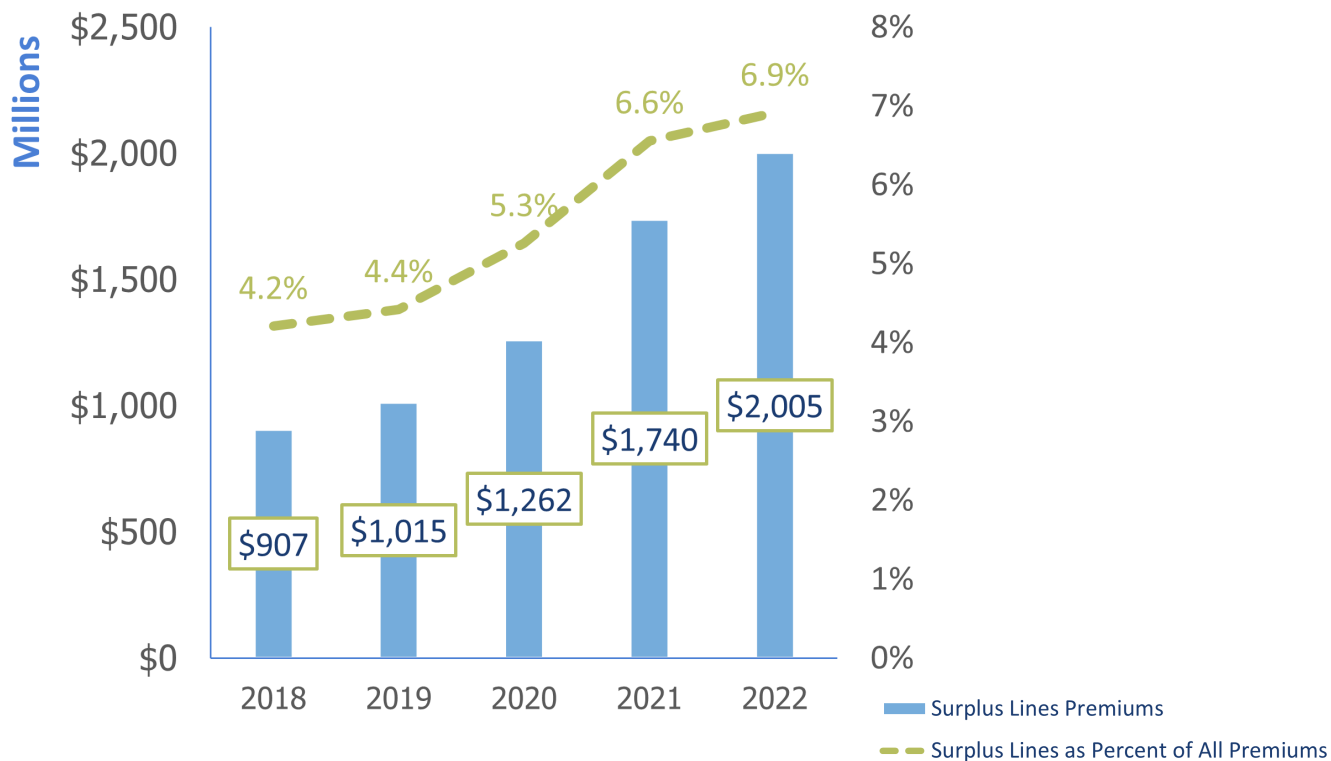
Georgia Surplus Lines

2022 Georgia Top Surplus Lines of Business



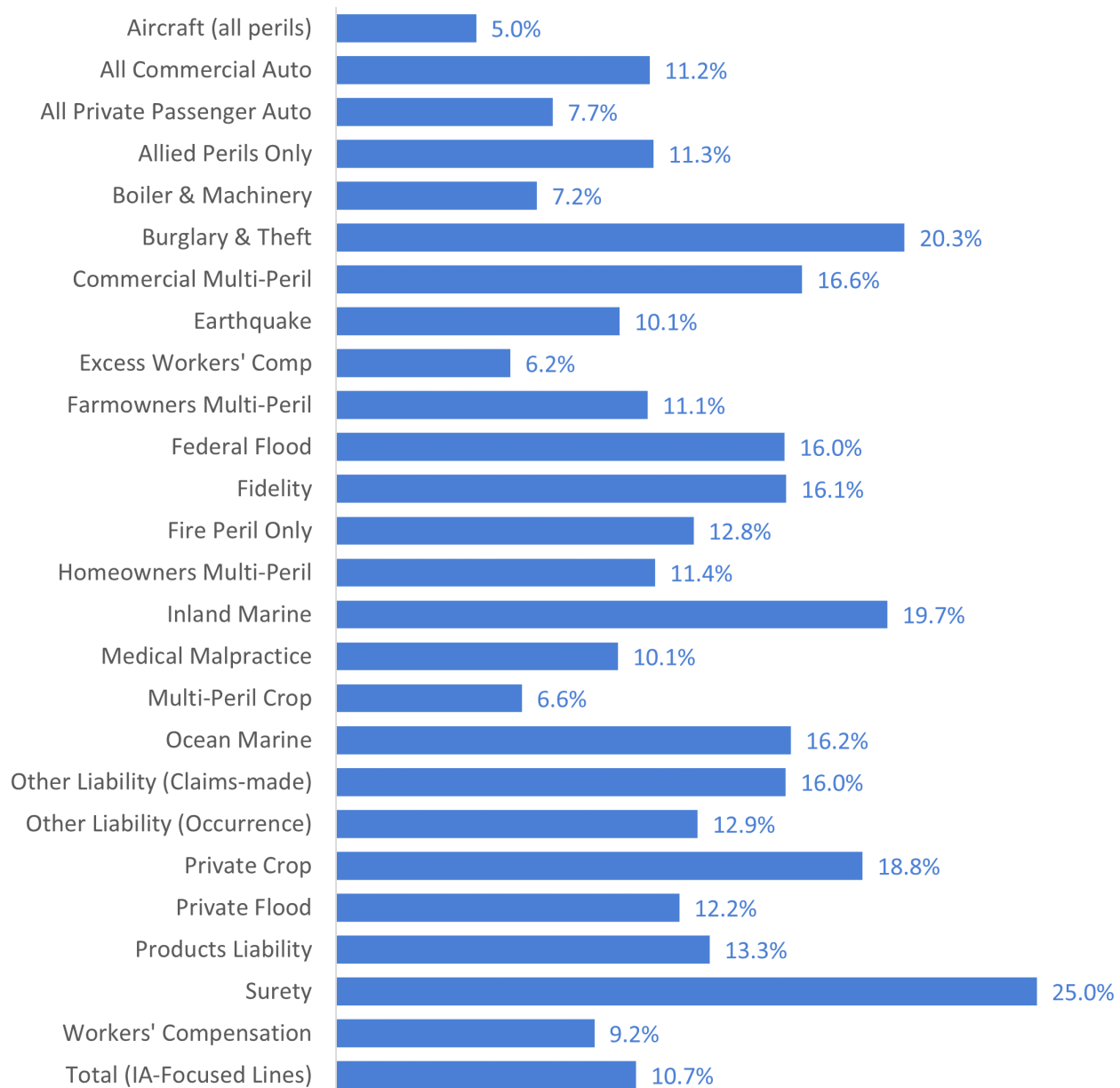
Total **Georgia Surplus Usage is 7%** compared to the **9% National Average**

2022 Georgia Surplus Premium Trend



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Georgia Commission Rates

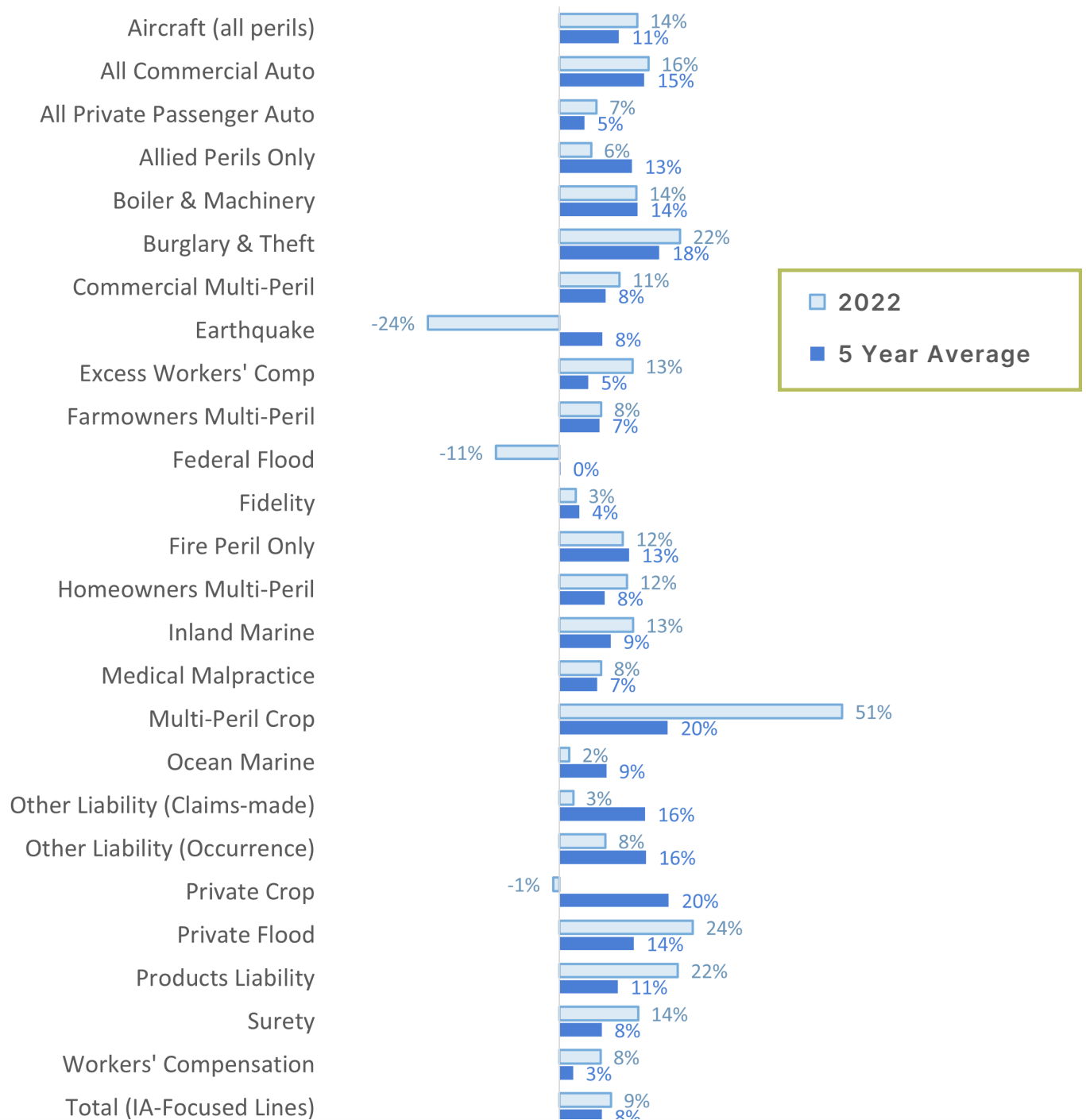


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Commissions in Georgia average 10.7% vs. the **national average of 11.6%**. That lower level of average commissions is likely due to the higher penetration of the marketplace by captive agency insurers and direct writers in the lines of homeowners and private passenger auto.

By dividing commissions and brokerage expenses by direct premiums written for each of the above LOBs, the average commission paid in Georgia is obtained.

Georgia Premium Growth Rates



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The above shows the percentage change in direct written premiums for some of the top lines of IA business. The 1-year percentage is the change in premiums from 2021 to 2022. The 5-year growth rate begins in 2018.

Georgia vs. National Growth Rate

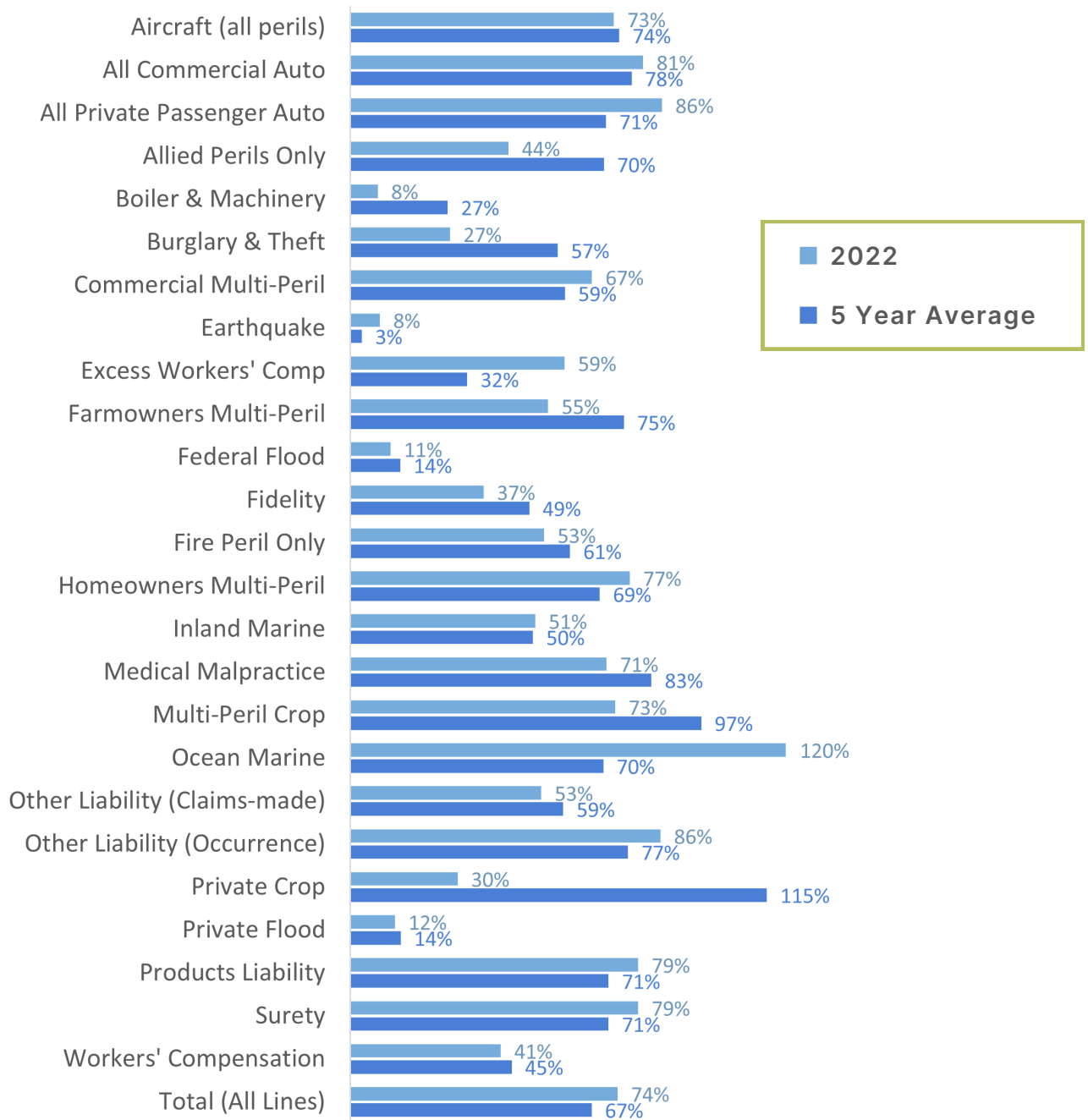
Line of Business	Georgia 1-Year Growth	Georgia 5-Year Growth	United States 1-Year Growth	United States 5-Year Growth
Aircraft (all perils)	14%	11%	11%	14%
All Commercial Auto	16%	15%	11%	10%
All Private Passenger Auto	7%	5%	6%	3%
Allied Perils Only	6%	13%	19%	16%
Boiler & Machinery	14%	14%	10%	9%
Burglary & Theft	22%	18%	16%	12%
Commercial Multi-Peril	11%	8%	10%	7%
Earthquake	-24%	8%	10%	12%
Excess Workers' Comp	13%	5%	8%	3%
Farmowners Multi-Peril	8%	7%	7%	5%
Federal Flood	-11%	0%	-12%	-1%
Fidelity	3%	4%	5%	4%
Fire Peril Only	12%	13%	17%	14%
Homeowners Multi-Peril	12%	8%	12%	8%
Inland Marine	13%	9%	14%	8%
International	N/A	N/A	182%	N/A
Medical Malpractice	8%	7%	5%	6%
Multi-Peril Crop	51%	20%	35%	18%
Ocean Marine	2%	9%	8%	10%
Other Liability (Claims-made)	3%	16%	3%	16%
Other Liability (Occurrence)	8%	16%	12%	12%
Private Crop	-1%	20%	16%	9%
Private Flood	24%	14%	24%	19%
Products Liability	22%	11%	13%	8%
Surety	14%	8%	15%	7%
Workers' Compensation	8%	3%	9%	0%

Total (IA-Focused Lines)	Georgia	United States	Fastest State	Slowest State
1-Year Growth	9%	10%	North Dakota (22%)	Delaware (2%)
5-Year Growth	8%	7%	South Dakota (10%)	W. Virginia (2%)

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Premium growth rates can vary considerably by line of business. They can also vary considerably by state. To provide perspective on Georgia growth rates, above is the 1-year growth rates by line of business in Georgia contrasted with average growth rates in United States. Five-Year growth rates in Georgia were 8%, **higher than the National average** at 7%.

Georgia Loss Ratios



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The 2022 Loss Ratios in Georgia have stayed level with the five year average in most lines of business. Private Crop losses were **significantly lower** than the five year average. Allied Perils also showed a lower loss ratio compared to the average, while Products Liability increased compared to the average. We've shown the top lines of business in Georgia.

Georgia vs. National Loss Ratio

Line of Business	Georgia 1-Yr Loss Ratio	Georgia 5-Yr Loss Ratio	United States 1-Yr Loss Ratio	United States 5-Yr Loss Ratio
Aircraft (all perils)	73%	74%	58%	59%
All Commercial Auto	81%	78%	70%	68%
All Private Passenger Auto	86%	71%	81%	68%
Allied Perils Only	44%	70%	77%	78%
Boiler & Machinery	8%	27%	39%	40%
Burglary & Theft	27%	57%	30%	47%
Commercial Multi-Peril	67%	59%	60%	59%
Earthquake	8%	3%	2%	3%
Excess Workers' Comp	59%	32%	47%	61%
Farmowners Multi-Peril	55%	75%	77%	66%
Federal Flood	11%	14%	119%	57%
Fidelity	37%	49%	32%	35%
Fire Peril Only	53%	61%	63%	63%
Homeowners Multi-Peril	77%	69%	71%	67%
Inland Marine	51%	50%	47%	51%
International	60%	60%	-511%	86%
Medical Malpractice	71%	83%	55%	55%
Multi-Peril Crop	73%	97%	94%	85%
Ocean Marine	120%	70%	63%	58%
Other Liability (Claims-made)	53%	59%	51%	53%
Other Liability (Occurrence)	86%	77%	68%	66%
Private Crop	30%	115%	78%	96%
Private Flood	12%	14%	48%	48%
Products Liability	79%	71%	46%	50%
Surety	79%	0%	13%	17%
Workers' Compensation	41%	45%	46%	48%

All Lines Average	Georgia	United States	Highest State	Lowest State
1-Year Loss Ratio	74%	68%	S. Dakota (101%)	Wyoming (45%)
5-Year Loss Ratio	67%	63%	Louisiana (90%)	Dist. of Columbia (47%)

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As can be seen in the above, loss ratios can vary in the short run from the long run. Loss ratios can also vary by state. For added perspective on Georgia's loss ratios, above is a table of the 2022 Georgia loss ratios contrasted with the United States average loss ratios. Five-Year loss ratios in Georgia were 67%, **higher than the National average** at 63%.

Product Details

The following pages provide more in-depth detail on the top lines of business that independent agents in Georgia focus on. The first line of business provided is a summary for all lines combined, the Total All P-C Lines of Business page.

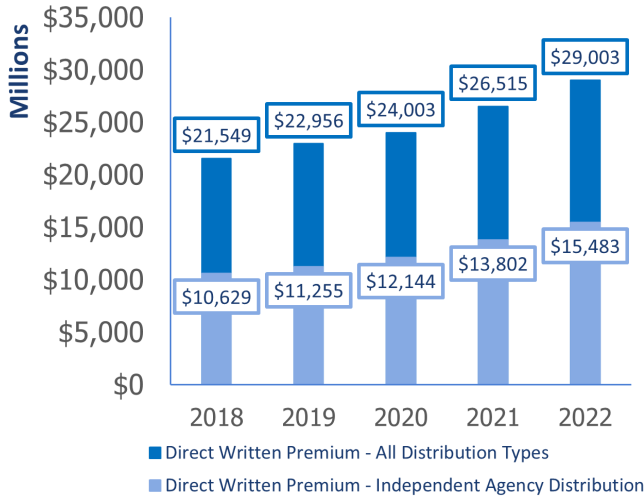
The details provided for each major line of business in Georgia are:

- A summary bar chart of 5-years data on premiums for all distribution types (dark blue), and premiums written through independent agents (light blue). For the premium chart the classification of premiums through independent agents is based on a categorization of agents by distribution style. The categorization approach is explained in Appendix #2: Distribution Style Classifications.
- 5-year average line charts, showing the Loss ratio (dashed green line) and combined ratio (solid green line) are provided.
- The direct written premium for independent agents, exclusive-captive agents, and direct agents is provided with the percentage of the total. Surplus Lines premiums through any distribution style is provided with its corresponding percentage of all premiums.
- The number of active insurers is provided with the number of independent agents, exclusive-captive agent and direct insurers provided for each line of business. The number of active surplus lines insurers is also provided.
- 1-year and 5-year growth rates are provided for independent agent, exclusive-captive and direct insurers. The percentage premiums through insurers licensed as surplus lines is also provided.
- Top Insurers: The top 5 insurer groups in each line of business is provided with that group's premiums, 1-year loss ratio, and 1-year growth rate. Groups of insurers sometimes are made up of multiple policy-issuing insurers in a particular group but it can also be only one policy-issuing insurer in that group.
- After the top groups, listed are the top policy-issuing insurers distributing insurance through independent agents, captive-exclusive agents, direct insurers, surplus lines insurers and the top risk retention group (if any) for the line of business. For each policy-issuing insurer the premium for the insurer in that line of business is shown with the 1-year loss ratio and 1-year growth rate.

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Product Details: All Lines

2022 All Lines Written Premium



2022 All Lines Loss/ Combined Ratio



5 Year Avg. Penetration:
51%

2022 Avg. Commission Rate:
10.7%

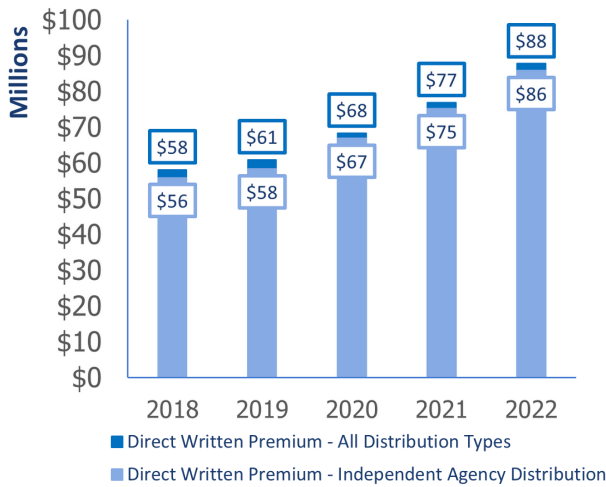
5 Year Loss / Combined Ratio:
67% / 98%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$29,002,878,000	\$15,482,942,000	\$7,163,998,000	\$5,865,650,000	\$2,005,240,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	53%	25%	20%	6.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
1,047	772	56	121	155
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
9% / 8%	12% / 10%	11% / 5%	1% / 6%	15% / 22%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
State Farm Group (G)	\$3,892,060,000	94%	12%	N/A
Progressive Insurance Group (G)	\$2,479,276,000	71%	13%	N/A
Allstate Insurance Group (G)	\$2,070,574,000	85%	16%	N/A
Berkshire Hathaway Insurance Group (G)	\$1,821,032,000	78%	-1%	N/A
USAA Group (G)	\$1,527,799,000	96%	5%	N/A
Total or Average	\$28,999,978,000	74%	9%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Mountain Insurance Company	\$1,229,663,000	65%	8%	Progressive Insurance Group
Auto-Owners Insurance Company	\$471,316,000	67%	9%	Auto-Owners Insurance Group
Owners Insurance Company	\$449,756,000	80%	9%	Auto-Owners Insurance Group
Allstate Vehicle and Property Ins Co	\$365,789,000	81%	27%	Allstate Insurance Group
Travelers Property Casualty Insurance Co	\$361,429,000	79%	11%	Travelers Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	\$72,838,000	93%	107%	Liberty Mutual Insurance Companies
Evanston Insurance Company	\$68,355,000	45%	48%	Markel Corporation Group
Universal Property & Casualty Ins Co	\$53,013,000	97%	-1%	Universal Insurance Holdings Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$2,383,163,000	107%	13%	State Farm Group
State Farm Fire and Casualty Company	\$1,468,645,000	73%	10%	State Farm Group
Allstate Property and Casualty Ins Co	\$924,457,000	93%	30%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Progressive Premier Ins Co of Illinois	\$808,303,000	72%	5%	Progressive Insurance Group
GEICO General Insurance Company	\$614,589,000	85%	-3%	Berkshire Hathaway Insurance Group
United Services Automobile Association	\$540,977,000	104%	5%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$79,571,000	66%	2%	Berkshire Hathaway Insurance Group
Scottsdale Insurance Company	\$73,924,000	71%	3%	Nationwide Group
Endurance American Specialty Ins Co	\$68,999,000	81%	-8%	Sompo Holdings US Group
Top Individual RRG				
Attorneys' Liab Assr Society Ltd., A RRG	\$12,756,000	111%	13%	...

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Product Details: Aircraft

2022 Aircraft Written Premium



2022 Aircraft Loss/ Combined Ratio



5 Year Avg. Penetration:
97%

2022 Avg. Commission Rate:
5.0%

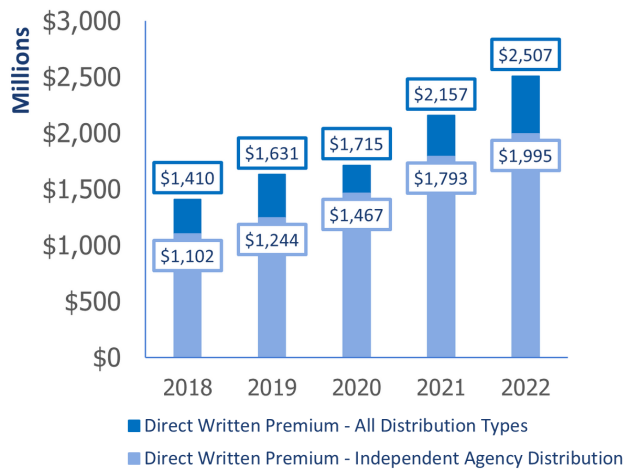
5 Year Loss / Combined Ratio:
74% / 103%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$87,747,000	\$85,800,000	\$874,000	\$1,073,000	\$5,798,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	98%	1%	1%	6.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
29	27	1	1	2
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14% / 11%	14% / 11%	15% / 24%	22% / -12%	19% / -14%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Starr International Group (G)	\$18,185,000	78%	26%	N/A
Allianz US PC Insurance Companies (G)	\$10,127,000	137%	-7%	N/A
American International Group (G)	\$9,552,000	115%	28%	N/A
Old Republic Insurance Group (G)	\$7,890,000	50%	-20%	N/A
XL America Companies (G)	\$7,214,000	87%	34%	N/A
Total or Average	\$87,750,000	73%	14%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Starr Indemnity & Liability Company	\$12,392,000	60%	29%	Starr International Group
Allianz Global Risks US Insurance Co	\$10,127,000	137%	-7%	Allianz US PC Insurance Companies
National Union Fire Ins Co Pittsburgh PA	\$8,825,000	127%	21%	American International Group
Old Republic Insurance Company	\$7,890,000	50%	-20%	Old Republic Insurance Group
XL Specialty Insurance Company	\$7,214,000	88%	34%	XL America Companies
Top MGA/Wholesale Policy-Issuing Insurers				
Harco National Insurance Company	\$1,482,000	44%	14%	IAT Insurance Group
U.S. Specialty Insurance Company	\$1,378,000	56%	-8%	Tokio Marine US PC Group
Top Exclusive-Captive Policy-Issuing Insurer				
American National Property & Casualty Co	\$874,000	80%	15%	American National Prop & Cas Group
Top Direct Policy-Issuing Insurer				
Avemco Insurance Company	\$1,074,000	33%	21%	Tokio Marine US PC Group
Top Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$5,794,000	110%	21%	Starr International Group
Tokio Marine Specialty Insurance Company	\$28,000	28%		Tokio Marine US PC Group

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Product Details: All Commercial Auto

2022 Commercial Auto Written Premium



2022 Commercial Auto Loss/ Combined Ratio



5 Year Avg. Penetration:
81%

2022 Avg. Commission Rate:
11.2%

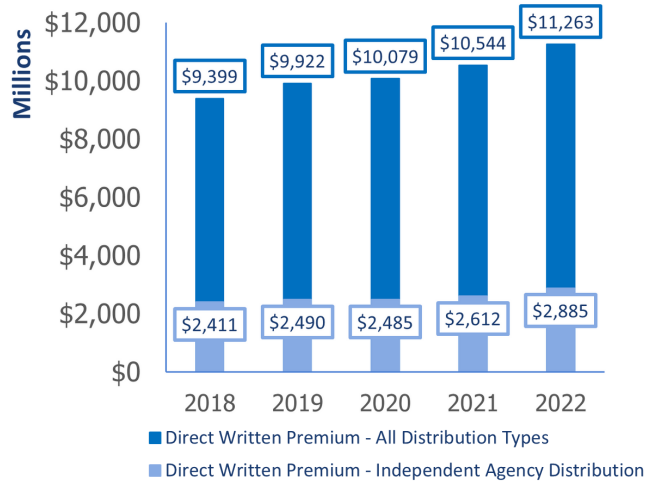
5 Year Loss / Combined Ratio:
78% / 113%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$2,507,393,000	\$1,994,761,000	\$350,535,000	\$120,885,000	\$132,920,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	80%	14%	5%	5.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
424	336	23	34	67
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
16% / 15%	11% / 16%	56% / 20%	11% / 6%	8% / 16%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Progressive Insurance Group (G)	\$511,106,000	78%	19%	N/A
Farmers Insurance Group (G)	\$224,407,000	79%	97%	N/A
Auto-Owners Insurance Group (G)	\$129,128,000	80%	13%	N/A
Travelers Group (G)	\$105,000,000	78%	6%	N/A
Berkshire Hathaway Insurance Group (G)	\$91,486,000	70%	-1%	N/A
Total or Average	\$2,506,701,000	81%	16%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Mountain Insurance Company	\$367,490,000	61%	6%	Progressive Insurance Group
Infinity Casualty Insurance Company	\$55,057,000	72%	36%	Kemper PC Companies
Owners Insurance Company	\$51,837,000	81%	13%	Auto-Owners Insurance Group
Auto-Owners Insurance Company	\$49,815,000	77%	6%	Auto-Owners Insurance Group
Great West Casualty Company	\$35,492,000	40%	16%	Old Republic Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Trisura Specialty Insurance Company	\$12,923,000	105%	3%	Trisura US Insurance Group
Atlantic Casualty Insurance Company	\$12,326,000	75%	32%	Auto-Owners Insurance Group
Knight Specialty Insurance Company	\$11,499,000	67%	-9%	Knight Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Farmers Insurance Exchange	\$220,932,000	78%	100%	Farmers Insurance Group
Sentry Select Insurance Company	\$33,368,000	55%	21%	Sentry Insurance Group
State Farm Mutual Automobile Ins Co	\$30,506,000	140%	14%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Georgia Farm Bureau Mutual Insurance Co	\$32,394,000	80%	9%	Georgia Farm Bureau Group
Liberty Mutual Fire Insurance Company	\$14,541,000	119%	14%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	\$11,994,000	89%	-6%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Trisura Specialty Insurance Company	\$12,923,000	105%	3%	Trisura US Insurance Group
Atlantic Casualty Insurance Company	\$12,326,000	75%	32%	Auto-Owners Insurance Group
Knight Specialty Insurance Company	\$11,499,000	67%	-9%	Knight Insurance Group
Top Individual RRG				
OOIDA Risk Retention Group, Inc.	\$2,649,000	76%	-42%	...

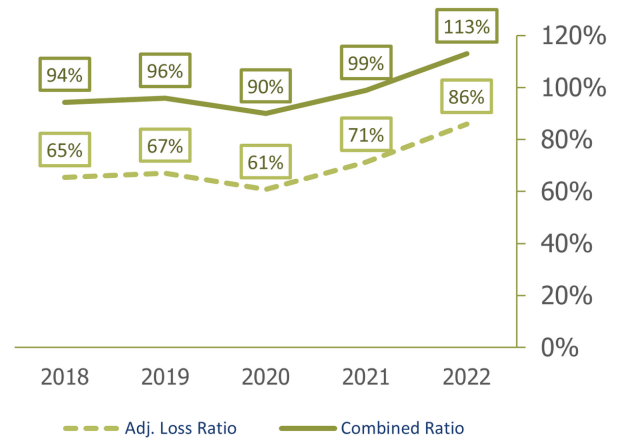
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Product Details: All Private Passenger Auto

2022 Private Passenger Written Premium



2022 Private Passenger Loss/ Combined Ratio



5 Year Avg. Penetration:
25%

2022 Avg. Commission Rate:
7.7%

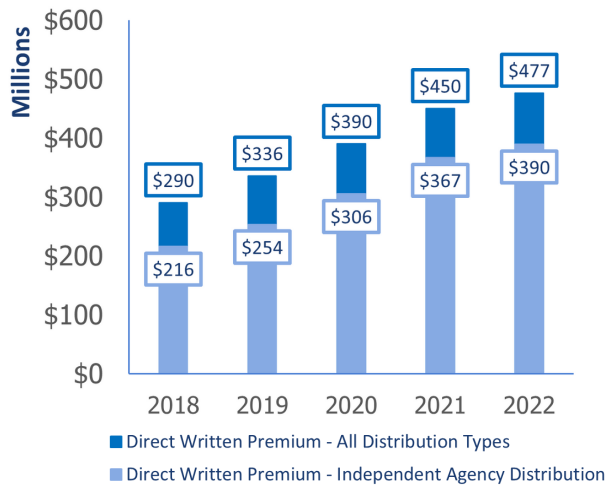
5 Year Loss / Combined Ratio:
71% / 99%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$11,263,191,000	\$2,884,653,000	\$4,240,407,000	\$4,052,309,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	26%	38%	36%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
201	127	25	44	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
7% / 5%	10% / 5%	10% / 4%	2% / 5%	N/A
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
State Farm Group (G)	\$2,489,311,000	107%	14%	N/A
Progressive Insurance Group (G)	\$1,832,993,000	71%	12%	N/A
Allstate Insurance Group (G)	\$1,341,596,000	87%	18%	N/A
Berkshire Hathaway Insurance Group (G)	\$1,308,023,000	86%	-4%	N/A
USAA Group (G)	\$970,000,000	98%	3%	N/A
Total or Average	\$11,263,200,000	86%	7%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Mountain Insurance Company	\$837,646,000	67%	9%	Progressive Insurance Group
Travelers Property Casualty Insurance Co	\$356,799,000	79%	11%	Travelers Group
Owners Insurance Company	\$323,143,000	83%	9%	Auto-Owners Insurance Group
Auto-Owners Insurance Company	\$79,106,000	85%	-3%	Auto-Owners Insurance Group
Progressive Freedom Insurance Company	\$69,807,000	81%	141%	Progressive Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	\$72,838,000	93%	107%	Liberty Mutual Insurance Companies
Southern General Insurance Company	\$45,248,000	80%	0%	...
AssuranceAmerica Insurance Company	\$42,349,000	61%	-1%	AssuranceAmerica Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$2,308,699,000	107%	14%	State Farm Group
Allstate Property and Casualty Ins Co	\$855,831,000	93%	32%	Allstate Insurance Group
Mid-Century Insurance Company	\$173,043,000	70%	-17%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Progressive Premier Ins Co of Illinois	\$802,065,000	72%	5%	Progressive Insurance Group
GEICO General Insurance Company	\$613,522,000	85%	-3%	Berkshire Hathaway Insurance Group
GEICO Indemnity Company	\$402,667,000	83%	-23%	Berkshire Hathaway Insurance Group

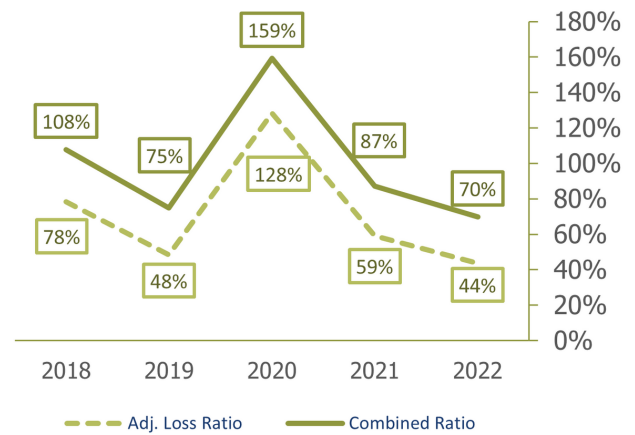
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Product Details: Allied Perils Only

2022 Allied Perils Only Written Premium



2022 Allied Perils Only Loss/ Combined Ratio



5 Year Avg. Penetration:
78%

2022 Avg. Commission Rate:
11.3%

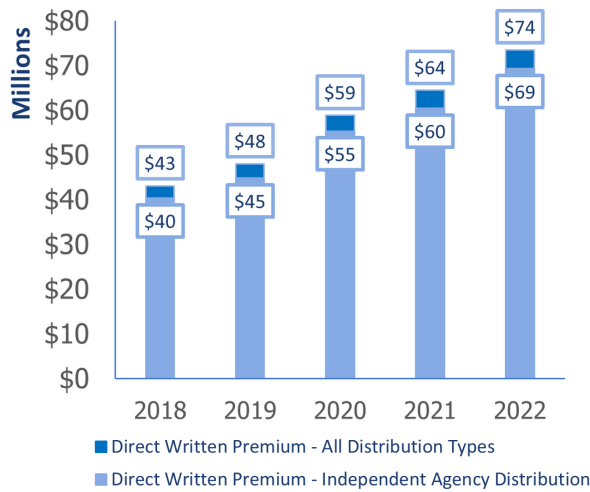
5 Year Loss / Combined Ratio:
70% / 98%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$476,670,000	\$389,508,000	\$12,348,000	\$65,512,000	\$136,644,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
101%	82%	3%	14%	28.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
307	257	17	20	75
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6% / 13%	6% / 16%	18% / 11%	0% / 2%	-3% / 18%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	\$59,008,000	5%	5%	N/A
Travelers Group (G)	\$40,875,000	27%	14%	N/A
Berkshire Hathaway Insurance Group (G)	\$31,491,000	24%	29%	N/A
USAA Group (G)	\$30,728,000	83%	-4%	N/A
Zurich Insurance US PC Group (G)	\$26,821,000	48%	18%	N/A
Total or Average	\$482,126,000	44%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Property Casualty Co of Amer	\$21,672,000	19%	12%	Travelers Group
Foremost Insurance Co Grand Rapids, MI	\$16,954,000	77%	7%	Farmers Insurance Group
Lexington Insurance Company	\$12,701,000	26%	14%	American International Group
General Star Indemnity Company	\$10,768,000	20%	5%	Berkshire Hathaway Insurance Group
National Casualty Company	\$9,251,000	34%	207%	Nationwide Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$3,134,000	6%	16%	Markel Corporation Group
Transverse Specialty Insurance Company	\$2,494,000	31%	-23%	MS&AD US Insurance Group
Houston Specialty Insurance Company	\$2,369,000	-6%	44%	Skyward Specialty Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$4,735,000	61%	166%	Nationwide Group
Federated Mutual Insurance Company	\$1,591,000	49%	5%	Federated Mutual Group
American National Property & Casualty Co	\$1,451,000	62%	19%	American National Prop & Cas Group
Top 3 Direct Policy-Issuing Insurers				
Standard Guaranty Insurance Company	\$23,231,000	47%	13%	Assurant P&C Group
United Services Automobile Association	\$17,663,000	87%	-7%	USAA Group
USAA Casualty Insurance Company	\$6,370,000	70%	2%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$12,701,000	26%	14%	American International Group
General Star Indemnity Company	\$10,768,000	20%	5%	Berkshire Hathaway Insurance Group
Landmark American Insurance Company	\$9,135,000	5%	35%	Berkshire Hathaway Insurance Group

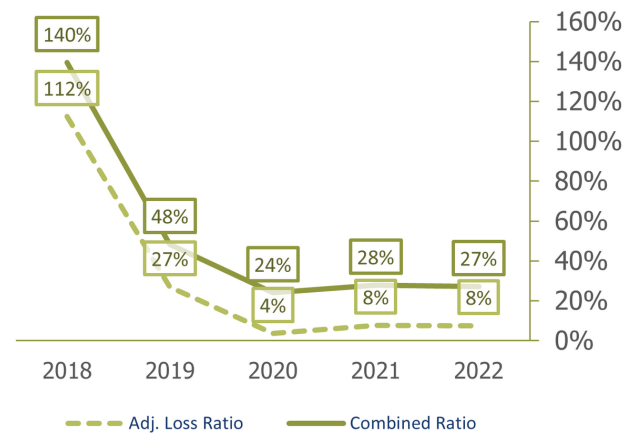
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Product Details: Boiler & Machinery

2022 Boiler & Machinery Written Premium



2022 Boiler & Machinery Loss/ Combined Ratio



5 Year Avg. Penetration:
94%

2022 Avg. Commission Rate:
7.2%

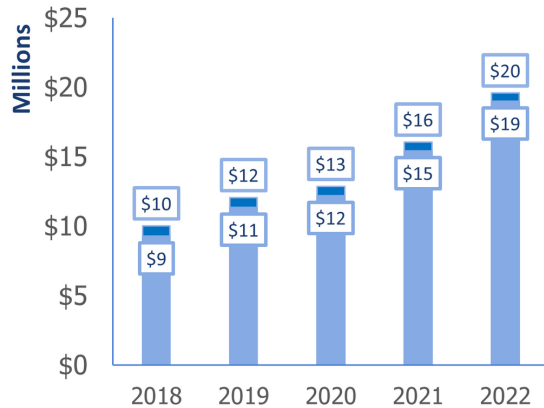
5 Year Loss / Combined Ratio:
27% / 47%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$73,523,000	\$69,315,000	\$1,078,000	\$2,894,000	\$4,217,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	94%	1%	4%	5.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
198	174	7	7	45
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14% / 14%	15% / 14%	13% / 4%	1% / 16%	3% / 15%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	\$32,118,000	-1%	17%	N/A
Travelers Group (G)	\$5,249,000	48%	20%	N/A
Zurich Insurance US PC Group (G)	\$4,244,000	2%	32%	N/A
Chubb INA Group (G)	\$3,772,000	9%	20%	N/A
Liberty Mutual Insurance Companies (G)	\$2,783,000	-5%	35%	N/A
Total or Average	\$73,521,000	8%	14%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Property Casualty Co of Amer	\$4,519,000	44%	19%	Travelers Group
Federal Insurance Company	\$2,313,000	5%	32%	Chubb INA Group
XL Insurance America, Inc.	\$1,422,000	-1%	17%	XL America Companies
Selective Way Insurance Company	\$1,219,000	55%	-8%	Selective Insurance Group
Hartford Steam Boiler Inspec & Ins	\$1,089,000	5%	33%	Munich-American Holding Corp Cos
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Accelerant Specialty Insurance Company	\$147,000	6%	308%	Accelerant US Holdings Group
U.S. Specialty Insurance Company	\$33,000	212%	27%	Tokio Marine US PC Group
Houston Casualty Company	\$21,000	20%	250%	Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$382,000	22%	9%	Federated Mutual Group
Allstate Insurance Company	\$182,000	-30%	-6%	Allstate Insurance Group
Nationwide Mutual Insurance Company	\$133,000	13%	-2%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$1,510,000	-7%	27%	Liberty Mutual Insurance Companies
Nationwide General Insurance Company	\$525,000	54%	39%	Nationwide Group
Nationwide Agribusiness Insurance Co	\$442,000	17%	-1%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Endurance American Specialty Ins Co	\$793,000	40%	52%	Sompo Holdings US Group
Lexington Insurance Company	\$749,000	6%	-29%	American International Group
AIG Specialty Insurance Company	\$737,000	14%	-16%	American International Group
Top Individual RRG				
ARISE Boiler Inspection & Insurance RRG	\$30,000	-1%	-27%	...

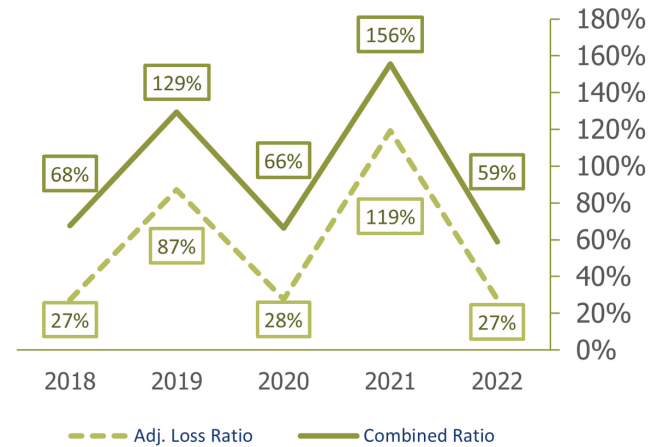
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Product Details: Burglary & Theft

2022 Burglary & Theft Written Premium



2022 Burglary & Theft Loss/ Combined Ratio



5 Year Avg. Penetration:
95%

2022 Avg. Commission Rate:
20.3%

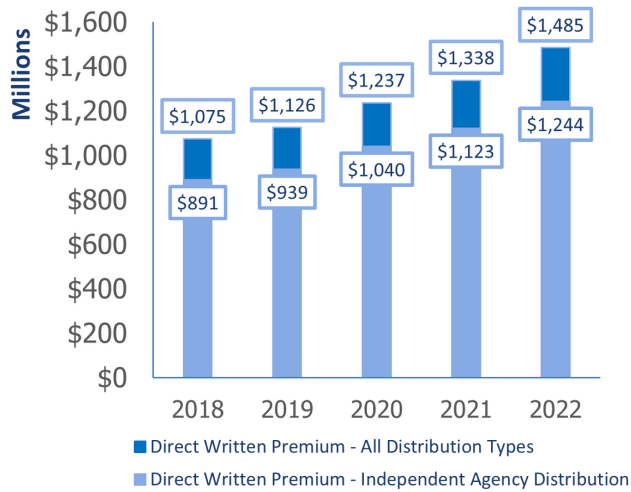
5 Year Loss / Combined Ratio:
57% / 96%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$19,605,000	\$19,006,000	\$560,000	\$21,000	\$4,826,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	97%	3%	0%	24.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
122	105	8	4	19
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
22% / 18%	23% / 20%	-8% / -6%	5% / -12%	37% / 69%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Zurich Insurance US PC Group (G)	\$3,956,000	18%	30%	N/A
The Cincinnati Insurance Companies (G)	\$3,213,000	85%	32%	N/A
Chubb INA Group (G)	\$2,432,000	23%	91%	N/A
Travelers Group (G)	\$1,746,000	40%	6%	N/A
Hiscox USA Group (G)	\$1,644,000	0%	12%	N/A
Total or Average	\$19,612,000	27%	22%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Steadfast Insurance Company	\$3,656,000	21%	37%	Zurich Insurance US PC Group
Cincinnati Insurance Company	\$3,150,000	87%	33%	The Cincinnati Insurance Companies
Federal Insurance Company	\$2,157,000	24%	95%	Chubb INA Group
Travelers Casualty and Surety Co of Amer	\$1,720,000	41%	6%	Travelers Group
XL Specialty Insurance Company	\$1,327,000	20%	6%	XL America Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$213,000	-100%	40%	Tokio Marine US PC Group
Clear Blue Specialty Insurance Company	\$81,000	94%	238%	Clear Blue Insurance Group
Houston Casualty Company	\$9,000	33%	-97%	Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
United Casualty Insurance Co of America	\$486,000	2%	-9%	Kemper PC Companies
Federated Mutual Insurance Company	\$29,000	-1%	-9%	Federated Mutual Group
Federated Service Insurance Company	\$21,000	26%	17%	Federated Mutual Group
Top 2 Direct Policy-Issuing Insurers				
Federated Rural Electric Ins Exchange	\$18,000	0%	6%	...
Crestbrook Insurance Company	\$1,000	-1%	-50%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Steadfast Insurance Company	\$3,656,000	21%	37%	Zurich Insurance US PC Group
Columbia Casualty Company	\$636,000	64%	100%	CNA Insurance Companies
AXIS Surplus Insurance Company	\$151,000	21%		AXIS US Operations

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Product Details: Commercial Multi Peril

2022 Commercial Multi Peril
Written Premium



2022 Commercial Multi Peril
Loss/ Combined Ratio



5 Year Avg. Penetration:
84%

2022 Avg. Commission Rate:
16.6%

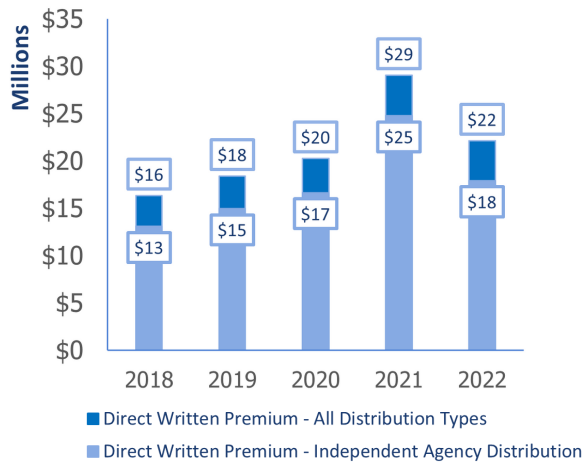
5 Year Loss / Combined Ratio:
59% / 100%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,485,344,000	\$1,243,778,000	\$173,981,000	\$57,160,000	\$116,641,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	12%	4%	7.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
369	315	23	17	74
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
11% / 8%	11% / 9%	10% / 6%	16% / 16%	13% / 20%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$115,837,000	45%	20%	N/A
Nationwide Group (G)	\$89,223,000	88%	10%	N/A
Auto-Owners Insurance Group (G)	\$88,708,000	64%	13%	N/A
Hartford Insurance Group (G)	\$81,436,000	61%	11%	N/A
Chubb INA Group (G)	\$73,169,000	15%	24%	N/A
Total or Average	\$1,485,686,000	67%	11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Cincinnati Insurance Company	\$45,955,000	65%	3%	The Cincinnati Insurance Companies
Owners Insurance Company	\$38,103,000	56%	11%	Auto-Owners Insurance Group
Philadelphia Indemnity Insurance Company	\$32,488,000	87%	5%	Tokio Marine US PC Group
Ohio Security Insurance Company	\$30,108,000	81%	7%	Liberty Mutual Insurance Companies
Grange Insurance Company	\$29,992,000	81%	1%	Grange Insurance Pool
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Trisura Specialty Insurance Company	\$9,306,000	71%	76%	Trisura US Insurance Group
Western World Insurance Company	\$4,163,000	53%	9%	American International Group
Safety Specialty Insurance Company	\$3,295,000	46%	42%	Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$71,536,000	77%	13%	State Farm Group
Allstate Indemnity Company	\$31,125,000	70%	17%	Allstate Insurance Group
American Standard Insurance Co of Ohio	\$10,589,000	54%	51%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide General Insurance Company	\$19,896,000	93%	54%	Nationwide Group
Allied Insurance Company of America	\$12,696,000	112%	-11%	Nationwide Group
Georgia Farm Bureau Mutual Insurance Co	\$7,760,000	56%	2%	Georgia Farm Bureau Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$12,989,000	112%	-8%	Nationwide Group
Ironshore Specialty Insurance Co	\$11,166,000	30%	16%	Liberty Mutual Insurance Companies
Trisura Specialty Insurance Company	\$9,306,000	71%	76%	Trisura US Insurance Group

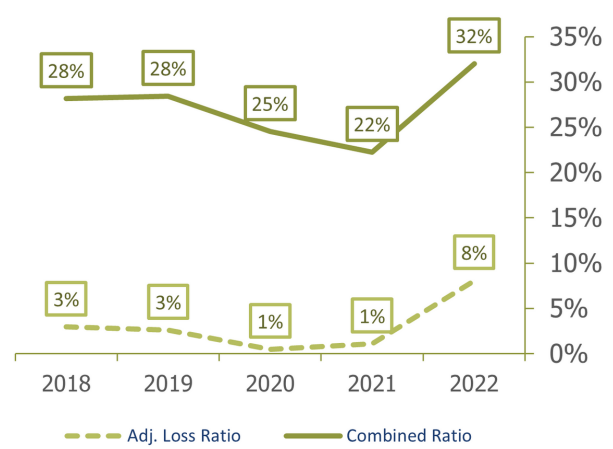
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Product Details: Earthquake

2022 Earthquake Written Premium



2022 Earthquake Loss/ Combined Ratio



5 Year Avg. Penetration:
82%

2022 Avg. Commission Rate:
10.1%

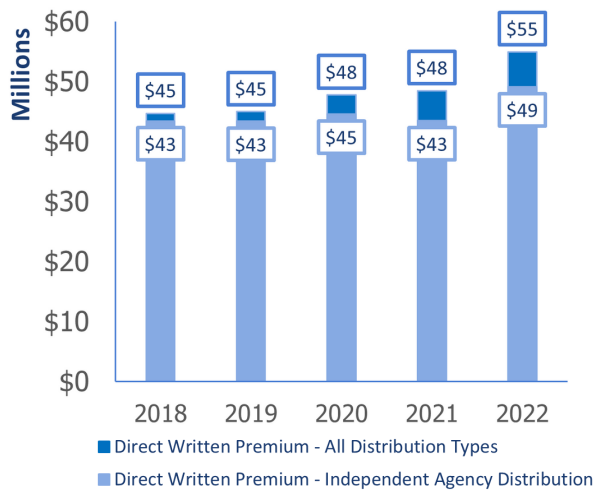
5 Year Loss / Combined Ratio:
3% / 27%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$22,141,000	\$17,937,000	\$1,585,000	\$2,422,000	\$7,689,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	81%	7%	11%	34.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
173	130	19	17	40
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-24% / 8%	-28% / 8%	6% / 2%	-12% / 8%	-47% / 8%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$2,202,000	0%	16%	N/A
American International Group (G)	\$1,822,000	0%	10%	N/A
Liberty Mutual Insurance Companies (G)	\$1,767,000	0%	29%	N/A
Sompo Holdings US Group (G)	\$1,463,000	56%	-83%	N/A
The Cincinnati Insurance Companies (G)	\$1,461,000	0%	-3%	N/A
Total or Average	\$22,144,000	8%	-24%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Endurance American Specialty Ins Co	\$1,417,000	57%	-84%	Sompo Holdings US Group
Cincinnati Insurance Company	\$1,354,000	0%	-5%	The Cincinnati Insurance Companies
Lexington Insurance Company	\$1,247,000	0%	1%	American International Group
Travelers Property Casualty Co of Amer	\$1,213,000	0%	10%	Travelers Group
XL Insurance America, Inc.	\$1,076,000	-18%	-24%	XL America Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Transverse Specialty Insurance Company	\$531,000	3%		MS&AD US Insurance Group
Evanston Insurance Company	\$357,000	1%	11%	Markel Corporation Group
Hallmark Specialty Insurance Company	\$288,000	25%	150%	Hallmark Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$1,378,000	0%	6%	State Farm Group
Farmers Insurance Exchange	\$41,000	0%	-9%	Farmers Insurance Group
Nationwide Property & Casualty Ins Co	\$28,000	4%	8%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$1,035,000	0%	17%	Liberty Mutual Insurance Companies
United Services Automobile Association	\$644,000	-1%	5%	USAA Group
USAA Casualty Insurance Company	\$269,000	0%	1%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Endurance American Specialty Ins Co	\$1,417,000	57%	-84%	Sompo Holdings US Group
Lexington Insurance Company	\$1,247,000	0%	1%	American International Group
Transverse Specialty Insurance Company	\$531,000	3%		MS&AD US Insurance Group

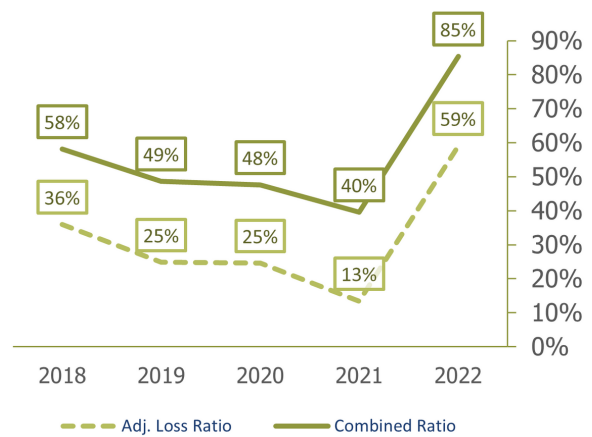
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Product Details: Excess Workers' Comp

2022 Excess Work Comp Written Premium



2022 Excess Work Comp Loss/ Combined Ratio



5 Year Avg. Penetration:
93%

2022 Avg. Commission Rate:
6.2%

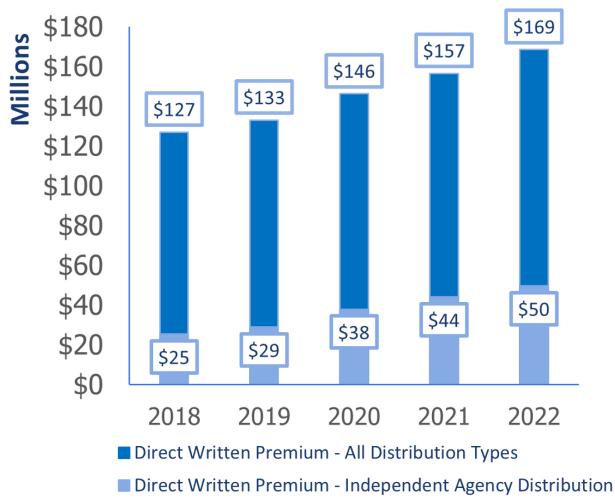
5 Year Loss / Combined Ratio:
32% / 57%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$54,981,000	\$49,152,000	\$0	\$5,829,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	89%	0%	11%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
20	18	0	2	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
13% / 5%	13% / 3%	0%	16% / 48%	N/A
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Tokio Marine US PC Group (G)	\$17,978,000	96%	4%	N/A
W. R. Berkley Insurance Group (G)	\$10,253,000	-9%	1%	N/A
Liberty Mutual Insurance Companies (G)	\$5,829,000	46%	16%	N/A
Chubb INA Group (G)	\$5,633,000	37%	17%	N/A
AF Group (G)	\$3,681,000	48%	68%	N/A
Total or Average	\$54,981,000	59%	13%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Safety National Casualty Corporation	\$17,978,000	96%	4%	Tokio Marine US PC Group
Midwest Employers Casualty Company	\$10,253,000	-9%	1%	W. R. Berkley Insurance Group
ACE American Insurance Company	\$5,633,000	33%	17%	Chubb INA Group
Star Insurance Company	\$3,681,000	48%	68%	AF Group
National Union Fire Ins Co Pittsburgh PA	\$3,212,000	36%	1%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Benchmark Insurance Company	\$408,000	18%	Unknown	Benchmark Insurance Group
Prescient National Insurance Company	\$373,000	9%	96%	...
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$5,704,000	58%	115%	Liberty Mutual Insurance Companies
LM Insurance Corporation	\$125,000	-6%	-95%	Liberty Mutual Insurance Companies

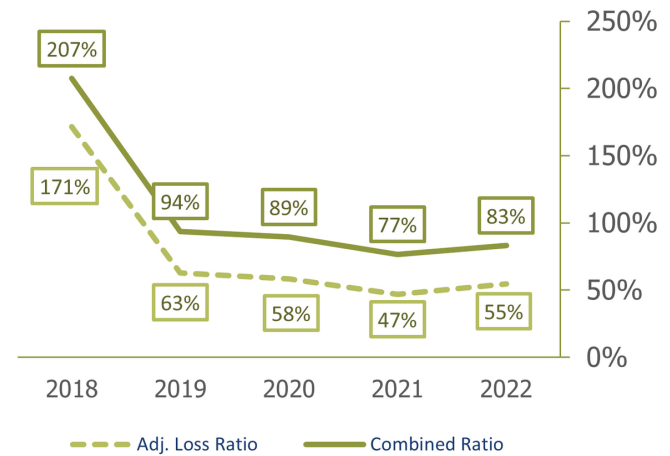
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Product Details: Farmowners Multi-Peril

2022 Farm. Multi-Peril Written Premium



2022 Farm. Multi-Peril Loss/ Combined Ratio



5 Year Avg. Penetration:
25%

2022 Avg. Commission Rate:
11.1%

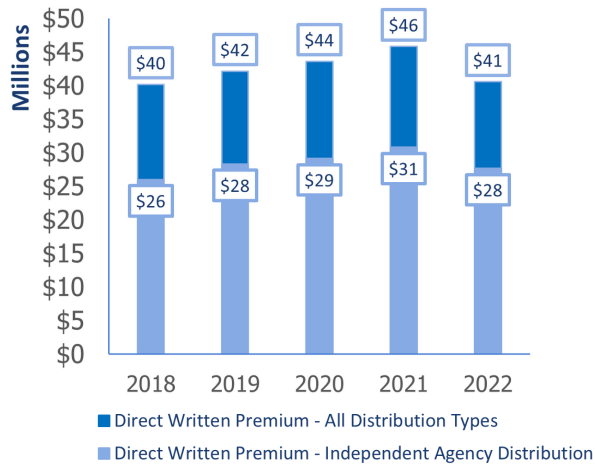
5 Year Loss / Combined Ratio:
75% / 107%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$168,597,000	\$49,709,000	\$13,197,000	\$105,691,000	\$75,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	29%	8%	63%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
44	36	4	4	4
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 7%	13% / 18%	9% / 7%	5% / 4%	127% / -7%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Georgia Farm Bureau Group (G)	\$90,864,000	60%	8%	N/A
Nationwide Group (G)	\$14,988,000	53%	-8%	N/A
Westfield Group (G)	\$9,822,000	23%	13%	N/A
Travelers Group (G)	\$9,467,000	70%	11%	N/A
Auto-Owners Insurance Group (G)	\$8,579,000	1%	2%	N/A
Total or Average	\$168,597,000	55%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Westfield Insurance Company	\$9,262,000	20%	12%	Westfield Group
Auto-Owners Insurance Company	\$8,579,000	3%	2%	Auto-Owners Insurance Group
State Automobile Mutual Insurance Co	\$5,775,000	37%	30%	Liberty Mutual Insurance Companies
Travelers Indemnity Co of America	\$5,625,000	77%	16%	Travelers Group
Grange Insurance Company	\$2,965,000	110%	4%	Grange Insurance Pool
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	\$715,000	28%	2%	Markel Corporation Group
Trisura Specialty Insurance Company	\$14,000	-100%	-150%	Trisura US Insurance Group
American Reliable Insurance Company	\$7,000	8%	Unknown	ECM Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
COUNTRY Mutual Insurance Company	\$8,091,000	55%	8%	COUNTRY Financial Property Casualty Grp
State Farm Fire and Casualty Company	\$4,446,000	62%	13%	State Farm Group
American Standard Insurance Co of Ohio	\$578,000	61%	14%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Georgia Farm Bureau Mutual Insurance Co	\$90,864,000	60%	8%	Georgia Farm Bureau Group
Nationwide Agribusiness Insurance Co	\$14,642,000	47%	-9%	Nationwide Group
Crestbrook Insurance Company	\$176,000	54%	Unknown	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$56,000	1%	-8%	Nationwide Group
Trisura Specialty Insurance Company	\$14,000	-100%	-150%	Trisura US Insurance Group
Accelerant Specialty Insurance Company	\$3,000	12%	Unknown	Accelerant US Holdings Group

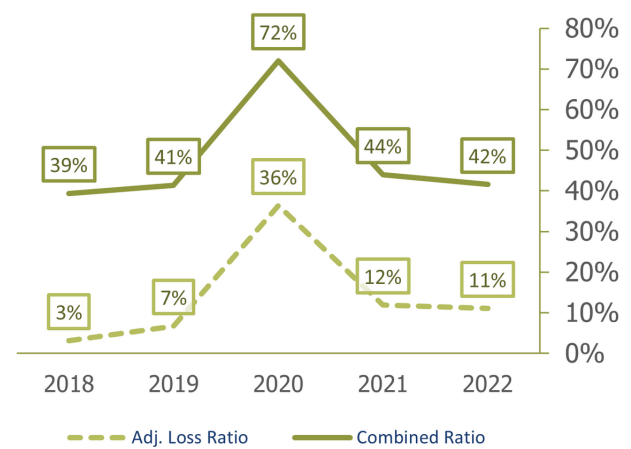
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Product Details: Federal Flood

2022 Federal Flood Written Premium



2022 Federal Flood Loss/ Combined Ratio



5 Year Avg. Penetration:
67%

2022 Avg. Commission Rate:
16.0%

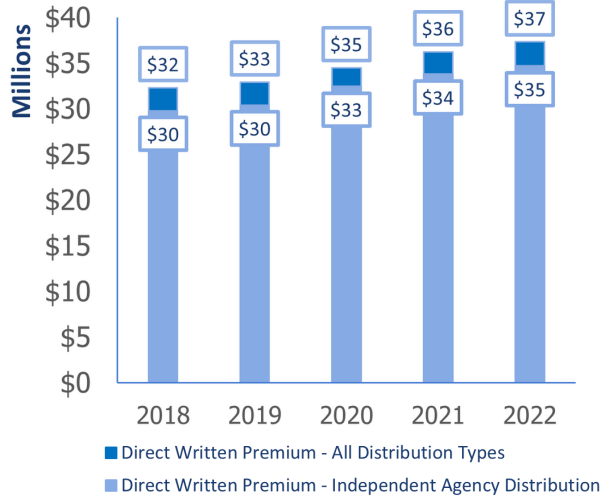
5 Year Loss / Combined Ratio:
14% / 48%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$40,591,000	\$27,693,000	\$5,449,000	\$7,449,000	\$233,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	68%	13%	18%	0.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
30	21	5	4	2
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-11% / 0%	-10% / 2%	-15% / -1%	-13% / -3%	0%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Assurant P&C Group (G)	\$8,666,000	3%	-16%	N/A
Wright National Flood Insurance Company	\$8,300,000	43%	0%	N/A
Allstate Insurance Group (G)	\$5,071,000	8%	-16%	N/A
USAA Group (G)	\$4,735,000	-14%	-6%	N/A
Selective Insurance Group (G)	\$3,026,000	7%	-5%	N/A
Total or Average	\$40,591,000	11%	-11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
American Bankers Insurance Co of Florida	\$8,666,000	3%	-16%	Assurant P&C Group
Selective Insurance Co of the Southeast	\$3,026,000	7%	-5%	Selective Insurance Group
Hartford Insurance Co of the Midwest	\$2,272,000	0%	-20%	Hartford Insurance Group
Auto-Owners Insurance Company	\$2,181,000	7%	-9%	Auto-Owners Insurance Group
American Strategic Insurance Corp.	\$1,443,000	1%	-9%	Progressive Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Wright National Flood Insurance Company	\$8,300,000	43%	0%	...
Occidental Fire and Casualty Co of NC	\$202,000	0%	-33%	IAT Insurance Group
Transverse Specialty Insurance Company	\$152,000	55%	Unknown	MS&AD US Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Allstate Insurance Company	\$4,847,000	8%	-15%	Allstate Insurance Group
Farmers Insurance Exchange	\$378,000	7%	-10%	Farmers Insurance Group
American Family Insurance Company	\$106,000	48%	-20%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
USAA General Indemnity Company	\$4,735,000	-14%	-6%	USAA Group
Georgia Farm Bureau Mutual Insurance Co	\$1,760,000	0%	-14%	Georgia Farm Bureau Group
Liberty Mutual Fire Insurance Company	\$484,000	-11%	-12%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Transverse Specialty Insurance Company	\$152,000	55%	Unknown	MS&AD US Insurance Group
Trisura Specialty Insurance Company	\$81,000	39%	-71%	Trisura US Insurance Group

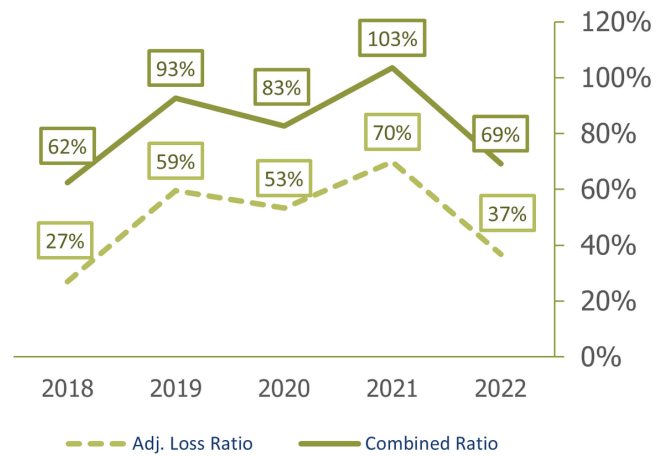
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Product Details: Fidelity

2022 Fidelity Written Premium



2022 Fidelity Loss/ Combined Ratio



5 Year Avg. Penetration:
93%

2022 Avg. Commission Rate:
16.1%

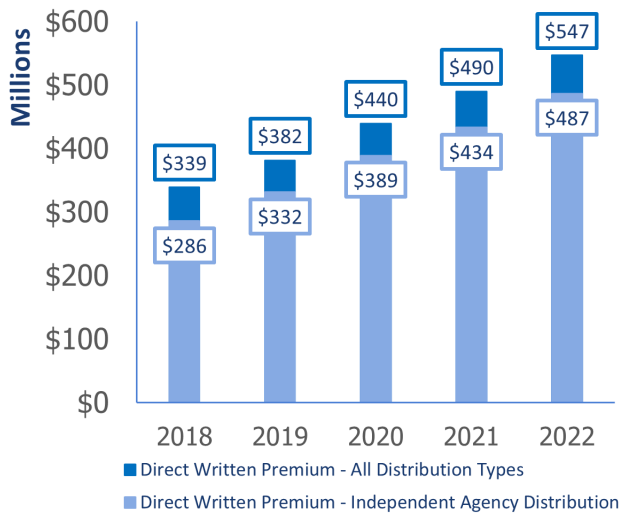
5 Year Loss / Combined Ratio:
49% / 82%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$37,355,000	\$34,731,000	\$468,000	\$1,727,000	\$857,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	1%	5%	2.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
132	114	8	6	11
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
3% / 4%	3% / 4%	-5% / -6%	2% / 0%	-10% / 35%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$6,440,000	53%	3%	N/A
Chubb INA Group (G)	\$5,699,000	66%	-7%	N/A
Great American P & C Insurance Group (G)	\$2,593,000	17%	28%	N/A
American International Group (G)	\$2,532,000	48%	2%	N/A
Hartford Insurance Group (G)	\$2,306,000	91%	9%	N/A
Total or Average	\$37,352,000	37%	3%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$6,375,000	55%	3%	Travelers Group
Federal Insurance Company	\$5,349,000	66%	-11%	Chubb INA Group
Great American Insurance Company	\$2,187,000	15%	21%	Great American P & C Insurance Group
Beazley Insurance Company, Inc.	\$1,971,000	55%	36%	Beazley USA Insurance Group
National Union Fire Ins Co Pittsburgh PA	\$1,885,000	44%	-2%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Southwest Marine and General Ins Co	\$391,000	-8%	11%	Coaction Specialty Insurance Group
RLI Insurance Company	\$197,000	-2%	36%	RLI Group
U.S. Specialty Insurance Company	\$96,000	53%	30%	Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$151,000	1%	-6%	Federated Mutual Group
State Farm Fire and Casualty Company	\$102,000	605%	4%	State Farm Group
Federated Service Insurance Company	\$81,000	1%	-1%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$1,151,000	72%	-4%	CUMIS Insurance Society Group
Liberty Mutual Insurance Company	\$467,000	-100%	22%	Liberty Mutual Insurance Companies
Federated Rural Electric Ins Exchange	\$51,000	0%	4%	...
Top 3 Surplus Lines Policy Issuing Insurers				
AIG Specialty Insurance Company	\$647,000	60%	13%	American International Group
Aspen Specialty Insurance Company	\$46,000	26%	-6%	Aspen US Insurance Group
Westchester Surplus Lines Insurance Co	\$33,000	17%	230%	Chubb INA Group

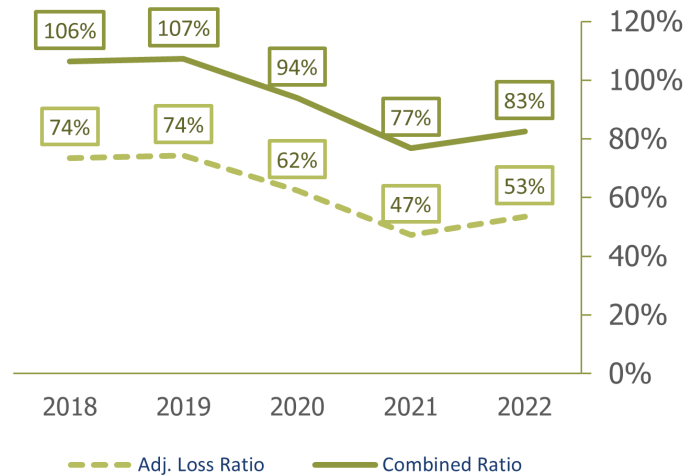
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Product Details: Fire Peril Only

2022 Fire Peril Only Written Premium



2022 Fire Peril Only Loss/ Combined Ratio



5 Year Avg. Penetration:
87%

2022 Avg. Commission Rate:
12.8%

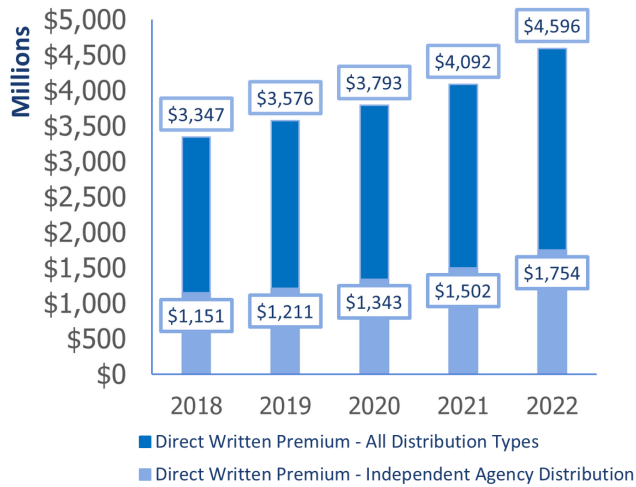
5 Year Loss / Combined Ratio:
61% / 92%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$546,774,000	\$486,918,000	\$9,759,000	\$40,941,000	\$194,913,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	89%	2%	7%	35.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
324	273	18	19	85
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
12% / 13%	12% / 14%	13% / 6%	1% / 4%	16% / 26%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Auto-Owners Insurance Group (G)	\$45,159,000	51%	14%	N/A
Berkshire Hathaway Insurance Group (G)	\$42,928,000	66%	29%	N/A
Starr International Group (G)	\$38,833,000	39%	39%	N/A
Liberty Mutual Insurance Companies (G)	\$32,824,000	53%	15%	N/A
FM Global Group (G)	\$30,518,000	83%	-1%	N/A
Total or Average	\$549,014,000	53%	12%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Auto-Owners Insurance Company	\$44,441,000	52%	14%	Auto-Owners Insurance Group
Starr Surplus Lines Insurance Company	\$38,276,000	40%	39%	Starr International Group
Foremost Insurance Co Grand Rapids, MI	\$26,275,000	42%	5%	Farmers Insurance Group
Lexington Insurance Company	\$16,562,000	86%	1%	American International Group
Travelers Property Casualty Co of Amer	\$14,733,000	7%	13%	Travelers Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Northfield Insurance Company	\$2,210,000	28%	8%	Travelers Group
Evanston Insurance Company	\$1,940,000	214%	19%	Markel Corporation Group
Accelerant Specialty Insurance Company	\$1,911,000	18%	230%	Accelerant US Holdings Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$3,852,000	52%	164%	Nationwide Group
United Casualty Insurance Co of America	\$1,916,000	25%	-12%	Kemper PC Companies
Federated Mutual Insurance Company	\$1,491,000	158%	6%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$11,293,000	75%	2%	Liberty Mutual Insurance Companies
Standard Guaranty Insurance Company	\$10,014,000	40%	14%	Assurant P&C Group
United Services Automobile Association	\$5,957,000	87%	-1%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$38,276,000	40%	39%	Starr International Group
Lexington Insurance Company	\$16,562,000	86%	1%	American International Group
General Star Indemnity Company	\$13,237,000	75%	38%	Berkshire Hathaway Insurance Group

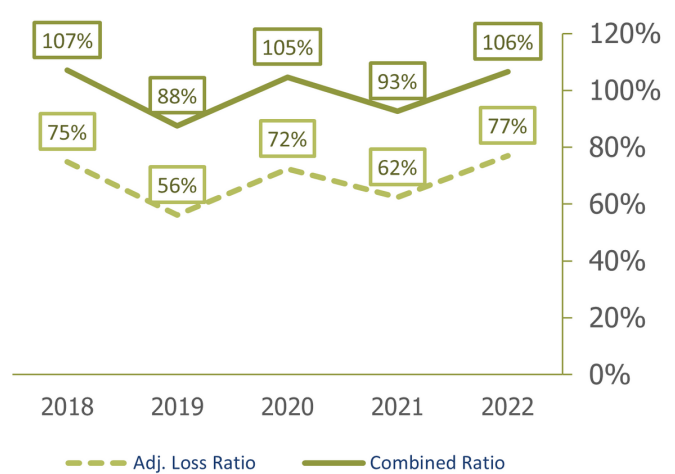
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Product Details: Homeowners Multi Peril

2022 Homeowners Multi Peril
Written Premium



2022 Homeowners Multi Peril
Loss/ Combined Ratio



5 Year Avg. Penetration:
36%

2022 Avg. Commission Rate:
11.4%

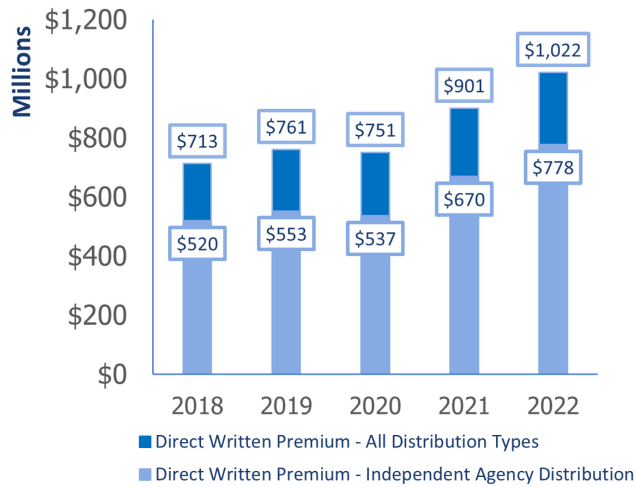
5 Year Loss / Combined Ratio:
69% / 100%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$4,595,769,000	\$1,753,631,000	\$1,812,821,000	\$916,490,000	\$15,428,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	38%	39%	20%	0.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
192	127	23	33	17
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
12% / 8%	17% / 11%	9% / 6%	10% / 7%	-4% / -1%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
State Farm Group (G)	\$1,141,011,000	66%	9%	N/A
Allstate Insurance Group (G)	\$623,402,000	81%	15%	N/A
USAA Group (G)	\$479,117,000	96%	10%	N/A
Travelers Group (G)	\$364,877,000	80%	20%	N/A
Liberty Mutual Insurance Companies (G)	\$281,606,000	83%	22%	N/A
Total or Average	\$4,596,075,000	77%	12%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Allstate Vehicle and Property Ins Co	\$363,241,000	81%	27%	Allstate Insurance Group
Auto-Owners Insurance Company	\$221,793,000	74%	14%	Auto-Owners Insurance Group
Travelers Personal Insurance Company	\$217,447,000	87%	43%	Travelers Group
Travelers Home and Marine Ins Co	\$96,836,000	71%	-5%	Travelers Group
Safeco Insurance Company of Indiana	\$49,865,000	86%	-4%	Liberty Mutual Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Universal Property & Casualty Ins Co	\$53,013,000	97%	-1%	Universal Insurance Holdings Group
Praetorian Insurance Company	\$22,779,000	85%	12%	QBE North America Insurance Group
Spinnaker Insurance Company	\$21,418,000	87%	10%	Spinnaker Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$1,141,011,000	66%	9%	State Farm Group
Farmers Insurance Exchange	\$150,516,000	106%	5%	Farmers Insurance Group
LM General Insurance Company	\$119,002,000	75%	20%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$187,757,000	110%	9%	USAA Group
USAA Casualty Insurance Company	\$143,248,000	86%	9%	USAA Group
Georgia Farm Bureau Mutual Insurance Co	\$140,538,000	61%	9%	Georgia Farm Bureau Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$6,742,000	48%	-27%	Nationwide Group
Evanston Insurance Company	\$2,277,000	23%	75%	Markel Corporation Group
North Light Specialty Insurance Company	\$1,385,000	24%	22%	Allstate Insurance Group

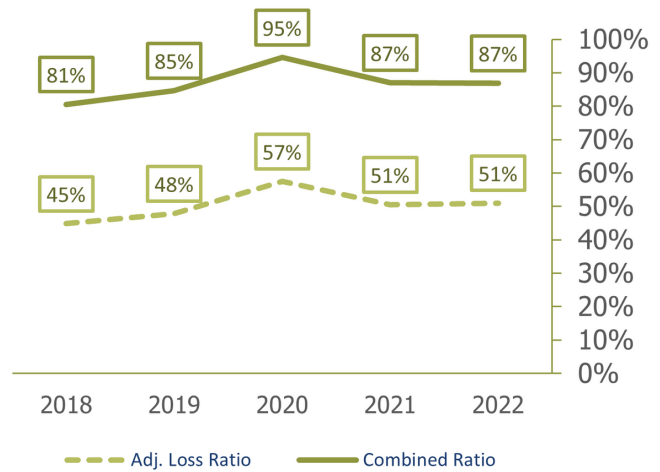
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Product Details: Inland Marine

2022 Inland Marine Written Premium



2022 Inland Marine Loss/ Combined Ratio



5 Year Avg. Penetration:
74%

2022 Avg. Commission Rate:
19.7%

5 Year Loss / Combined Ratio:
50% / 87%

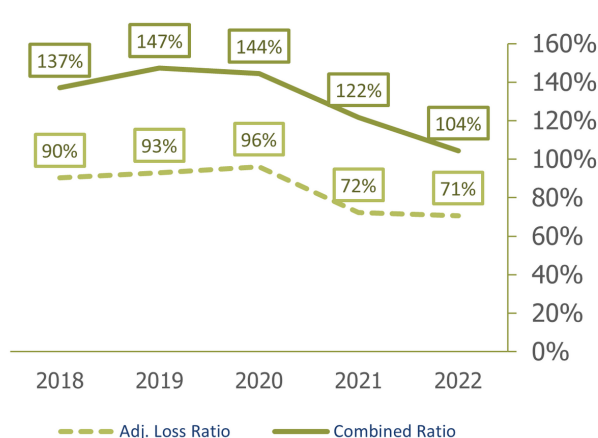
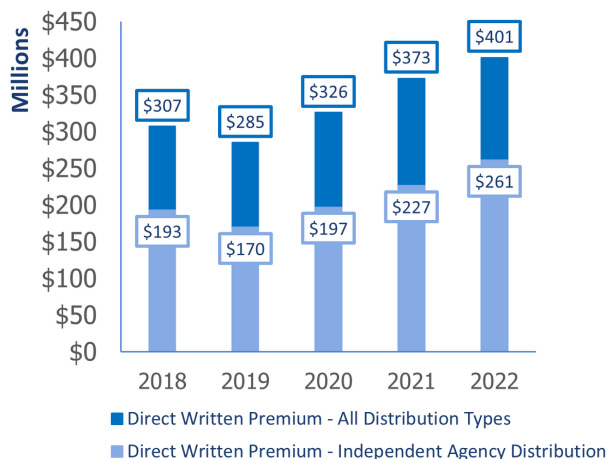
ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,021,605,000	\$778,158,000	\$185,568,000	\$52,132,000	\$48,840,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	76%	18%	5%	4.8%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
439	359	26	35	79
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
13% / 9%	16% / 11%	4% / 5%	8% / 12%	34% / 16%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Liberty Mutual Insurance Companies (G)	\$146,027,000	56%	3%	N/A
CNA Insurance Companies (G)	\$114,363,000	61%	-5%	N/A
Allianz US PC Insurance Companies (G)	\$67,968,000	14%	42%	N/A
Chubb INA Group (G)	\$45,814,000	39%	12%	N/A
Zurich Insurance US PC Group (G)	\$40,291,000	27%	18%	N/A
Total or Average	\$1,021,728,000	51%	13%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	\$114,207,000	61%	-5%	CNA Insurance Companies
Insurance Company of the South	\$34,008,000	2%	-4%	Fortegra P&C Group
Travelers Property Casualty Co of Amer	\$21,612,000	63%	14%	Travelers Group
American Zurich Insurance Company	\$20,056,000	13%	28%	Zurich Insurance US PC Group
National Casualty Company	\$18,687,000	73%	17%	Nationwide Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
American Pet Insurance Company	\$13,197,000	65%	43%	Trupanion Insurance Group
Generali USB	\$13,190,000	29%	153%	...
Securian Casualty Company	\$9,402,000	27%	25%	...
Top 3 Exclusive-Captive Policy-Issuing Insurers				
LM General Insurance Company	\$131,222,000	57%	106%	Liberty Mutual Insurance Companies
State Farm Fire and Casualty Company	\$31,365,000	69%	9%	State Farm Group
Sentry Select Insurance Company	\$6,745,000	17%	-18%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	\$11,538,000	31%	1%	Assurant P&C Group
United Services Automobile Association	\$7,003,000	32%	2%	USAA Group
USAA Casualty Insurance Company	\$5,041,000	35%	3%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Westchester Surplus Lines Insurance Co	\$5,607,000	11%	61%	Chubb INA Group
Houston Casualty Company	\$4,363,000	241%	337%	Tokio Marine US PC Group
Lexington Insurance Company	\$3,365,000	60%	46%	American International Group

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Product Details: Medical Malpractice

2022 Medical Malpractice Written Premium

2022 Medical Malpractice Loss/ Combined Ratio



5 Year Avg. Penetration:
62%

2022 Avg. Commission Rate:
10.1%

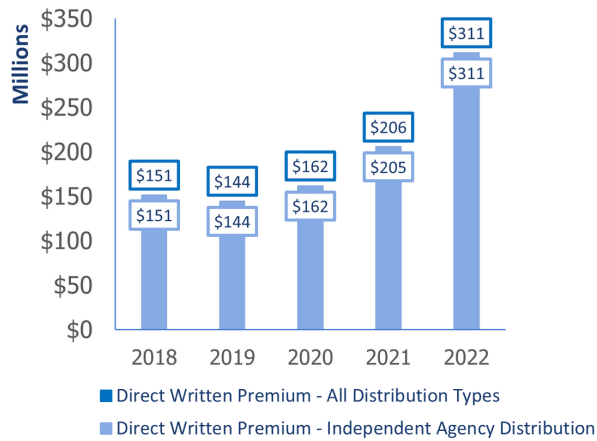
5 Year Loss / Combined Ratio:
83% / 129%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$401,148,000	\$261,462,000	\$117,589,000	\$12,683,000	\$146,216,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	65%	29%	3%	36.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
119	80	7	16	42
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 7%	15% / 8%	-9% / 3%	26% / 20%	8% / 11%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
MAG Mutual Companies (G)	\$113,256,000	118%	-8%	N/A
Berkshire Hathaway Insurance Group (G)	\$64,745,000	54%	9%	N/A
Doctors Company Insurance Group (G)	\$38,608,000	-7%	10%	N/A
Curi Holdings Group (G)	\$31,998,000	55%	15%	N/A
CNA Insurance Companies (G)	\$18,273,000	90%	4%	N/A
Total or Average	\$401,192,000	71%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Fire & Marine Insurance Co	\$28,721,000	69%	6%	Berkshire Hathaway Insurance Group
Medical Mutual Ins Co of North Carolina	\$22,205,000	85%	25%	Curi Holdings Group
Columbia Casualty Company	\$11,951,000	107%	4%	CNA Insurance Companies
Endurance American Specialty Ins Co	\$8,155,000	71%	-2%	Sompo Holdings US Group
Admiral Insurance Company	\$8,144,000	44%	5%	W. R. Berkley Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Professional Security Insurance Company	\$9,990,000	63%	14%	MAG Mutual Companies
TDC Specialty Insurance Company	\$9,310,000	35%	8%	Doctors Company Insurance Group
Fair American Insurance and Reins Co	\$4,520,000	38%	6%	Berkshire Hathaway Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
MAG Mutual Insurance Company	\$103,266,000	123%	-10%	MAG Mutual Companies
Medical Security Insurance Company	\$9,793,000	-4%	-2%	Curi Holdings Group
Liberty Insurance Underwriters, Inc.	\$2,229,000	-36%	4%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
Ophthalmic Mutual Insurance Co (A RRG)	\$2,290,000	69%	59%	...
Homesite Insurance Company of Florida	\$1,968,000	48%	39%	American Family Insurance Group
MedMal Direct Insurance Company	\$1,902,000	115%	-20%	...
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$28,721,000	69%	6%	Berkshire Hathaway Insurance Group
Columbia Casualty Company	\$11,951,000	107%	4%	CNA Insurance Companies
Professional Security Insurance Company	\$9,990,000	63%	14%	MAG Mutual Companies
Top Individual RRG				
Ophthalmic Mutual Insurance Co (A RRG)	\$2,290,000	69%	59%	...

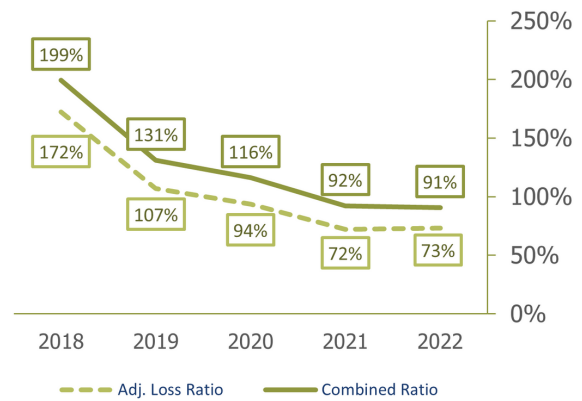
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Product Details: Multi-Peril Crop

2022 Multi-Peril Crop Written Premium



2022 Multi-Peril Crop Loss/ Combined Ratio



5 Year Avg. Penetration:
100%

2022 Avg. Commission Rate:
6.6%

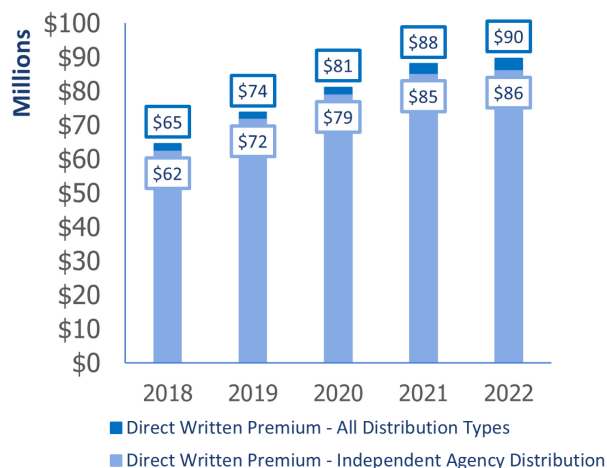
5 Year Loss / Combined Ratio:
97% / 118%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$311,265,000	\$311,247,000	\$18,000	\$0	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	100%	0%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
11	10	1	0	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
51% / 20%	51% / 20%	13% / 3%	0%	0%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Sompo Holdings US Group (G)	\$80,482,000	85%	-9%	N/A
Chubb INA Group (G)	\$59,826,000	46%	39%	N/A
American International Group (G)	\$41,418,000	62%	3993%	N/A
Zurich Insurance US PC Group (G)	\$36,798,000	51%	100%	N/A
FMH Insurance Group (G)	\$25,871,000	97%	357%	N/A
Total or Average	\$311,266,000	73%	51%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
ACE Property and Casualty Insurance Co	\$44,285,000	35%	39%	Chubb INA Group
Farmers Mutual Hail Insurance Co of Iowa	\$25,622,000	97%	369%	FMH Insurance Group
Great American Insurance Company	\$25,569,000	84%	46%	Great American P & C Insurance Group
NAU Country Insurance Company	\$20,676,000	95%	27%	QBE North America Insurance Group
Producers Agriculture Insurance Company	\$20,608,000	100%	37%	Tokio Marine US PC Group
Top 2 MGA/Wholesale Policy-Issuing Insurers				
Stratford Insurance Company	\$41,418,000	62%	3993%	American International Group
FMH Ag Risk Insurance Company	\$248,000	138%	27%	FMH Insurance Group
Top Exclusive-Captive Policy-Issuing Insurer				
State Farm Fire and Casualty Company	\$18,000	376%	13%	State Farm Group

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Product Details: Ocean Marine

2022 Ocean Marine Written Premium



2022 Ocean Marine Loss/ Combined Ratio



5 Year Avg. Penetration:
97%

2022 Avg. Commission Rate:
16.2%

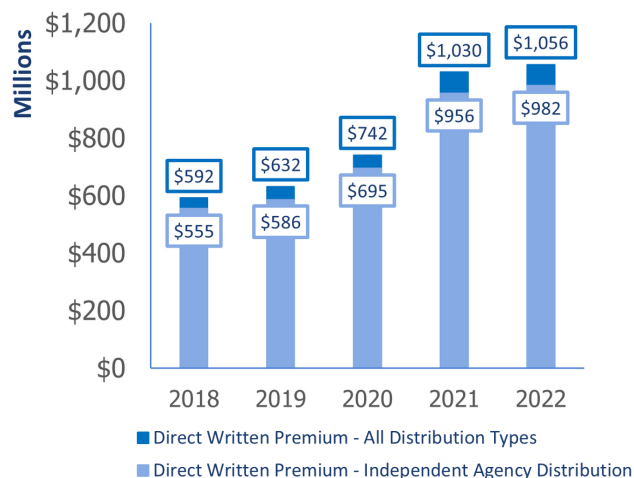
5 Year Loss / Combined Ratio:
70% / 104%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$89,686,000	\$85,998,000	\$0	\$3,533,000	\$2,265,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	0%	4%	2.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
80	71	0	7	9
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
2% / 9%	1% / 8%	0%	13% / 17%	72% / 78%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
American International Group (G)	\$17,836,000	66%	-12%	N/A
Chubb INA Group (G)	\$7,729,000	47%	16%	N/A
Starr International Group (G)	\$7,669,000	53%	21%	N/A
Travelers Group (G)	\$6,648,000	1000%	3%	N/A
HDI/Talanx US PC Group (G)	\$4,959,000	50%	5%	N/A
Total or Average	\$89,694,000	120%	2%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	\$16,774,000	64%	-12%	American International Group
Starr Indemnity & Liability Company	\$7,669,000	53%	21%	Starr International Group
HDI Global Insurance Company	\$4,959,000	50%	5%	HDI/Talanx US PC Group
Travelers Property Casualty Co of Amer	\$4,851,000	1000%	2%	Travelers Group
ACE American Insurance Company	\$3,507,000	52%	31%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
New York Marine and General Insurance Co	\$1,086,000	71%	29%	Coaction Specialty Insurance Group
Accelerant Specialty Insurance Company	\$879,000	222%	Unknown	Accelerant US Holdings Group
Houston Casualty Company	\$578,000	38%	40%	Tokio Marine US PC Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$2,335,000	-4%	16%	Liberty Mutual Insurance Companies
Liberty Mutual Fire Insurance Company	\$487,000	48%	-11%	Liberty Mutual Insurance Companies
Westport Insurance Corporation	\$459,000	15%	51%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Accelerant Specialty Insurance Company	\$879,000	222%	Unknown	Accelerant US Holdings Group
Houston Casualty Company	\$578,000	38%	40%	Tokio Marine US PC Group
Century Surety Company	\$309,000	16%	40%	AF Group

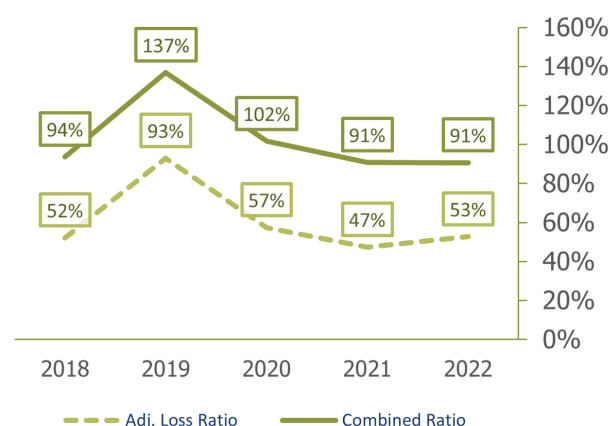
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Product Details: Other Liability Claims Made

2022 Other Liability (Claim-Made)
Written Premium



2022 Other Liability (Claim-Made)
Loss/ Combined Ratio



5 Year Avg. Penetration:
93%

2022 Avg. Commission Rate:
16.0%

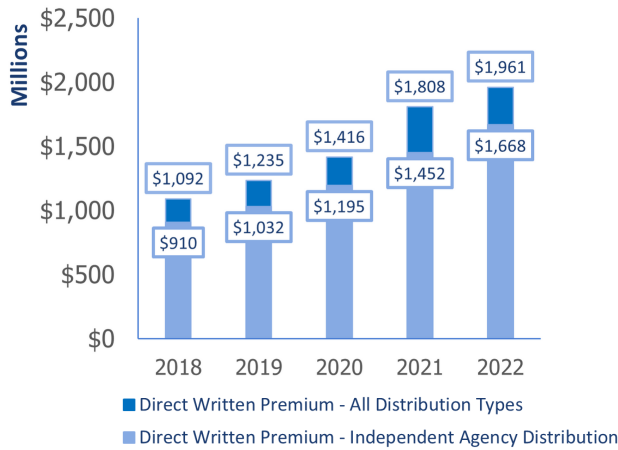
5 Year Loss / Combined Ratio:
59% / 100%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,056,172,000	\$982,287,000	\$8,947,000	\$22,638,000	\$436,765,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	1%	2%	41.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
372	299	19	25	105
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
3% / 16%	3% / 15%	12% / 7%	-11% / 26%	16% / 27%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$89,251,000	42%	-5%	N/A
XL America Companies (G)	\$87,455,000	39%	-13%	N/A
CNA Insurance Companies (G)	\$68,823,000	45%	1%	N/A
Travelers Group (G)	\$57,611,000	73%	4%	N/A
Berkshire Hathaway Insurance Group (G)	\$57,314,000	31%	-10%	N/A
Total or Average	\$1,056,057,000	53%	3%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	\$48,487,000	45%	-6%	CNA Insurance Companies
Federal Insurance Company	\$45,538,000	44%	-3%	Chubb INA Group
Travelers Casualty and Surety Co of Amer	\$45,278,000	84%	5%	Travelers Group
XL Specialty Insurance Company	\$43,829,000	11%	-25%	XL America Companies
Indian Harbor Insurance Company	\$40,044,000	85%	12%	XL America Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$14,373,000	69%	84%	Markel Corporation Group
Gemini Insurance Company	\$8,035,000	39%	-24%	W. R. Berkley Insurance Group
Houston Casualty Company	\$7,786,000	52%	30%	Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Ironshore Indemnity Inc.	\$4,560,000	63%	21%	Liberty Mutual Ins Companies
MAG Mutual Insurance Company	\$1,299,000	-100%	10%	MAG Mutual Companies
Federated Mutual Insurance Company	\$941,000	0%	9%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Surplus Insurance Corporation	\$10,418,000	55%	-18%	Liberty Mutual Ins Companies
ALPS Property & Casualty Insurance Co	\$3,146,000	73%	12%	...
New Home Warranty Insurance Co, A RRG	\$1,464,000	11%	-3%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Indian Harbor Insurance Company	\$40,044,000	85%	12%	XL America Companies
Columbia Casualty Company	\$20,092,000	46%	23%	CNA Insurance Companies
Scottsdale Insurance Company	\$18,540,000	92%	15%	Nationwide Group
Top Individual RRG				
Attorneys' Liab Assr Society Ltd., A RRG	\$12,756,000	111%	13%	...

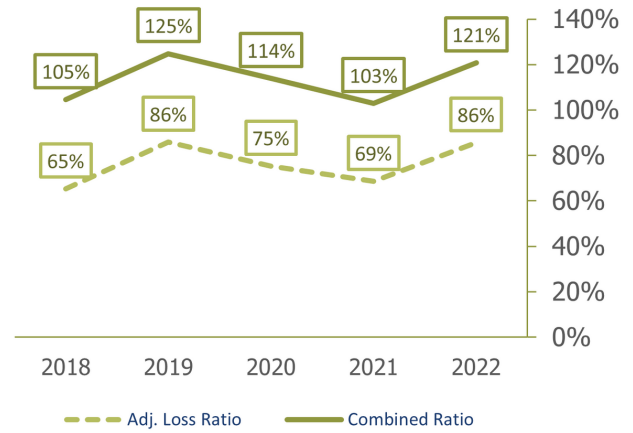
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Product Details: Other Liability Occurrence

2022 Other Liability (Occurrence)
Written Premium



2022 Other Liability (Occurrence)
Loss/ Combined Ratio



5 Year Avg. Penetration:
83%

2022 Avg. Commission Rate:
12.9%

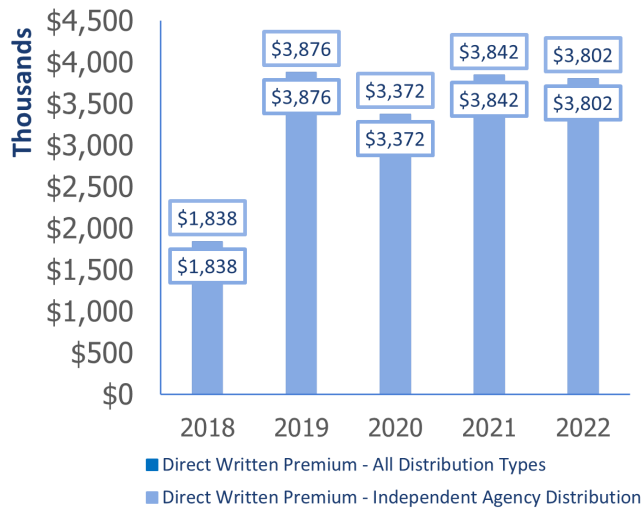
5 Year Loss / Combined Ratio:
77% / 113%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,961,223,000	\$1,667,897,000	\$106,939,000	\$135,370,000	\$660,897,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	85%	5%	7%	33.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
595	481	35	41	131
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 16%	15% / 16%	8% / 8%	-37% / 16%	23% / 26%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$132,065,000	109%	13%	N/A
American International Group (G)	\$100,257,000	99%	6%	N/A
Liberty Mutual Insurance Companies (G)	\$91,727,000	134%	-47%	N/A
Fairfax Financial (USA) Group (G)	\$83,344,000	53%	22%	N/A
Travelers Group (G)	\$80,816,000	102%	14%	N/A
Total or Average	\$1,960,224,000	86%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	\$69,942,000	111%	5%	American International Group
Travelers Property Casualty Co of Amer	\$54,988,000	108%	16%	Travelers Group
ACE Property and Casualty Insurance Co	\$49,063,000	185%	23%	Chubb INA Group
Endurance American Specialty Ins Co	\$34,825,000	91%	63%	Sompo Holdings US Group
AXIS Surplus Insurance Company	\$33,443,000	58%	18%	AXIS US Operations
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$33,522,000	42%	38%	Markel Corporation Group
Gemini Insurance Company	\$13,228,000	138%	10%	W. R. Berkley Insurance Group
United Specialty Insurance Company	\$8,484,000	252%	23%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$55,304,000	120%	8%	State Farm Group
Allstate Indemnity Company	\$12,231,000	98%	11%	Allstate Insurance Group
Federated Mutual Insurance Company	\$8,684,000	34%	15%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Surplus Insurance Corporation	\$12,744,000	104%	1%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	\$12,161,000	133%	-88%	Liberty Mutual Insurance Companies
Next Insurance US Company	\$11,518,000	47%	65%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Endurance American Specialty Ins Co	\$34,825,000	91%	63%	Sompo Holdings US Group
Evanston Insurance Company	\$33,522,000	42%	38%	Markel Corporation Group
AXIS Surplus Insurance Company	\$33,443,000	58%	18%	AXIS US Operations
Top Individual RRG				
United Educators Ins, a Reciprocal RRG	\$3,868,000	-3%	11%	...

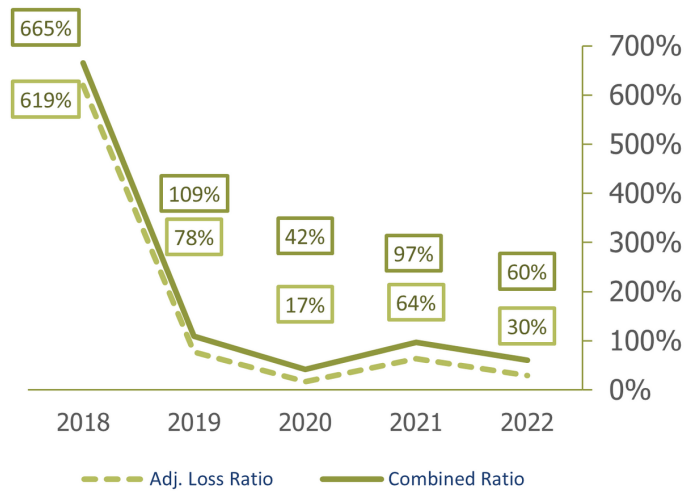
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Product Details: Private Crop

2022 Private Crop Written Premium



2022 Private Crop Loss/ Combined Ratio



5 Year Avg. Penetration:
100%

2022 Avg. Commission Rate:
18.8%

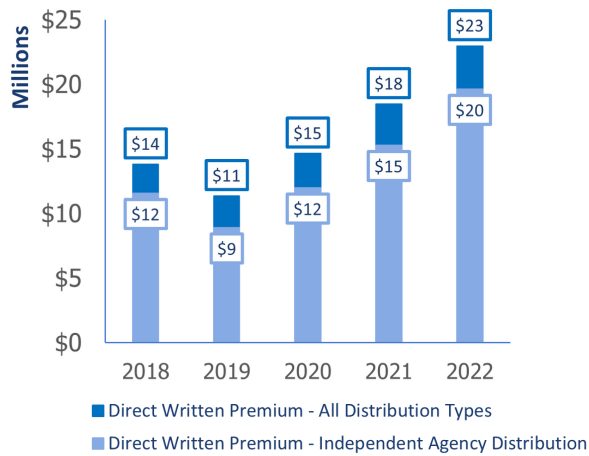
5 Year Loss / Combined Ratio:
115% / 143%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$3,802,000	\$3,802,000	\$0	\$0	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	100%	0%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
10	10	0	0	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
-1% / 20%	-1% / 20%	0%	0%	0%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Sompo Holdings US Group (G)	\$1,379,000	5%	-6%	N/A
QBE North America Insurance Group (G)	\$727,000	43%	13%	N/A
Tokio Marine US PC Group (G)	\$600,000	76%	3%	N/A
Zurich Insurance US PC Group (G)	\$547,000	20%	193%	N/A
Great American P & C Insurance Group (G)	\$178,000	36%	33%	N/A
Total or Average	\$3,801,000	30%	-1%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
NAU Country Insurance Company	\$727,000	43%	13%	QBE North America Insurance Group
Producers Agriculture Insurance Company	\$600,000	76%	3%	Tokio Marine US PC Group
Great American Insurance Company	\$178,000	36%	33%	Great American P & C Insurance Group
ACE Property and Casualty Insurance Co	\$125,000	-24%	-24%	Chubb INA Group
Farmers Mutual Hail Insurance Co of Iowa	\$51,000	0%	538%	FMH Insurance Group
Top 2 MGA/Wholesale Policy-Issuing Insurers				
Stratford Insurance Company	\$153,000	91%	538%	American International Group
FMH Ag Risk Insurance Company	\$4,000	0%	-60%	FMH Insurance Group

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Product Details: Private Flood

2022 Private Flood Written Premium



2022 Private Flood Loss/ Combined Ratio



5 Year Avg. Penetration:
82%

2022 Avg. Commission Rate:
12.2%

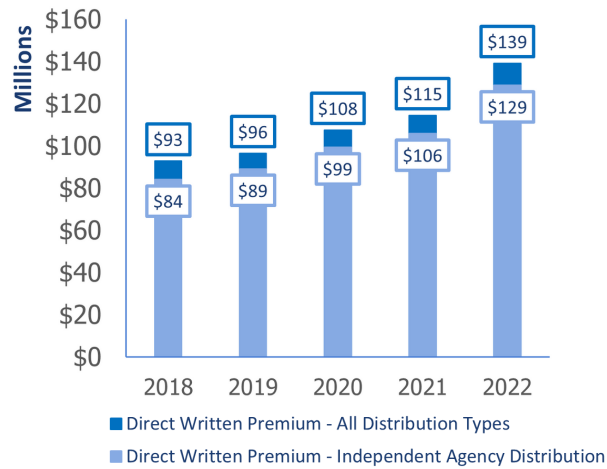
5 Year Loss / Combined Ratio:
14% / 37%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$22,980,000	\$19,634,000	\$23,000	\$3,323,000	\$10,181,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	85%	0%	14%	44.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
86	75	3	8	28
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
24% / 14%	28% / 14%	0%	5% / 10%	35% / 57%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
American International Group (G)	\$3,330,000	3%	22%	N/A
Zurich Insurance US PC Group (G)	\$2,644,000	-1%	-21%	N/A
Liberty Mutual Insurance Companies (G)	\$2,608,000	4%	32%	N/A
Berkshire Hathaway Insurance Group (G)	\$2,355,000	24%	97%	N/A
Assurant P&C Group (G)	\$2,008,000	1%	12%	N/A
Total or Average	\$22,982,000	12%	24%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Lexington Insurance Company	\$2,145,000	1%	30%	American International Group
Endurance American Specialty Ins Co	\$1,980,000	43%	46%	Sompo Holdings US Group
National Fire & Marine Insurance Co	\$1,421,000	40%	199%	Berkshire Hathaway Insurance Group
Swiss Re Corporate Solutions Elite Ins	\$1,223,000	0%	432%	Swiss Reinsurance Group
XL Insurance America, Inc.	\$912,000	-10%	78%	XL America Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Transverse Specialty Insurance Company	\$430,000	4%	83%	MS&AD US Insurance Group
Trisura Specialty Insurance Company	\$314,000	46%	83%	Trisura US Insurance Group
Houston Specialty Insurance Company	\$81,000	0%	Unknown	Skyward Specialty Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Florists' Mutual Insurance Company	\$11,000	8%	-21%	Sentry Insurance Group
Sentry Insurance Company	\$7,000	1%	0%	Sentry Insurance Group
Rockingham Specialty, Inc.	\$5,000	1%	Unknown	Rockingham Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$1,473,000	0%	40%	Liberty Mutual Insurance Companies
American Security Insurance Company	\$1,420,000	1%	11%	Assurant P&C Group
Westport Insurance Corporation	\$387,000	2%	-50%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$2,145,000	1%	30%	American International Group
Endurance American Specialty Ins Co	\$1,980,000	43%	46%	Sompo Holdings US Group
National Fire & Marine Insurance Co	\$1,421,000	40%	199%	Berkshire Hathaway Insurance Group

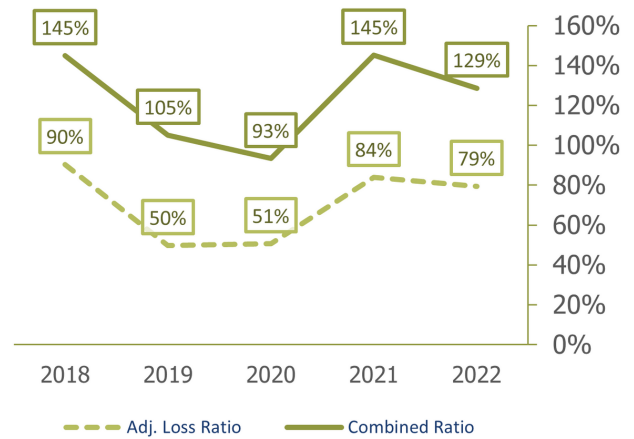
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Product Details: Products Liability

2022 Products Liability Written Premium



2022 Products Liability Loss/ Combined Ratio



5 Year Avg. Penetration:
92%

2022 Avg. Commission Rate:
13.3%

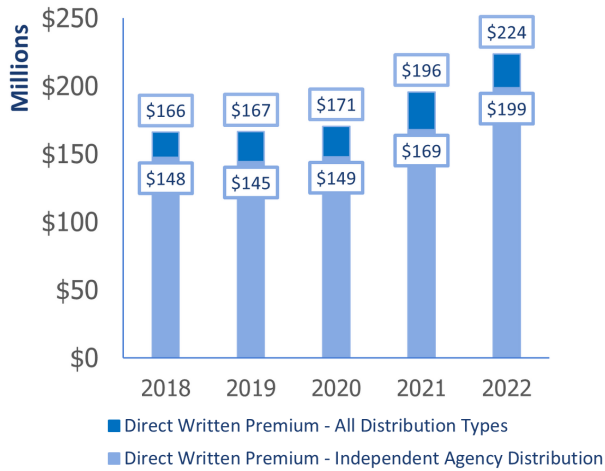
5 Year Loss / Combined Ratio:
71% / 124%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$139,217,000	\$128,810,000	\$2,652,000	\$4,824,000	\$59,720,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	2%	3%	42.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
234	209	11	8	60
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
22% / 11%	22% / 11%	28% / 8%	18% / 3%	21% / 23%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Allianz US PC Insurance Companies (G)	\$13,586,000	45%	6%	N/A
Chubb INA Group (G)	\$11,872,000	41%	28%	N/A
Selective Insurance Group (G)	\$10,115,000	47%	22%	N/A
American International Group (G)	\$8,711,000	96%	57%	N/A
Fairfax Financial (USA) Group (G)	\$6,909,000	22%	27%	N/A
Total or Average	\$139,223,000	79%	22%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Allianz Global Risks US Insurance Co	\$7,653,000	-29%	3%	Allianz US PC Insurance Companies
Crum & Forster Specialty Insurance Co	\$6,394,000	28%	28%	Fairfax Financial (USA) Group
Great American E & S Insurance Company	\$4,977,000	61%	20%	Great American P & C Insurance Group
Lexington Insurance Company	\$4,692,000	111%	58%	American International Group
HDI Global Insurance Company	\$4,332,000	37%	39%	HDI/Talanx US PC Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$3,743,000	14%	29%	Markel Corporation Group
Western World Insurance Company	\$2,586,000	43%	8%	American International Group
Colony Insurance Company	\$1,606,000	40%	-24%	Argo Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$746,000	53%	34%	Federated Mutual Group
Sentry Insurance Company	\$626,000	128%	25%	Sentry Insurance Group
Sentry Select Insurance Company	\$470,000	12%	31%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$2,551,000	91%	38%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	\$1,030,000	-18%	-10%	Nationwide Group
LM Insurance Corporation	\$440,000	20%	-3%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Crum & Forster Specialty Insurance Co	\$6,394,000	28%	28%	Fairfax Financial (USA) Group
Great American E & S Insurance Company	\$4,977,000	61%	20%	Great American P & C Insurance Group
Lexington Insurance Company	\$4,692,000	111%	58%	American International Group
Top Individual RRG				
STICO Mutual Insurance Company, RRG	\$21,000	14%	31%	...

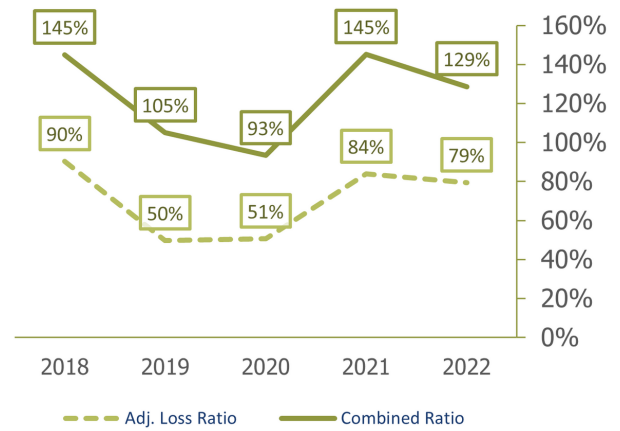
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Product Details: Surety

2022 Surety Written Premium



2022 Surety Loss/ Combined Ratio



5 Year Avg. Penetration:
88%

2022 Avg. Commission Rate:
25.0%

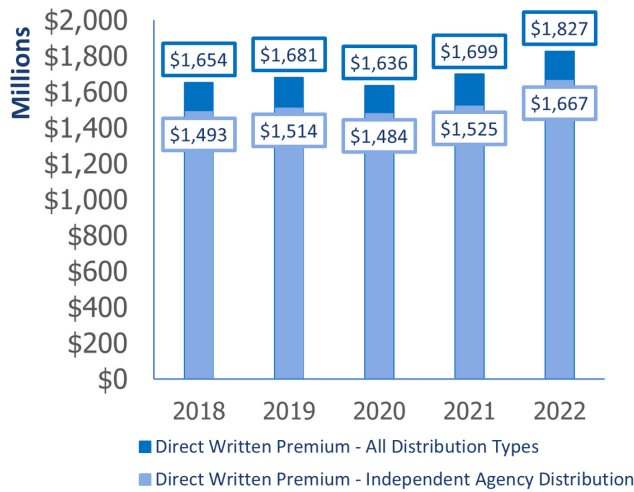
5 Year Loss / Combined Ratio:
71% / 124%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,827,353,000	\$1,666,925,000	\$36,737,000	\$94,054,000	\$1,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	91%	2%	5%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
366	313	20	17	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 3%	9% / 3%	8% / 2%	-17% / -2%	0% / -33%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
AmTrust Group (G)	\$155,868,000	44%	26%	N/A
Travelers Group (G)	\$140,758,000	17%	9%	N/A
Hartford Insurance Group (G)	\$114,546,000	63%	10%	N/A
Liberty Mutual Insurance Companies (G)	\$101,302,000	54%	-13%	N/A
Zurich Insurance US PC Group (G)	\$98,358,000	38%	11%	N/A
Total or Average	\$1,827,359,000	41%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Technology Insurance Company, Inc.	\$67,226,000	38%	37%	AmTrust Group
Bridgefield Casualty Insurance Company	\$60,179,000	34%	4%	Great American P & C Insurance Group
Travelers Property Casualty Co of Amer	\$51,359,000	15%	8%	Travelers Group
Builders Insurance (An Assn Captive Co)	\$48,893,000	46%	-2%	Builders Insurance Group
Wesco Insurance Company	\$46,420,000	49%	20%	AmTrust Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Benchmark Insurance Company	\$19,223,000	41%	7%	Benchmark Insurance Group
National Specialty Insurance Company	\$10,517,000	145%	11%	Markel Corporation Group
Accident Insurance Company, Inc.	\$7,026,000	35%	19%	Accident Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$10,957,000	42%	27%	State Farm Group
Federated Reserve Insurance Company	\$4,955,000	43%	54%	Federated Mutual Group
Federated Mutual Insurance Company	\$4,910,000	79%	-30%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	\$50,276,000	52%	-26%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	\$10,065,000	35%	-8%	Liberty Mutual Insurance Companies
Liberty Mutual Fire Insurance Company	\$9,204,000	65%	4%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$1,000	35%	0%	Starr International Group

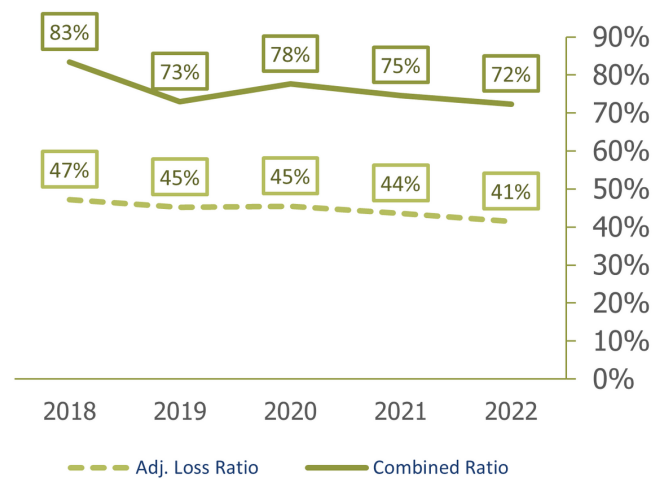
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Product Details: Workers' Compensation

2022 Work Comp Written Premium



2022 Work Comp Loss/ Combined Ratio



5 Year Avg. Penetration:
90%

2022 Avg. Commission Rate:
9.2%

5 Year Loss / Combined Ratio:
45% / 76%

ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,827,353,000	\$1,666,925,000	\$36,737,000	\$94,054,000	\$1,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	91%	2%	5%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
366	313	20	17	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 3%	9% / 3%	8% / 2%	-17% / -2%	0% / -33%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
AmTrust Group (G)	\$155,868,000	44%	26%	N/A
Travelers Group (G)	\$140,758,000	17%	9%	N/A
Hartford Insurance Group (G)	\$114,546,000	63%	10%	N/A
Liberty Mutual Insurance Companies (G)	\$101,302,000	54%	-13%	N/A
Zurich Insurance US PC Group (G)	\$98,358,000	38%	11%	N/A
Total or Average	\$1,827,359,000	41%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Technology Insurance Company, Inc.	\$67,226,000	38%	37%	AmTrust Group
Bridgefield Casualty Insurance Company	\$60,179,000	34%	4%	Great American P & C Insurance Group
Travelers Property Casualty Co of Amer	\$51,359,000	15%	8%	Travelers Group
Builders Insurance (An Assn Captive Co)	\$48,893,000	46%	-2%	Builders Insurance Group
Wesco Insurance Company	\$46,420,000	49%	20%	AmTrust Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Benchmark Insurance Company	\$19,223,000	41%	7%	Benchmark Insurance Group
National Specialty Insurance Company	\$10,517,000	145%	11%	Markel Corporation Group
Accident Insurance Company, Inc.	\$7,026,000	35%	19%	Accident Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$10,957,000	42%	27%	State Farm Group
Federated Reserve Insurance Company	\$4,955,000	43%	54%	Federated Mutual Group
Federated Mutual Insurance Company	\$4,910,000	79%	-30%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	\$50,276,000	52%	-26%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	\$10,065,000	35%	-8%	Liberty Mutual Insurance Companies
Liberty Mutual Fire Insurance Company	\$9,204,000	65%	4%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$1,000	35%	0%	Starr International Group

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All Lines of Business: Additional Details

All P-C Lines of P-C Business	All Direct Written Premium	1-Year Loss Ratio	5-Year Loss Ratio	1-Year Growth	5-Year Growth	1-Year Penetration	5-Year Penetration
Accident & Health	211,362,000	85%	80%	16%	8%	66%	58%
Aggregate Write-ins	30,449,000	16%	40%	-12%	-1%	40%	38%
Aircraft (all perils)	87,747,000	73%	74%	14%	11%	98%	97%
All Commercial Auto	2,507,393,000	81%	78%	16%	15%	80%	81%
All Private Passenger Auto	11,263,191,000	86%	71%	7%	5%	26%	25%
Allied Perils Only	476,670,000	44%	70%	6%	13%	82%	79%
Boiler & Machinery	73,523,000	8%	27%	14%	14%	94%	94%
Burglary & Theft	19,605,000	27%	57%	22%	18%	97%	95%
Commercial Multi-Peril	1,485,344,000	67%	59%	11%	8%	84%	84%
Credit	62,331,000	35%	54%	13%	6%	61%	59%
Earthquake	22,141,000	8%	3%	-24%	8%	81%	82%
Excess Workers' Comp	54,981,000	59%	32%	13%	5%	89%	93%
Farmowners Multi-Peril	168,597,000	55%	75%	8%	7%	29%	25%
Federal Flood	40,591,000	11%	14%	-11%	0%	68%	67%
Fidelity	37,355,000	37%	49%	3%	4%	93%	93%
Financial Guaranty	562,000	0%	0%	-64%	-22%	7%	1%
Fire Peril Only	546,774,000	53%	61%	12%	13%	89%	88%
Homeowners Multi-Peril	4,595,769,000	77%	69%	12%	8%	38%	36%
Inland Marine	1,021,605,000	51%	50%	13%	9%	76%	74%
International	8,000	60%	60%	N/A	N/A	100%	100%
Medical Malpractice	401,148,000	71%	83%	8%	7%	65%	62%
Mortgage Guaranty	202,974,000	-29%	5%	1%	3%	16%	14%
Multi-Peril Crop	311,265,000	73%	97%	51%	20%	100%	100%
Ocean Marine	89,686,000	120%	70%	2%	9%	96%	97%
Other Liability (Claims-made)	1,056,172,000	53%	59%	3%	16%	93%	93%
Other Liability (Occurrence)	1,961,223,000	86%	77%	8%	16%	85%	83%
Private Crop	3,802,000	30%	115%	-1%	20%	100%	100%
Private Flood	22,980,000	12%	14%	24%	14%	85%	83%
Products Liability	139,217,000	79%	71%	22%	11%	93%	92%
Surety	223,852,000	79%	71%	14%	8%	89%	88%
Warranty	57,186,000	63%	72%	1%	2%	83%	87%
Workers' Compensation	1,827,353,000	41%	45%	8%	3%	91%	90%
Total (All Lines)	29,002,878,000	74%	67%	9%	8%	53%	51%
Total (IA-Focused Lines)	28,438,014,000	Unknown	Unknown	9%	8%	53%	51%

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Largest Insurers by Distribution Style

Top 10 Insurers Classified as IA or Broker - DPW (Premiums) in Millions of Dollars

Georgia Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Progressive Mountain Insurance Company	Progressive Insurance Group	1,229.7	Independent Agency
Auto-Owners Insurance Company	Auto-Owners Insurance Group	471.3	Independent Agency
Owners Insurance Company	Auto-Owners Insurance Group	449.8	Independent Agency
Allstate Vehicle and Property Ins Co	Allstate Insurance Group	365.8	Independent Agency
Travelers Property Casualty Insurance Co	Travelers Group	361.4	Independent Agency
Cincinnati Insurance Company	The Cincinnati Insurance Companies	247.3	Independent Agency
Travelers Property Casualty Co of Amer	Travelers Group	238.6	Independent Agency
Travelers Personal Insurance Company	Travelers Group	218.6	Independent Agency
Continental Casualty Company	CNA Insurance Companies	198.8	Independent Agency
National Union Fire Ins Co Pittsburgh PA	American International Group	191.5	Broker

Top 10 Insurers Classified as MGA/Wholesale - DPW (Premiums) in Millions of Dollars

Georgia Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Liberty Mutual Personal Insurance Co	Liberty Mutual Insurance Companies	72.8	Managing General Agent
Evanston Insurance Company	Markel Corporation Group	68.4	Managing General Agent
Universal Property & Casualty Ins Co	Universal Insurance Holdings Group	53.0	Managing General Agent
Southern General Insurance Company	...	45.2	Managing General Agent
AssuranceAmerica Insurance Company	AssuranceAmerica Insurance Group	42.3	Managing General Agent
Stratford Insurance Company	American International Group	42.1	General Agent
Trisura Specialty Insurance Company	Trisura US Insurance Group	32.3	Managing General Agent
Praetorian Insurance Company	QBE North America Insurance Group	29.9	Managing General Agent, General Agent
Spinnaker Insurance Company	Spinnaker Insurance Group	28.7	Managing General Agent
Benchmark Insurance Company	Benchmark Insurance Group	24.4	Managing General Agent, Direct Response

Top 10 Insurers Classified as IA-Mixed - DPW (Premiums) in Millions of Dollars

Georgia Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
United Financial Casualty Company	Progressive Insurance Group	133.1	Independent Agency, Direct Response
Factory Mutual Insurance Company	FM Global Group	123.0	Direct Response, Broker
American Agri-Business Insurance Company	Sompo Holdings US Group	81.9	Other Agency
American Modern Property & Casualty Ins	Munich-American Holding Corp Companies	65.2	Worksite Marketing
Jefferson Insurance Company	Allianz US PC Insurance Companies	57.0	Internet, Independent Agency
Church Mutual Insurance Company, S.I.	Church Mutual Insurance Group	39.7	Direct Response, Independent Agency
Rural Community Insurance Company	Zurich Insurance US PC Group	37.3	Other
Permanent General Assurance Corp of Ohio	American Family Insurance Group	31.1	Independent Agency, Other Direct
Doctors Company, An Interinsurance Exch	Doctors Company Insurance Group	28.5	Independent Agency, Direct Response
Coast National Insurance Company	Farmers Insurance Group	26.3	Independent Agency, Exclusive/Captive

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Largest Insurers by Distribution Style

Top 10 Insurers Classified as Exclusive-Captive - DPW (Premiums) in Millions of Dollars

Georgia Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
State Farm Mutual Automobile Ins Co	State Farm Group	2,339.3	Exclusive/Captive Agent
State Farm Fire and Casualty Company	State Farm Group	1,468.6	Exclusive/Captive Agent
Allstate Property and Casualty Ins Co	Allstate Insurance Group	924.5	Exclusive/Captive Agent
LM General Insurance Company	Liberty Mutual Insurance Companies	420.2	Exclusive/Captive Agent
Farmers Insurance Exchange	Farmers Insurance Group	377.9	Exclusive/Captive Agent
Allstate Fire and Casualty Insurance Co	Allstate Insurance Group	200.2	Exclusive/Captive Agent
Allstate Insurance Company	Allstate Insurance Group	197.2	Exclusive/Captive Agent
Mid-Century Insurance Company	Farmers Insurance Group	180.8	Exclusive/Captive Agent
COUNTRY Mutual Insurance Company	COUNTRY Financial Property Casualty Grp	171.8	Exclusive/Captive Agent
American Standard Insurance Co of Ohio	American Family Insurance Group	136.4	Exclusive/Captive Agent

Top 10 Insurers Classified as Direct - DPW (Premiums) in Millions of Dollars

Georgia Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Progressive Premier Ins Co of Illinois	Progressive Insurance Group	808.3	Direct Response
GEICO General Insurance Company	Berkshire Hathaway Insurance Group	614.6	Direct Response
United Services Automobile Association	USAA Group	541.0	Direct Response
Georgia Farm Bureau Mutual Insurance Co	Georgia Farm Bureau Group	522.1	Direct Response
USAA Casualty Insurance Company	USAA Group	466.1	Direct Response
GEICO Indemnity Company	Berkshire Hathaway Insurance Group	402.7	Direct Response
USAA General Indemnity Company	USAA Group	328.5	Direct Response
Government Employees Insurance Company	Berkshire Hathaway Insurance Group	203.0	Direct Response
Garrison Property and Casualty Ins Co	USAA Group	192.2	Direct Response
Nationwide General Insurance Company	Nationwide Group	121.2	Direct Response

Top 10 Insurers Classified as Other - DPW (Premiums) in Millions of Dollars

Georgia Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
ASI Home Insurance Corp.	Progressive Insurance Group	93.9	Inactive
InsureMax Insurance Company	AssuranceAmerica Insurance Group	56.2	Inactive
Nationwide Mutual Fire Insurance Company	...	32.3	Inactive
Essent Guaranty, Inc.	Essent Guaranty Group	29.5	Not Available
Cincinnati Specialty Underwriters Ins Co	The Cincinnati Insurance Companies	25.5	Not Available
Berkshire Hathaway Specialty Ins Co	Berkshire Hathaway Insurance Group	23.9	Not Available
National Mortgage Insurance Corporation	National Mortgage Insurance Group	23.9	Not Available
Greenwich Insurance Company	XL America Companies	21.2	Not Available
Nationwide Affinity Ins Co of America	Nationwide Group	17.8	Not Available
Attorneys' Liab Assr Society Ltd., A RRG	...	12.8	Not Available

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Appendix: Product Details Explanation

A: This is the line of business. If a top 10 line of business, the small pie chart ("thumbnail") shows where the line of business is in the ranking of premiums. If no thumbnail pie chart the line is not in the top 10.

B: Total direct written premiums (dark blue) are shown along with independent agent premiums (light blue). This shows trends and portions of premiums through independent agents over 5 years.

C: 5-year loss ratios and combined ratios are shown. These are adjusted calendar year loss ratios.

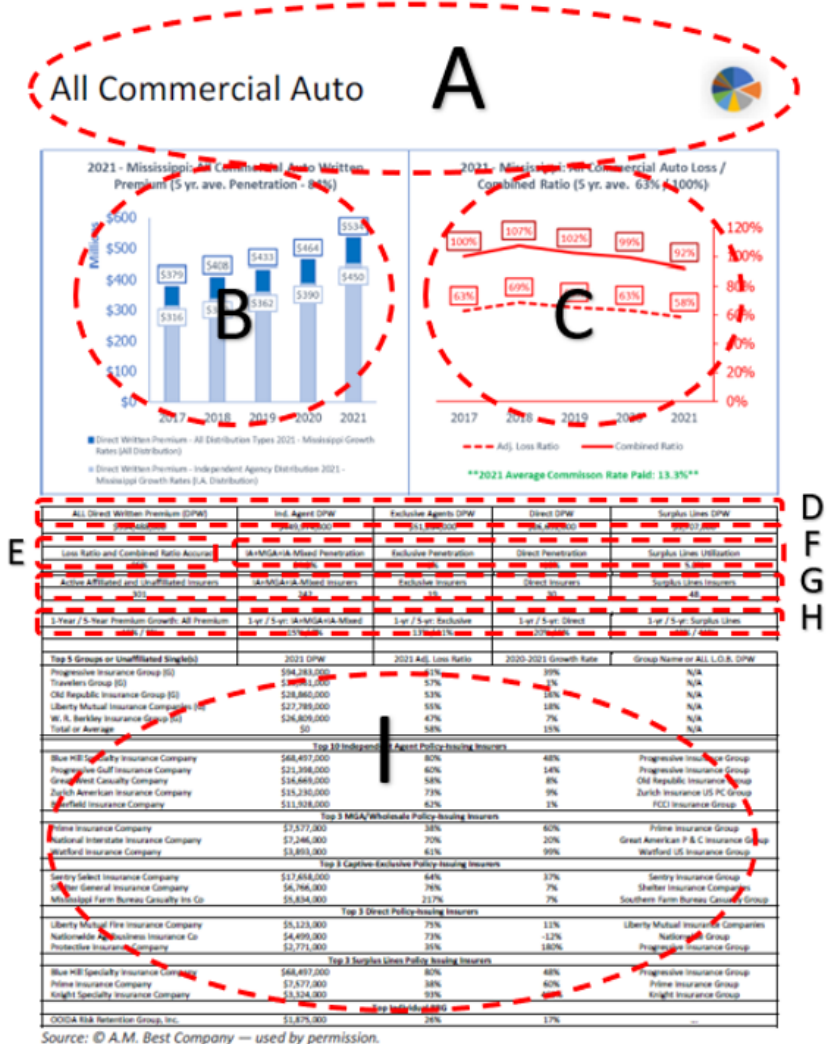
D: Direct written premium dollars are provided for all distribution, Independent Agents, Exclusive and Direct. Surplus Lines premiums are also provided for all distribution styles.

E: This is the level of processing at the A.M. Best organization of premiums and losses included in the loss and combined ratios. Approximately in June-July it reaches 100% for all lines.

F: These penetration percentages are the quotient of premiums shown above them and all premiums for all distribution styles.

G: This is the active insurers in the line of business for each distribution style.

H: This is the 1-year and 5-year growth rate for each distribution style.



I: Top premium insurers are listed for the following: top 5 Groups and total, top 5 Pure IA or Broker, top 3 MGA/Wholesale, top 3 Exclusive-Captive and Direct, top 3 Surplus Lines, and the top Risk Retention Group (if any). Provided for each insurer are written premium, adjusted loss ratio, growth rate, and the group or fleet the insurer belongs to.

Above is an image of a sample Top Line of Business detail page. It is provided with notations (A-I) to assist in understanding the components of the product details provided for each Line of Business.