

2022 United States P&C Marketplace Summary

Premiums - Distribution - Line of Business Trends



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Members and partners of [the Independent Insurance Agents & Brokers of America \(The Big “I”\)](#) receive the annual Market Share Report free as a member or partner benefit. Information contained in this report is based on data through 2021.

This report graphically and numerically presents the United States property and casualty (P&C) insurance industry data from the independent agent’s perspective and is broken into three key parts.

Market Share Report Summary: The Market Share Report summary emphasizes direct premiums, direct losses and the associated direct underwriting results before reinsurance. This summary presents the 2021 direct written premium for all 32 lines of business reported by P&C insurers for all distribution styles. Six of the 32 lines presented are not considered “traditional” independent agent P&C insurance lines and thus are not addressed in the section of this report focused on independent agent distribution. The six lines removed from individual in-depth review and comparison are: accident & health, aggregate write-in, credit insurance, financial guarantee insurance, mortgage guaranty and warranty.

Independent Agent Focused Lines: For the traditional 26 agent-focused lines of business, specific data is provided on loss ratios, growth rates, penetration rates by the various distribution styles and commission rates. In addition—and important to independent agents—a breakout of surplus lines activity is provided to show trends and utilization rates.

Each of the 26 agent-focused lines of business are detailed individually. Presented within the individual line-of-insurance pages are five-year premiums, loss and combined ratios, penetration rates by distribution style and information on the largest insurers in those lines. The independent agent-focused lines of business are presented in alphabetical order.

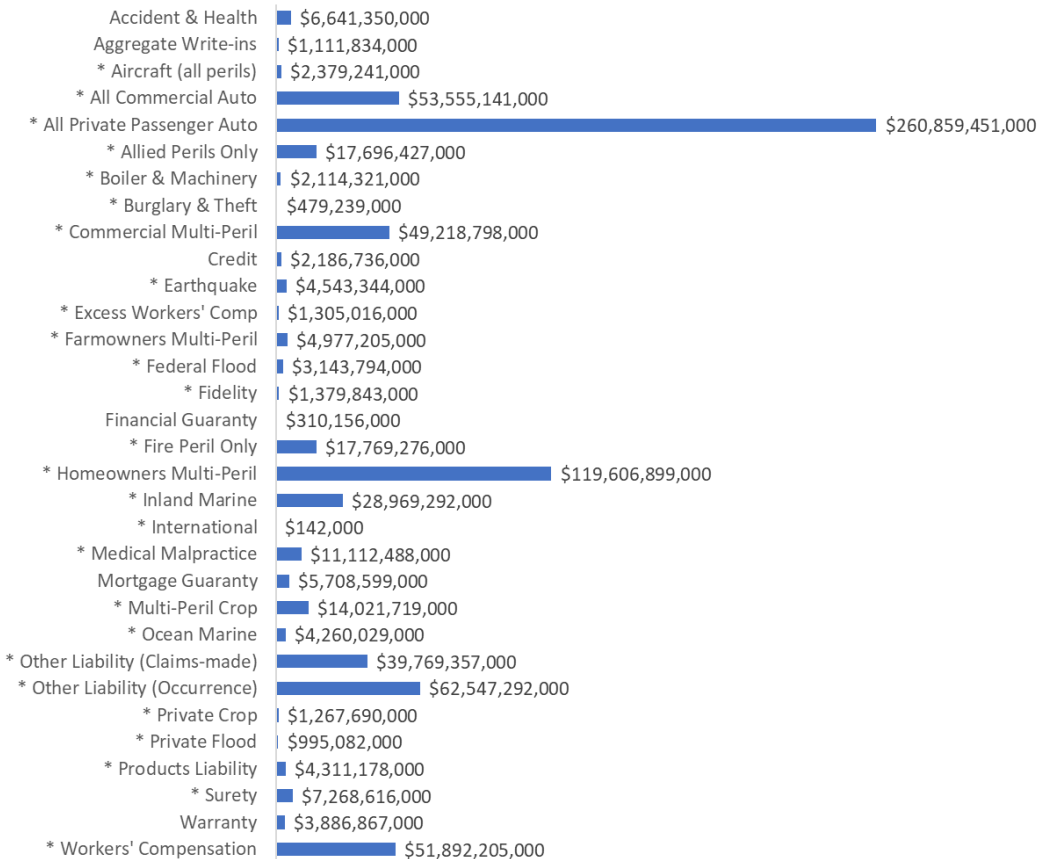
Supporting Information: Appendices are provided to: 1) detail the various approaches taken in compiling and presenting the information contained and presented in this report; 2) provide data definitions specific to the insurance industry; and 3) provide additional information that supports the findings of this report.

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Premiums: All P&C Lines of Business – All Distribution Styles

2021 - United States: Total Premium For All Lines of Business (\$785,288,646,000)



Source: © AM Best Company — used with permission.

Notes: This chart presents premium information for the 32 lines of business P&C insurers are required to report within their annual statement. Lines reported are listed alphabetically. The 26 agent-focused lines of business contained within this list are emphasized with an asterisk (*). Each of these asterisk-highlighted lines of business are included whenever a total is provided for IA-focused lines in the remainder of this report. As previously referenced, the lines of business not included in Total IA-focused lines are: accident & health, aggregate write-ins, credit, financial guaranty, mortgage guaranty, and warranty. These six excluded lines of business accounted for approximately 2.53% of all property and casualty premiums in 2021.

Additional data on all 32 lines of business is provided in Appendix #1: All Lines of Business – Additional Details.

Total Premium Perspective

The “Premiums: All Lines of P&C Business” chart provided information on total P&C premiums and premiums broken down by line of business. To add perspective to this data, the chart below presents the total premiums for each line of business in the entirety of the United States and breaks out the smallest and largest state by premium in each category.

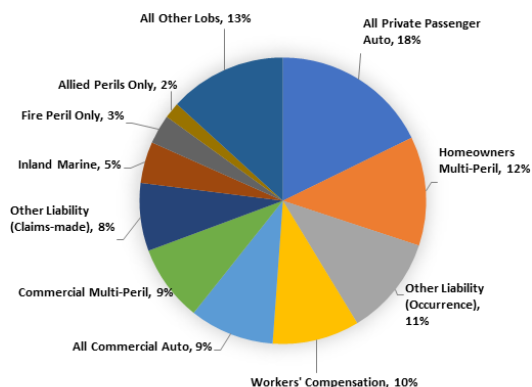
Total (All Lines) includes premiums for all 32 lines of business as presented in the chart entitled “Premiums: All P&C Lines of Business - –All Distribution Styles. The combined premiums for personal lines includes: All private passenger auto, homeowners multi-peril and farmowners multi-peril. Commercial lines is all other lines of business except all private passenger auto, homeowners multi-peril, farmowners multi-peril and credit.

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

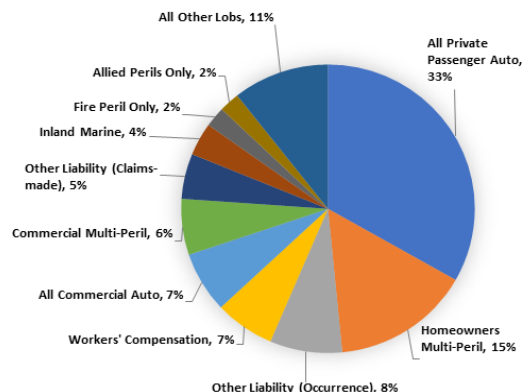
Source: © AM Best Company — used with permission; U.S. Census Bureau.

Premiums: Top Agent Lines of Business

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



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



Source: © AM Best Company — used with permission.

Notes: The two pie charts above indicate which lines of business are traditionally written by independent agents. Percentages are based on direct written premium. Both pie charts present the top 10 lines of business, with the percentage of premiums from the remaining 16 traditionally independent agent lines of business combined in the “All Other LOB” slice.

- The pie chart on the left presents the percentage of direct written premiums the listed line of business represents compared to total premiums written by independent agents in the United States. For example, All Private Passenger Auto accounts for 18% of all premiums written by independent agents in the United States.
- The pie chart on the right shows the same lines of business, in the same order, but includes all distribution styles for each line of business presented. For example, All Private Passenger Auto accounts for 33% of all P&C insurance premiums for all distribution types.

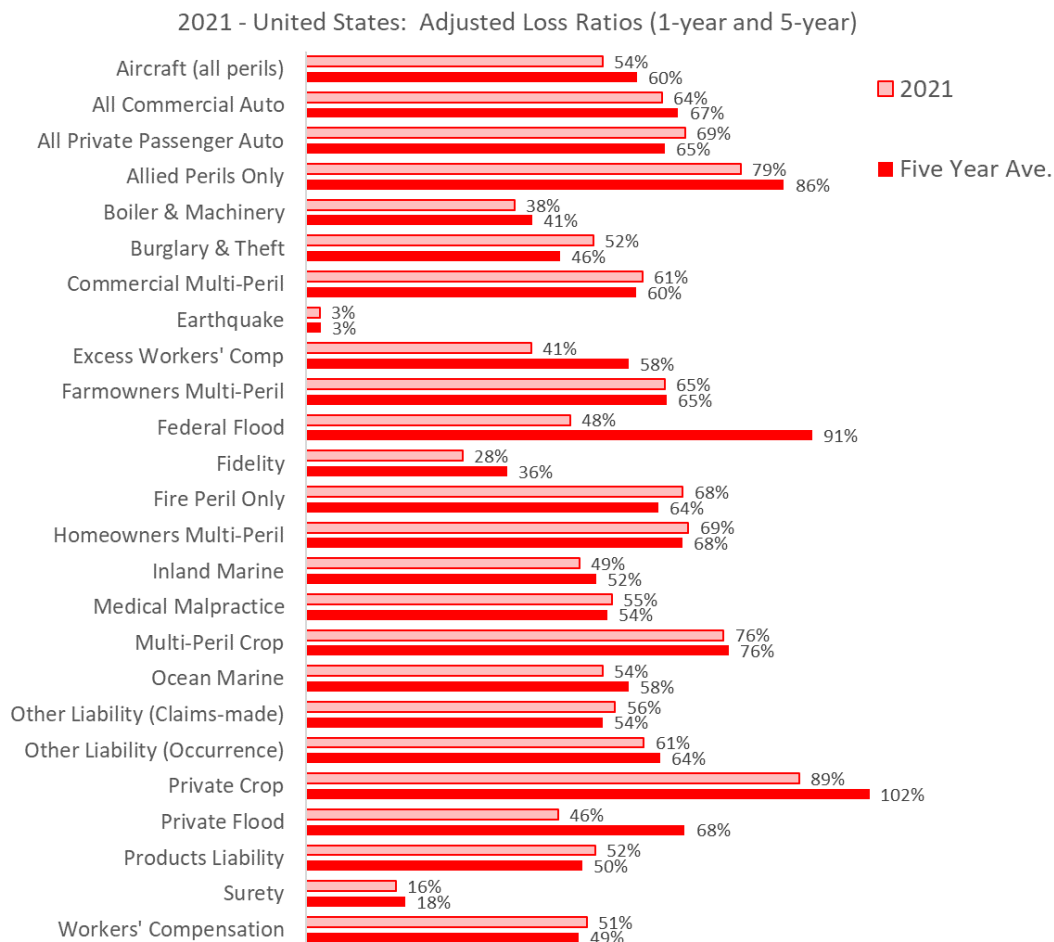
In Appendix #2: Distribution Style Classifications, background is given on the classification of insurers into distribution styles based on insurer reported marketing types.

Top Line of Business Perspective

In the United States as a whole, private passenger auto is the largest premium line of business placed through independent agents. On a state-by-state basis, private passenger auto is the largest line in approximately 80% of the states, but there are exceptions. The exceptions include:

- Multi-peril crop generated the most premium in several Midwest states.
- Other liability (occurrence) and other liability (claims-made) were the highest in some states.
- Workers' compensation was the largest line in a few states.
- Homeowners' multi-peril was the largest line in one state.

Loss Ratios: Agent-Focused Lines of Business



Source: © AM Best Company — used with permission. (International not shown because less than five years data is available).

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

Notes: This chart provides loss ratios for the 26 lines of business traditionally written by independent agents. Loss ratios are calculated as “adjusted calendar year loss ratios,” as defined by the formula above.

For each line of business, the losses used in the ratio of losses-to-earned-premiums equals the paid losses that year, plus any estimates of future losses that will be paid from claims occurring that year (new reserves), plus any changes in reserves from previous years made in the year calculated (prior reserves). The term "adjusted" applies if and when dividends are paid out under a line of business. When dividends are paid, the loss ratio is adjusted for that cost. The timing of dividend payments is of minimal importance, the adjusted loss ratio and unadjusted loss ratio are nearly the same. However, where dividends are a factor, it is important to include them in the calculation when the loss ratios of different lines of business are compared.

Loss Ratio Perspective

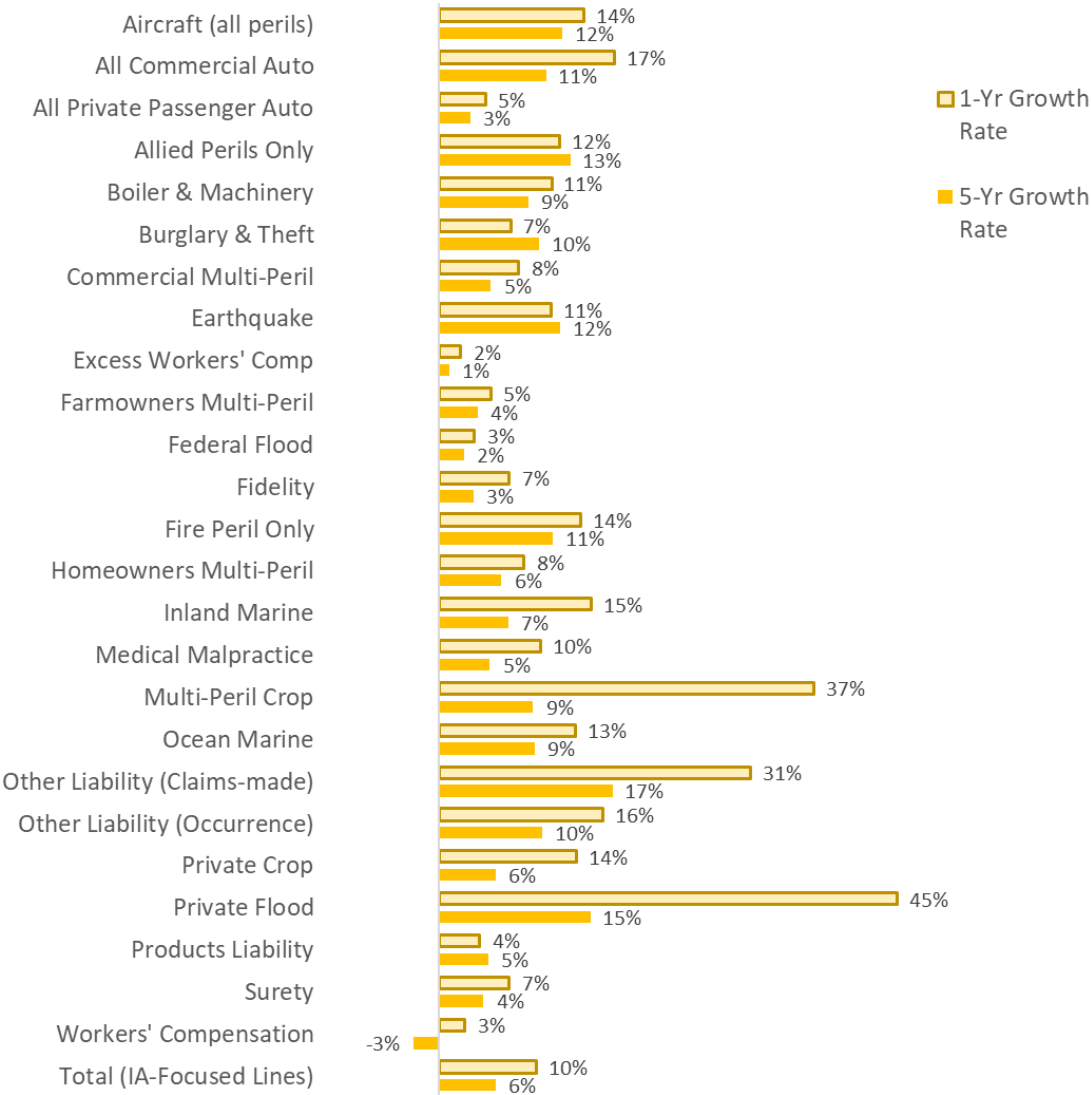
As demonstrated by the Loss Ratio chart, loss ratios often vary over time. The short-run and long-run loss ratios can differ, greatly at times. Loss ratios can also vary by state. Below is a chart listing national loss ratios by line in 2021 contrasted with the states that had the lowest and highest loss ratio in that line.

Line of Business	2021 United States (Loss Ratio)	Lowest State (Loss Ratio)	Highest State (Loss Ratio)
Aircraft (All Perils)	54%	South Dakota (-3%)	Hawaii (166%)
All Commercial Auto	64%	New Hampshire (35%)	Texas (80%)
All Private Passenger Auto	69%	Vermont (55%)	Louisiana (76%)
Allied Perils Only	79%	Alaska (-45%)	Louisiana (588%)
Boiler & Machinery	38%	Nevada (-10%)	Texas (157%)
Burglary & Theft	52%	West Virginia (3%)	District of Columbia (202%)
Commercial Multi-Peril	61%	Vermont (26%)	Louisiana (344%)
Earthquake	3%	South Dakota (-8%)	Oklahoma (439%)
Excess Workers' Compensation	41%	Rhode Island (-100%)	Vermont (307%)
Farmowners Multi-Peril	65%	Hawaii (-100%)	Louisiana (206%)
Federal Flood	48%	South Dakota (-18%)	Louisiana (263%)
Fidelity	28%	Wyoming (-10%)	Oklahoma (76%)
Fire Peril Only	68%	Wyoming (-8%)	Louisiana (318%)
Homeowners Multi-Peril	69%	Maine (33%)	Louisiana (403%)
Inland Marine	49%	Alaska (22%)	Louisiana (80%)
Medical Professional Liability	55%	Wisconsin (5%)	Rhode Island (188%)
Multi-Peril Crop	76%	Rhode Island (-36%)	Washington (297%)
Ocean Marine	54%	New Mexico (-4%)	Louisiana (122%)
Other Liability (Claims-Made)	56%	Hawaii (29%)	South Carolina (72%)
Other Liability (Occurrence)	61%	Maryland (14%)	West Virginia (99%)
Private Crop	89%	Alabama (-100%)	Mississippi (198%)
Private Flood	46%	Georgia (-13%)	New Jersey (358%)
Products Liability	52%	Kentucky (-1%)	Nebraska (124%)
Surety	16%	Vermont (-100%)	Connecticut (72%)
Workers' Compensation (*)	51%	Ohio (-28%)	Oregon (107%)
Total All Lines	63%	Vermont (45%)	Louisiana (171%)

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

Premium Growth Rates: Agent-Focused Lines of Business

2021 - United States: Premium Growth Rates (1-year and 5-year)



Source: © AM Best Company — used with permission. (International not shown because less than 5 years data is available.)

Notes: The Premium Growth Rate bar chart presents the percentage change in direct written premiums for the 26 lines of business traditionally written by independent agents. The 1-year percentage is the percentage change in premiums from 2020 to 2021. The 5-year growth or retraction rate represents the calculated constant percentage growth or retraction from the first year to the last year on a compounded basis. The Total (IA-Focused Lines) is the average growth rates for the 26 lines of business traditionally written by independent agents.

Growth Rates Perspective

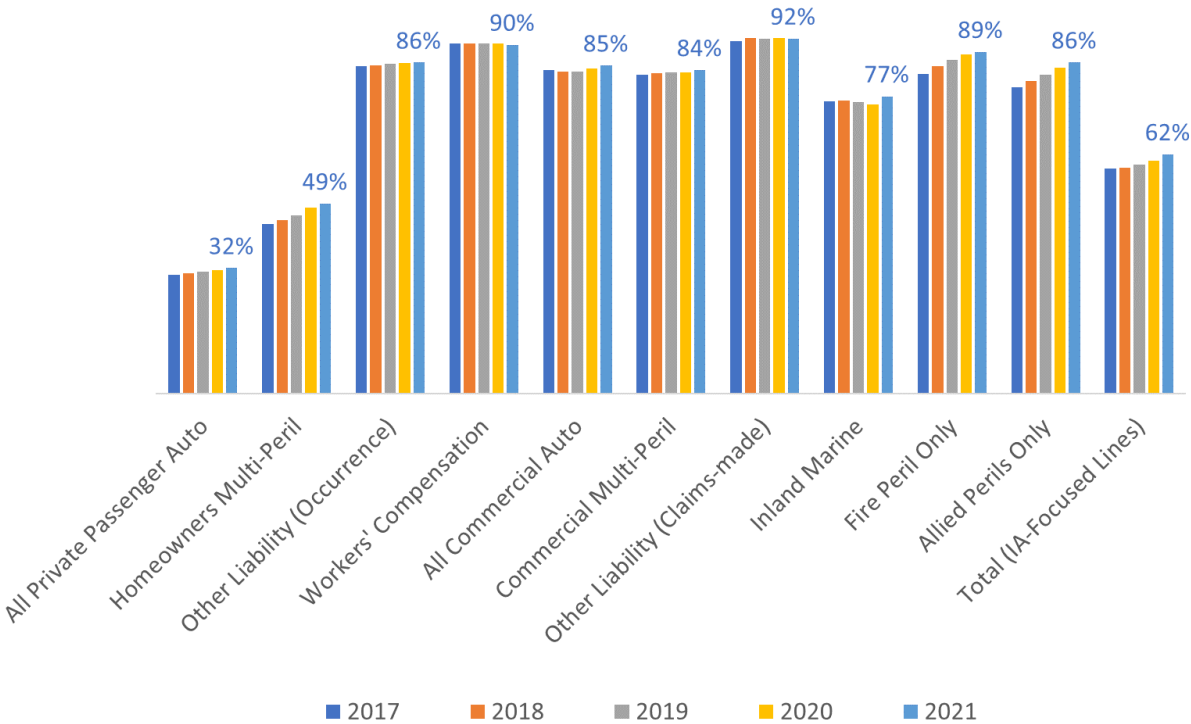
Premium growth rates can vary considerably by line of business. They can also vary considerably by state. The chart below compares the 1-year growth rates by line of business for the entire United States against the states with the highest and lowest growth rate in that line of business.

Line of Business	United States Growth Rate	Lowest State Growth Rate	Highest State Growth Rate
Aircraft (all perils)	14%	Rhode Island (-22%)	Vermont (54%)
All Commercial Auto	17%	West Virginia (4%)	District of Columbia (37%)
All Private Passenger Auto	5%	Michigan (-2%)	Idaho (9%)
Allied Perils Only	12%	Alaska (-34%)	Alabama (21%)
Boiler & Machinery	11%	Indiana (-2%)	South Dakota (26%)
Burglary & Theft	7%	South Dakota (-33%)	New Mexico (42%)
Commercial Multi-Peril	8%	Alaska (-6%)	Iowa (14%)
Earthquake	11%	Vermont (-94%)	New Hampshire (69%)
Excess Workers' Compensation	2%	North Dakota (-214%)	Wyoming (77%)
Farmowners Multi-Peril	5%	New Hampshire (0%)	New Jersey (15%)
Federal Flood	1%	South Carolina (-22%)	District of Columbia (15%)
Fidelity	7%	Vermont (-23%)	Idaho (31%)
Fire Peril Only	13%	Alaska (-5%)	Illinois (30%)
Homeowners Multi-Peril	8%	Louisiana (0%)	Idaho (13%)
Inland Marine	15%	Alaska (-4%)	Arizona (25%)
Medical Malpractice	10%	Wisconsin (-2%)	West Virginia (31%)
Multi-Peril Crop	37%	Arizona (-37%)	Rhode Island (296%)
Ocean Marine	13%	Arkansas (-3%)	District of Columbia (50%)
Other Liability (Claims-Made)	31%	Nebraska (4%)	Rhode Island (63%)
Other Liability (Occurrence)	16%	Arkansas (-3%)	Montana (31%)
Private Crop	14%	New York (-32%)	Nevada (337%)
Private Flood	45%	Michigan (8%)	Delaware (174%)
Products Liability	4%	West Virginia (-38%)	Montana (35%)
Surety	7%	Utah (-13%)	Maine (56%)
Workers' Compensation	3%	Wyoming (-22%)	Ohio (27%)
Total (IA-Focused Lines)	10%	Vermont (-6%)	South Dakota (17%)

Source: © AM Best Company — used with permission.

Penetration: Top Agent-Focused Lines of Business

2021 - United States Penetration: Top Independent Agent Lines of Business



Source: © AM Best Company — used with permission.

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

Notes: The clustered bar chart indicates independent agent penetration trends for the top 10 lines of business in order of total direct written premiums placed through independent agents. The penetration percentages are calculated by dividing premiums written through independent agents by premiums written for all distribution models for each LOB.

The 1-year and 5-year average penetration is also available for all the lines of business traditionally written by independent agents in the Lines of Business: Product Details in another section of this report. Information on classification of insurers into distribution styles is in Appendix #2: Distribution Style Classifications.

Penetration Rate Perspective

Independent agent penetrations vary by LOB. The four following charts graphically present the market penetration of independent agents in 2021. Chart 1 illustrates all 26 LOBs traditionally written by independent agents. Chart 2 focuses on personal lines, Chart 3 focuses on commercial lines and Chart 4 focus on LOBs that cannot easily be specifically classified as either personal or commercial lines.

Chart 1: 2021 IA Percentage - All P&C Lines

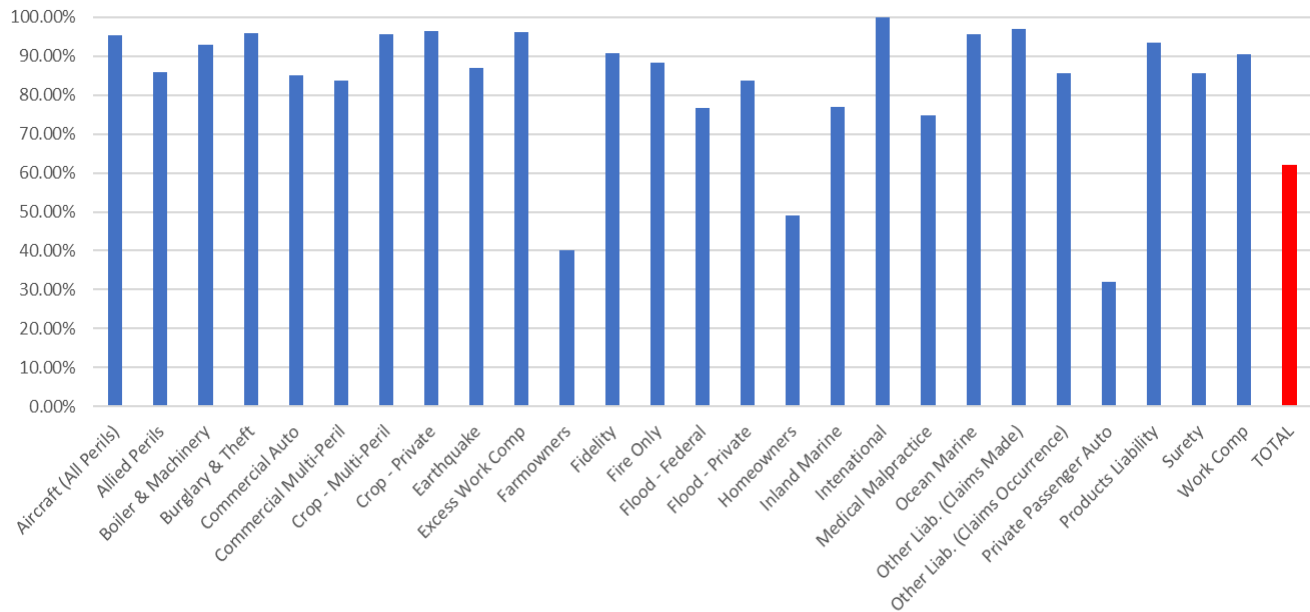


Chart 2: 2021 IA Percentage - Personal Lines

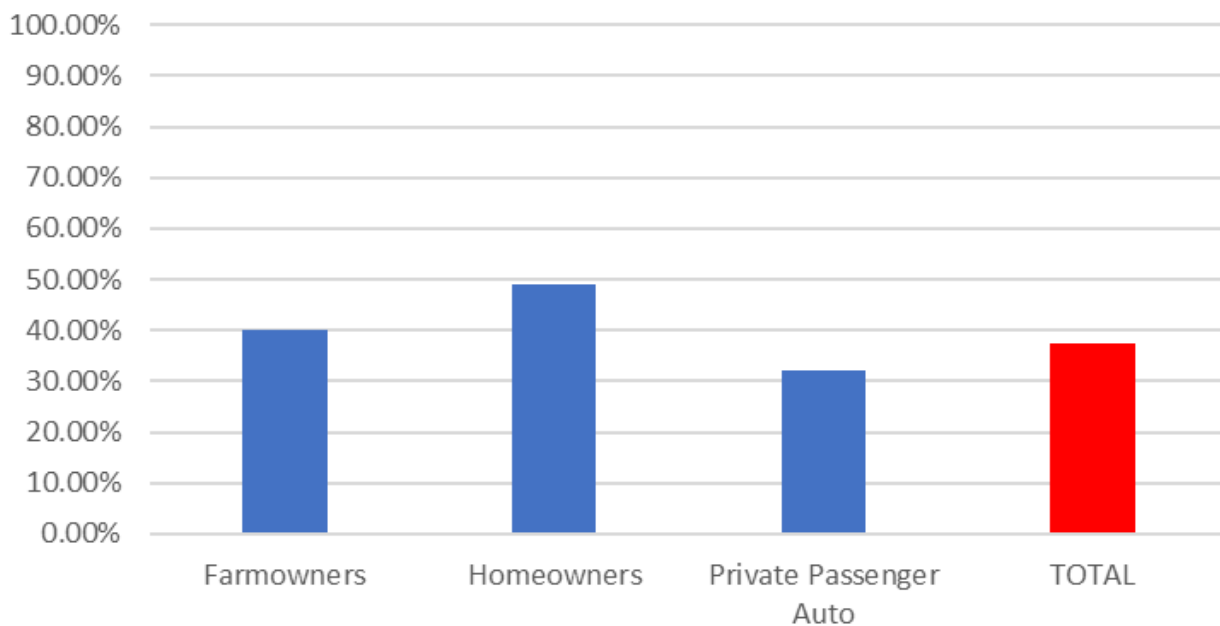


Chart 3: 2021 IA Percentage - Commercial Lines

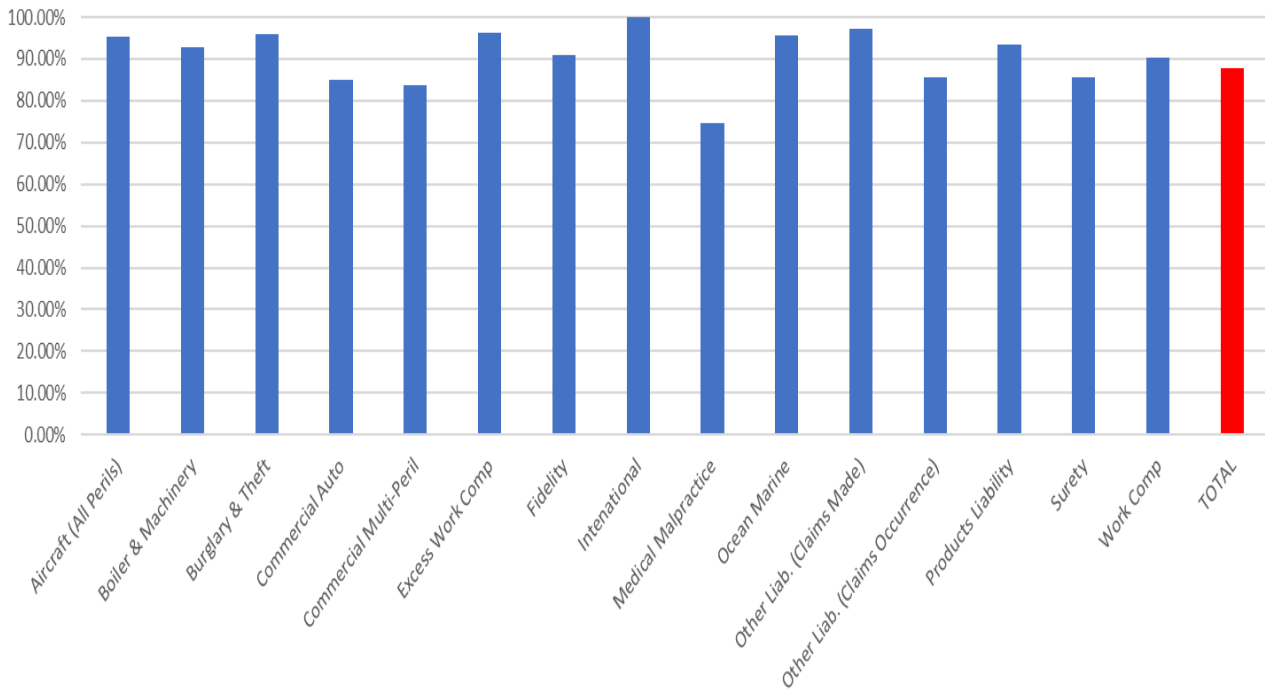
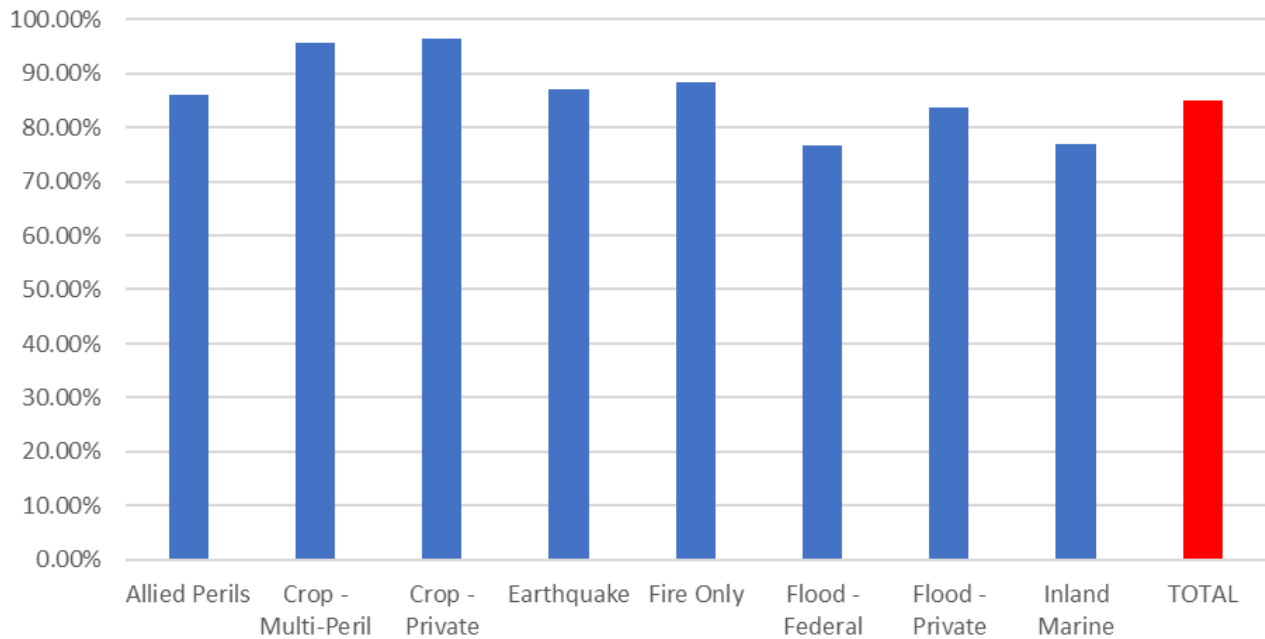


Chart 4: 2021 IA Percentage - Other / Unclassified

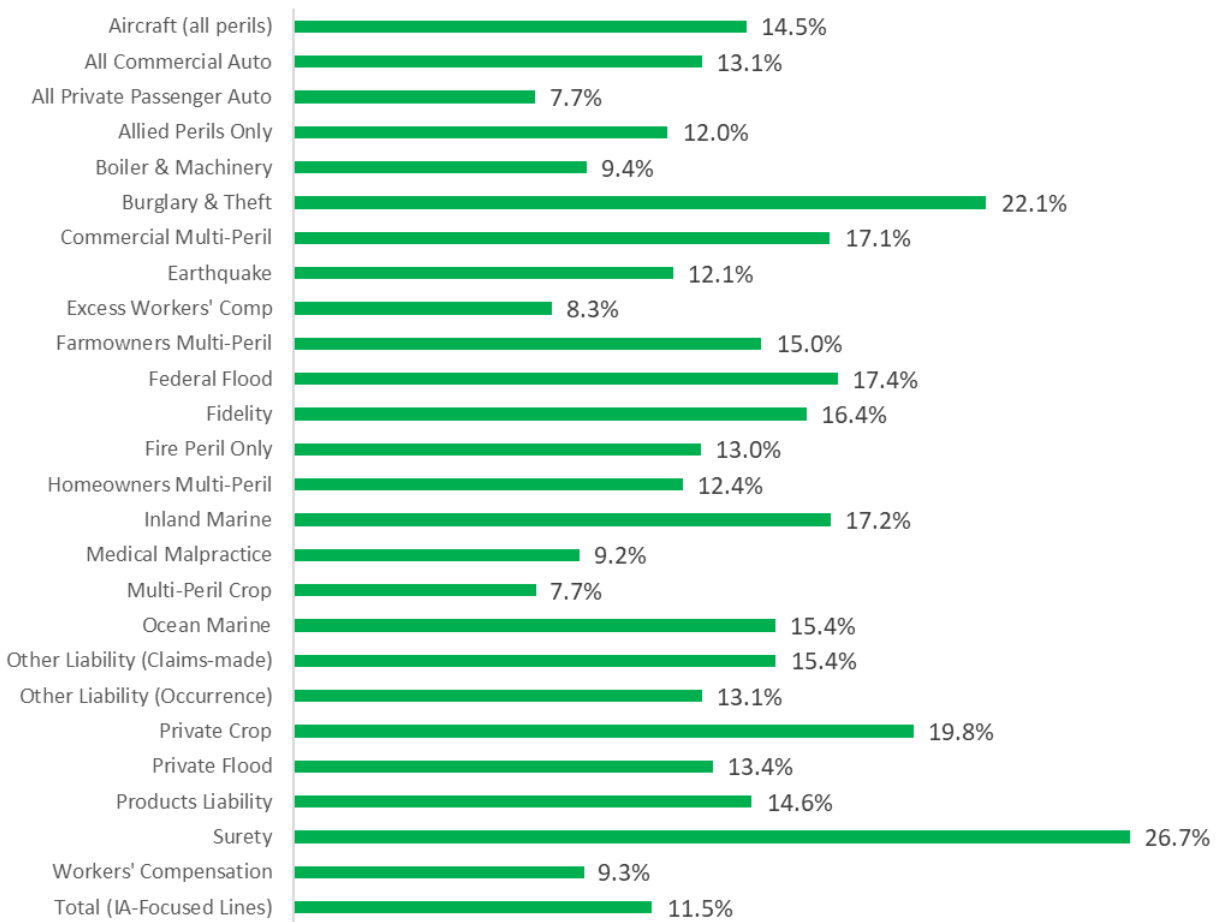


Source: © AM Best Company — used with permission

Information on classification of insurers into distribution styles used in this summary is found in Appendix #2: Distribution Style Classifications.

Commissions: Top Agent-Focused Lines of Business

2021 United States: Commission Rates (Ranked by IA Top Lines of Business)



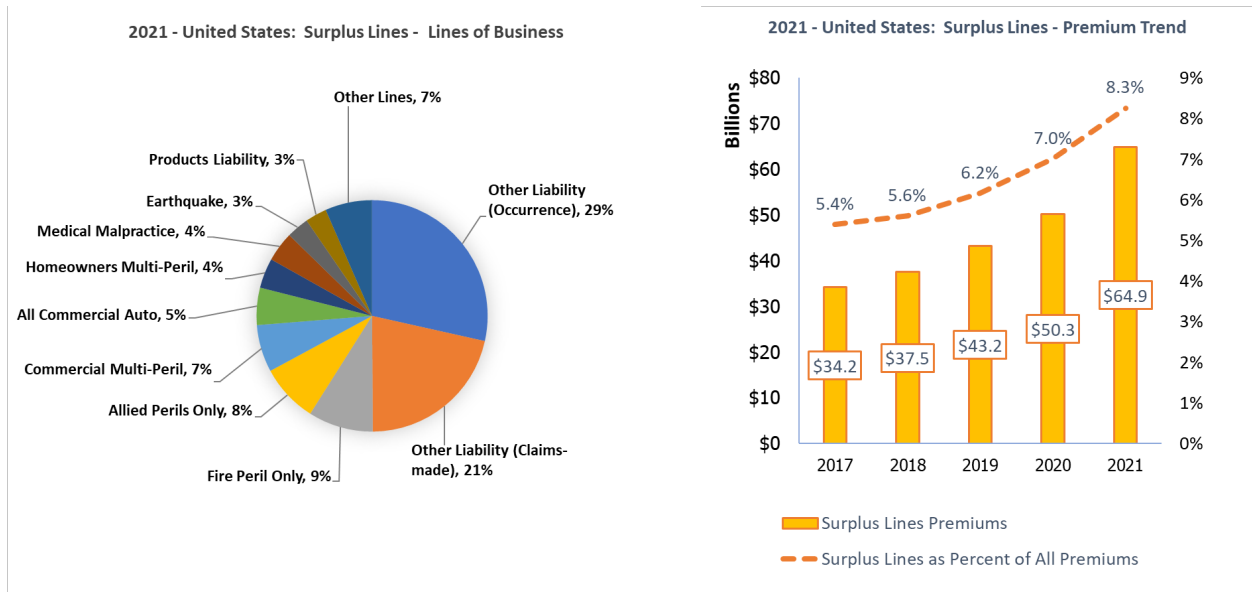
Source: © AM Best Company — used with permission.

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

Notes: The Commissions bar chart illustrates the average commission rates paid by all insurers for each of the 26 independent agent-focused lines of business. “Total (IA-Focused Lines)” is the average commission paid overall on all lines of business. The formula above demonstrates the methodology used to calculate commission percentages.

Commission rates are based on information found within insurer annual reports’ Exhibit of Premiums and Losses or the state’s page. On these pages, insurers are required to break out all LOBs by state and provide data on each line of business for direct written premiums, direct earned premiums, direct incurred losses, and commissions and brokerage expenses.

Surplus Lines: Top Lines, Premiums and Utilization Rate



Source: © AM Best Company — used with permission

Notes: Surplus lines premiums, combined with admitted insurance premiums, were included in all preceding charts, graphs and tables. The pie chart and graphic above break out surplus lines premiums allowing them to be reported separately.

The pie chart illustrates the lines of business in which surplus lines carriers write the greatest percentage of premiums. The graph illustrates the total direct written premiums in surplus lines, and the percentage those total direct written premiums account for in relation to all direct written premiums.

Both the graph and chart present premiums only for insurers domiciled in one of the 50 states or Washington, D.C., that write surplus lines insurance. These insurers’ premiums were identified by their licensed status. Premiums of alien insurers, those not domiciled in one of the states or Washington, D.C., are not included in the above data. Inclusion of premiums written by alien insurance carriers would increase surplus lines premiums by approximately 10%. Alien insurer data is not included because the data is not tracked consistently across states. Lloyd’s of London is an example of an alien surplus lines insurer.

Surplus Lines Utilization Perspective

The need for surplus lines varies widely based on the line of business. Below is the LOB utilization rates within the United States.

Line of Business	United States Surplus Lines Utilization Rate
Aircraft (All Perils)	2.1%
All Commercial Auto	6.3%
All Private Passenger Auto	±0%
Allied Lines	29.8%
Boiler & Machinery	7.4%
Burglary & Theft	19.8%
Commercial Multiple Peril (Total)	8.7%
Earthquake	44%
Excess Workers' Compensation	.5%
Farmowners Multi- Peril	0.4%
Federal Flood	2.4%
Fidelity	2.2%
Fire	33.1%
Homeowners Multi-Peril	2.3%
Inland Marine	6.1%
Medical Professional Liability	24.4%
Multi-Peril Crop	±0%
Ocean Marine	3.3%
Other Liability (Claims-Made)	34.9%
Other Liability (Occurrence)	29.6%
Private Crop	±0%
Private Flood	41.0%
Products Liability	45.4%
Surety	±0%
Workers' Compensation	±0%
Total (All Lines)	8.3%

Source: © AM Best Company — used with permission.

Notes: The surplus lines penetration chart for the United States is based on a classification of insurers as “surplus lines.” Insurers are classified as surplus lines if the majority of their status in states is “approved or not disapproved for surplus lines.” The expected surplus lines premiums are totaled for each line and divided by all premiums.

United States Lines of Business: Product Details

In-depth detail on the 26 lines of business traditionally written by independent agents is provided within the following pages. First, an all-lines combined summary is presented. Following the combined summary, the 26 traditional independent agent LOB pages are presented in alphabetical order.

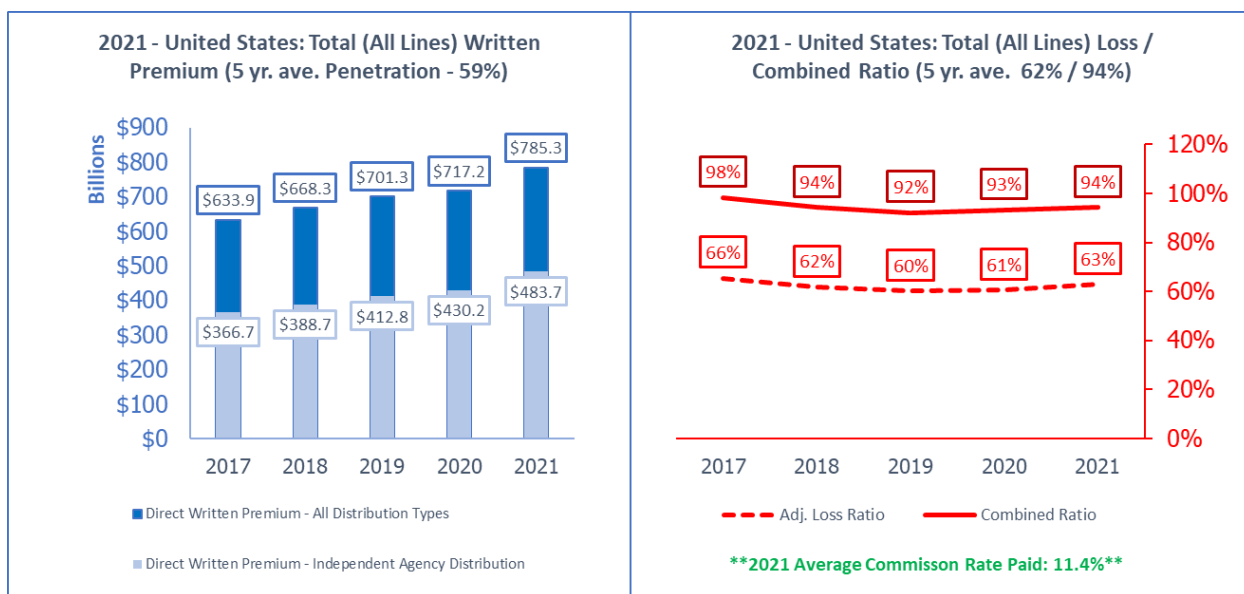
The details provided for each major line of business are:

- A summary bar chart presenting 5-years of data on premiums written by all distribution types and premiums written through independent agents. The classification of premiums written through independent agents is based on a categorization of agents by distribution style. The categorization approach is explained in Appendix #2: Distribution Style Classifications.
- Five-year average loss ratios and combined ratios are charted.
- Direct written premiums broken into percentages based on distribution type is provided. Surplus lines premiums through any distribution style are provided with its corresponding percentage of all premiums.
- The number of active insurers, as well as the number of independent agent insurers, exclusive-captive agent insurers and direct insurers, is provided for each line of business. The number of active surplus lines insurers is also shown. Not all distribution types are shown, thus not insurance carriers are included; further, surplus lines insurers are shown separately, but are or may be included in the total number of insurers.
- Independent agent insurer, exclusive-captive insurer and direct insurer 1-year and 5-year growth rates are provided. The percentage premiums through insurers licensed as surplus lines data is included.
- The top five insurer groups in each line of business is provided with that group's premiums, 1-year loss ratio and 1-year growth rate. Insurer groups are sometimes comprised of multiple policy-issuing insurers in a particular group, but there may also be only one policy-issuing insurer in that group. After the top groups, 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 are listed. 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.

Several LOB detail pages contain a thumbnail pie chart in the upper-right hand corner of the page. When this thumbnail is present, the line of business detailed is one of the top 10 lines of business traditionally written by independent agents. When this thumbnail chart is present, note that the pie piece that is broken out from the pie represents the position of that line of business and its rank-order is based on independent agent premium volume. The rank-order is based on independent agent direct written premium for that line divided by total direct written premiums placed by independent agents and corresponds to the pie chart slice highlighted on page 6 of this report. Along with the pie chart callout, the percentage the LOB is of total independent agent premium is indicated.

For further clarification, Appendix #3: NAIC Line of Business Definitions provides a visual guide to the data and calculations in the product details provided in Appendix #4: Product Details Explanation.

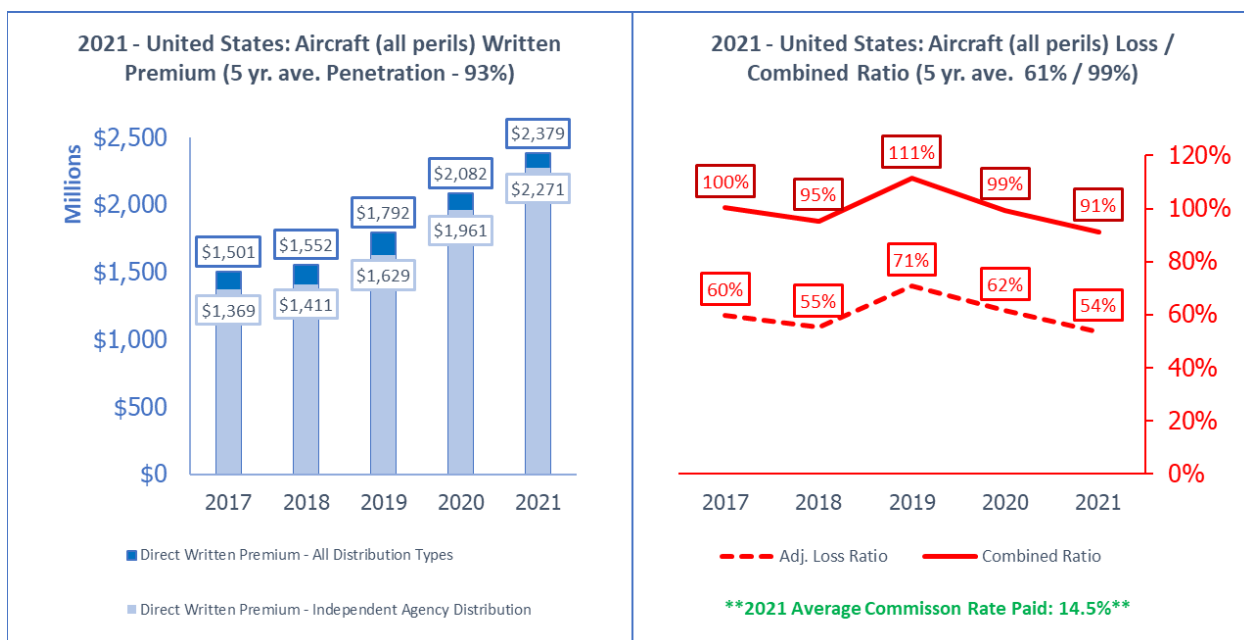
Total All P&C Lines of Business



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$785,288,646,000	\$483,695,862,000	\$162,588,946,000	\$129,079,401,000	\$64,894,579,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	62%	21%	16%	8.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
2,278	1,568	139	281	181
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
9.5% / 5.5%	12% / 7%	5% / 2%	6% / 5%	29% / 17%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
State Farm Group (G)	\$70,311,695,000	71%	6%	N/A
Berkshire Hathaway Insurance Group (G)	\$50,728,868,000	71%	12%	N/A
Progressive Insurance Group (G)	\$48,373,113,000	66%	14%	N/A
Allstate Insurance Group (G)	\$41,387,729,000	69%	5%	N/A
Liberty Mutual Insurance Companies (G)	\$40,213,856,000	63%	7%	N/A
Total or Average	\$785,110,290,000	63%	9%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	\$7,101,981,000	65%	4%	CNA Insurance Companies
Federal Insurance Company	\$6,613,472,000	40%	11%	Chubb INA Group
Travelers Property Casualty Co of Amer	\$5,824,599,000	50%	7%	Travelers Group
National Union Fire Ins Co Pittsburgh PA	\$5,300,343,000	58%	16%	American International Group
ACE American Insurance Company	\$5,197,270,000	52%	7%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	\$3,134,400,000	72%	62%	Liberty Mutual Insurance Companies
Rural Community Insurance Company	\$2,505,246,000	73%	39%	Zurich Insurance US PC Group
Evanston Insurance Company	\$2,056,096,000	41%	22%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$40,624,420,000	73%	3%	State Farm Group
State Farm Fire and Casualty Company	\$22,314,153,000	70%	10%	State Farm Group
Allstate Fire and Casualty Insurance Co	\$10,333,817,000	68%	5%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
GEICO General Insurance Company	\$10,894,660,000	73%	8%	Berkshire Hathaway Insurance Group
United Services Automobile Association	\$9,217,000,000	79%	2%	USAA Group
USAA Casualty Insurance Company	\$7,831,768,000	72%	3%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$3,421,500,000	63%	19%	Berkshire Hathaway Insurance Group
Scottsdale Insurance Company	\$2,538,588,000	62%	16%	Nationwide Group
Lexington Insurance Company	\$2,350,580,000	54%	13%	American International Group
Top Individual RRG				
MCIC Vermont (A RRRG)	\$401,029,000	95%	-9%	...

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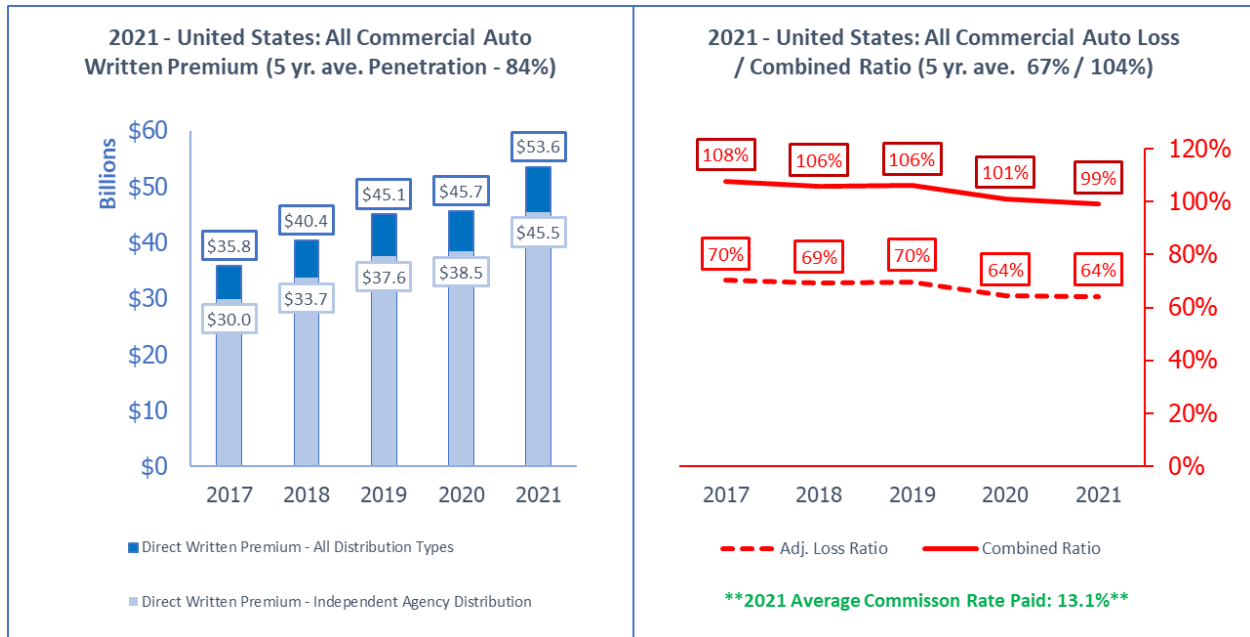
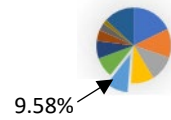
Aircraft (All Perils)



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$2,379,241,000	\$2,270,704,000	\$14,570,000	\$43,344,000	\$49,966,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	95%	1%	2%	2.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
50	45	1	2	10
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14% / 12%	16% / 13%	27% / 18%	-32% / -18%	-28% / -5%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Starr International Group (G)	\$422,051,000	70%	13%	N/A
American International Group (G)	\$303,142,000	54%	14%	N/A
Sompo Holdings US Group (G)	\$212,354,000	60%	6%	N/A
Chubb INA Group (G)	\$167,202,000	5%	21%	N/A
Allianz US PC Insurance Companies (G)	\$164,981,000	54%	25%	N/A
Total or Average	\$2,379,235,000	53%	14%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Starr Indemnity & Liability Company	\$391,603,000	74%	22%	Starr International Group
National Union Fire Ins Co Pittsburgh PA	\$240,795,000	56%	17%	American International Group
Allianz Global Risks US Insurance Co	\$164,981,000	54%	25%	Allianz US PC Insurance Companies
Old Republic Insurance Company	\$159,878,000	47%	25%	Old Republic Insurance Group
American Alternative Insurance Corp	\$158,319,000	33%	22%	Munich-American Holding Corp Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$51,059,000	55%	15%	Tokio Marine US PC Group
Harco National Insurance Company	\$29,810,000	38%	59%	IAT Insurance Group
Houston Casualty Company	\$8,535,000	34%	16%	Tokio Marine US PC Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
American National Property & Casualty Co	\$14,570,000	52%	27%	American National Prop & Cas Group
Top 3 Direct Policy-Issuing Insurers				
Avemco Insurance Company	\$37,192,000	38%	21%	Tokio Marine US PC Group
Endurance Risk Solutions Assurance Co	\$8,402,000	19%	1%	Sompo Holdings US Group
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$30,449,000	37%	-44%	Starr International Group
Houston Casualty Company	\$8,535,000	34%	16%	Tokio Marine US PC Group
National Fire & Marine Insurance Co	\$6,811,000	49%	14%	Berkshire Hathaway Insurance Group
Top Individual RRG				

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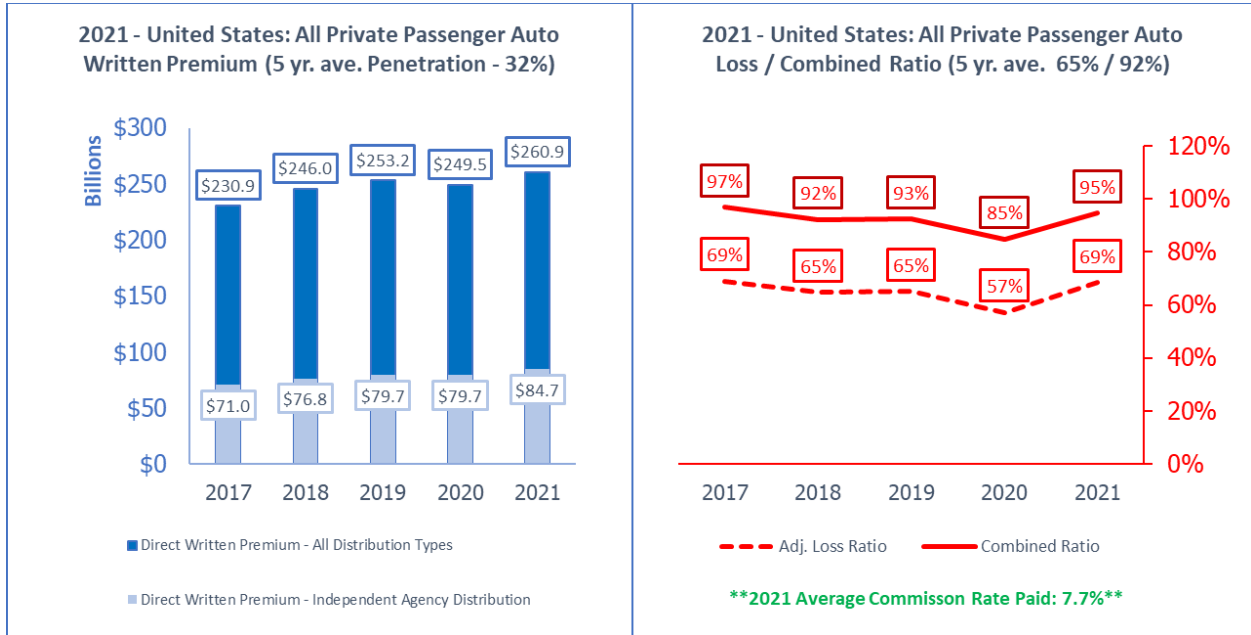
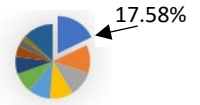
All Commercial Auto



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$53,555,129,000	\$45,513,294,000	\$4,498,984,000	\$2,794,116,000	\$3,381,049,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	85%	8%	5%	6.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
870	667	73	76	101
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
17% / 11%	18% / 11%	13% / 12%	12% / 8%	46% / 23%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Progressive Insurance Group (G)	\$8,674,980,000	66%	49%	N/A
Travelers Group (G)	\$2,965,756,000	55%	4%	N/A
Liberty Mutual Insurance Companies (G)	\$2,021,388,000	65%	5%	N/A
Old Republic Insurance Group (G)	\$2,019,096,000	67%	7%	N/A
Nationwide Group (G)	\$1,683,255,000	64%	1%	N/A
Total or Average	\$53,542,560,000	64%	17%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Great West Casualty Company	\$1,050,146,000	58%	7%	Old Republic Insurance Group
Auto-Owners Insurance Company	\$722,818,000	62%	37%	Auto-Owners Insurance Group
National Union Fire Ins Co Pittsburgh PA	\$694,613,000	76%	19%	American International Group
Acuity, A Mutual Insurance Company	\$680,830,000	56%	16%	...
Travelers Property Casualty Co of Amer	\$680,187,000	63%	5%	Travelers Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
National Interstate Insurance Company	\$493,445,000	70%	21%	Great American P & C Insurance Group
United Specialty Insurance Company	\$446,282,000	70%	15%	Markel Corporation Group
Northland Insurance Company	\$444,256,000	58%	0%	Travelers Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$671,337,000	70%	10%	State Farm Group
Allstate Insurance Company	\$633,273,000	82%	5%	Allstate Insurance Group
Sentry Select Insurance Company	\$549,134,000	64%	20%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$525,316,000	75%	20%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	\$333,470,000	73%	-2%	Nationwide Group
Protective Insurance Company	\$294,333,000	35%	18%	Progressive Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
United Specialty Insurance Company	\$446,282,000	70%	15%	Markel Corporation Group
Blue Hill Specialty Insurance Company	\$433,173,000	80%	549%	Progressive Insurance Group
Trisura Specialty Insurance Company	\$304,850,000	69%	38%	Trisura US Insurance Group
Top Individual RRG				
OOIDA Risk Retention Group, Inc.	\$51,351,000	26%	-2%	...

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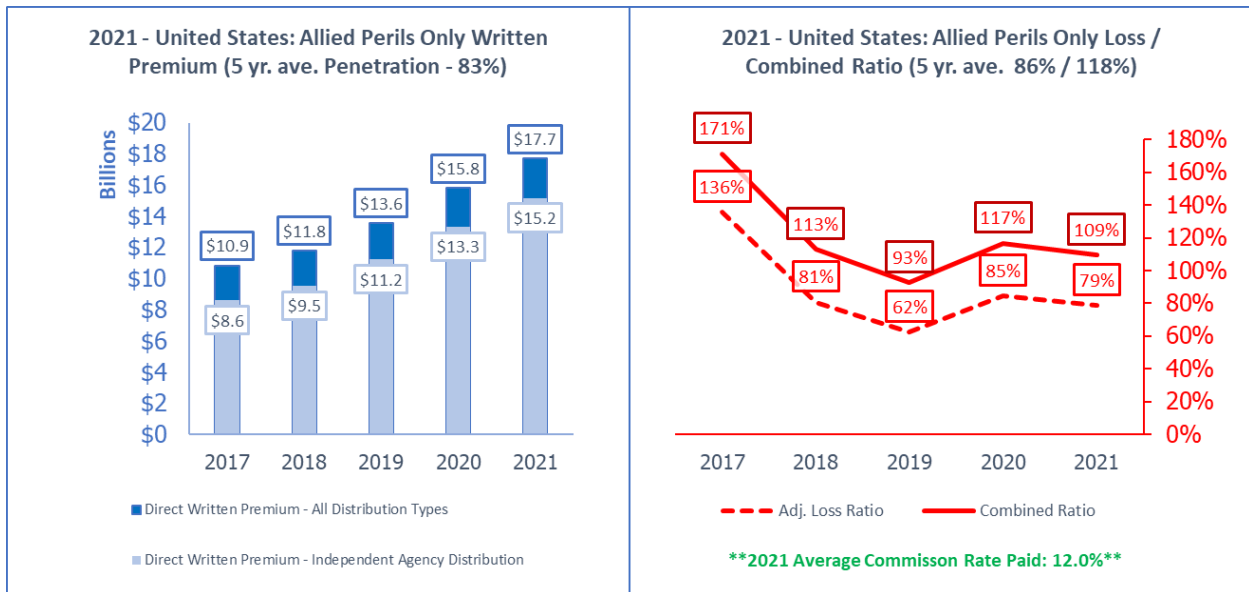
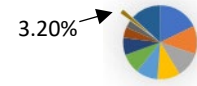
All Private Passenger Auto



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$260,859,451,000	\$84,679,125,000	\$90,675,134,000	\$84,630,332,000	\$463,135,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	32%	35%	32%	0.2%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
777	559	95	102	12
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
5% / 3%	6% / 5%	2% / 0%	6% / 6%	7% / 4%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
State Farm Group (G)	\$41,665,754,000	73%	3%	N/A
Berkshire Hathaway Insurance Group (G)	\$37,422,558,000	75%	11%	N/A
Progressive Insurance Group (G)	\$35,852,921,000	67%	8%	N/A
Allstate Insurance Group (G)	\$27,221,928,000	67%	4%	N/A
USAA Group (G)	\$15,706,048,000	77%	0%	N/A
Total or Average	\$260,859,456,000	69%	5%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Erie Insurance Exchange	\$2,669,305,000	68%	-1%	Erie Insurance Group
Progressive American Insurance Company	\$2,551,836,000	69%	6%	Progressive Insurance Group
Allstate Northbrook Indemnity Company	\$2,468,608,000	65%	9%	Allstate Insurance Group
Standard Fire Insurance Company	\$2,301,657,000	63%	14%	Travelers Group
Progressive Northern Insurance Company	\$1,976,817,000	63%	8%	Progressive Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	\$1,782,802,000	76%	138%	Liberty Mutual Insurance Companies
Consumers County Mutual Insurance Co	\$517,161,000	64%	6%	...
Home State County Mutual Insurance Co	\$426,518,000	73%	17%	Home State Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$38,886,022,000	73%	3%	State Farm Group
Allstate Fire and Casualty Insurance Co	\$10,170,715,000	67%	5%	Allstate Insurance Group
Allstate Property and Casualty Ins Co	\$4,120,421,000	66%	5%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
GEICO General Insurance Company	\$10,889,566,000	73%	8%	Berkshire Hathaway Insurance Group
GEICO Indemnity Company	\$6,273,102,000	72%	6%	Berkshire Hathaway Insurance Group
Government Employees Insurance Company	\$6,137,149,000	72%	7%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Mississippi Farm Bureau Casualty Ins Co	\$243,529,000	70%	5%	Southern Farm Bureau Casualty Group
National General Premier Insurance Co	\$84,194,000	75%	27%	Allstate Insurance Group
Norfolk and Dedham Mutual Fire Ins Co	\$59,090,000	48%	0%	Norfolk & Dedham Group Pool
Top Individual RRG				

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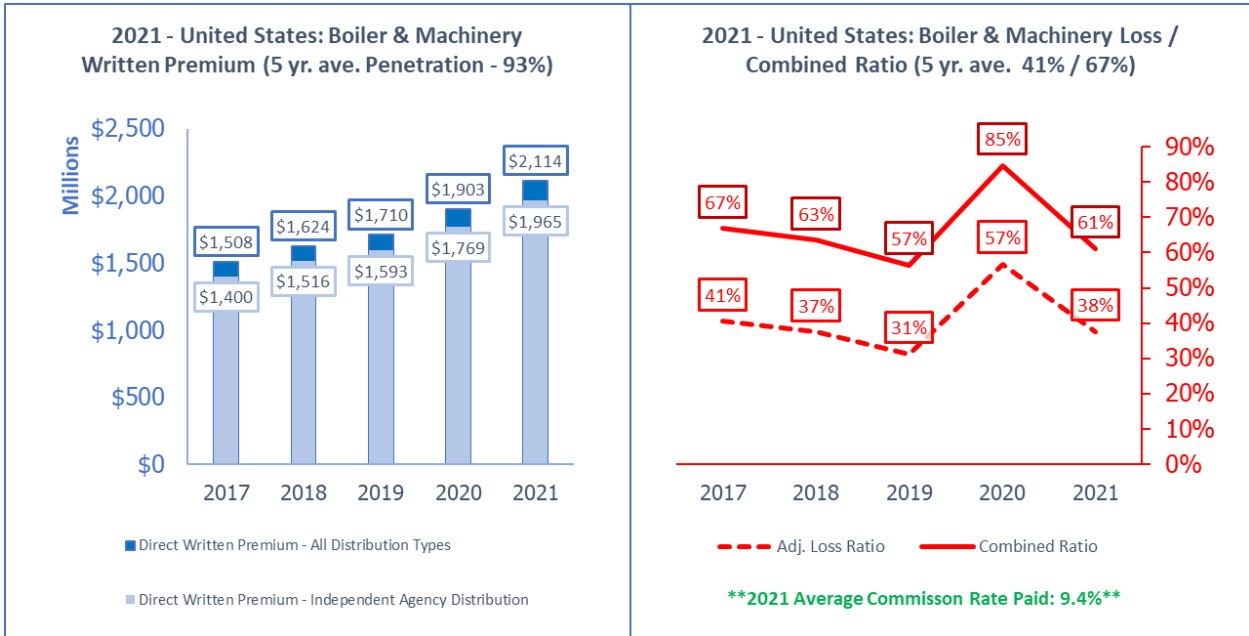
Allied Perils Only



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$17,696,427,000	\$15,183,040,000	\$774,066,000	\$1,559,703,000	\$5,281,207,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	86%	4%	9%	29.8%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
872	710	61	51	99
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
12% / 13%	14% / 15%	7% / 5%	3% / 3%	18% / 19%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
FM Global Group (G)	\$1,760,763,000	60%	17%	N/A
Travelers Group (G)	\$922,995,000	78%	10%	N/A
Zurich Insurance US PC Group (G)	\$906,903,000	101%	6%	N/A
Assurant P&C Group (G)	\$729,737,000	51%	5%	N/A
American International Group (G)	\$714,214,000	61%	-13%	N/A
Total or Average	\$17,692,216,000	79%	12%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Lexington Insurance Company	\$438,598,000	50%	-11%	American International Group
Westchester Surplus Lines Insurance Co	\$400,999,000	89%	16%	Chubb INA Group
Foremost Insurance Co Grand Rapids, MI	\$354,276,000	75%	16%	Farmers Insurance Group
Travelers Indemnity Company	\$310,925,000	47%	18%	Travelers Group
Everest Indemnity Insurance Company	\$308,129,000	74%	24%	Everest Re U.S. Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
American Coastal Insurance Company	\$400,614,000	6%	19%	United Insurance Group
GuideOne National Insurance Company	\$179,021,000	57%	60%	GuideOne Insurance Companies
Evanston Insurance Company	\$125,126,000	68%	-3%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Shelter Mutual Insurance Company	\$111,879,000	75%	8%	Shelter Insurance Companies
Federated Mutual Insurance Company	\$85,040,000	80%	13%	Federated Mutual Group
Fire Insurance Exchange	\$78,936,000	105%	-15%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	\$496,216,000	59%	8%	Assurant P&C Group
United Services Automobile Association	\$267,328,000	81%	-3%	USAA Group
Standard Guaranty Insurance Company	\$228,248,000	31%	1%	Assurant P&C Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$438,598,000	50%	-11%	American International Group
Westchester Surplus Lines Insurance Co	\$400,999,000	89%	16%	Chubb INA Group
Everest Indemnity Insurance Company	\$308,129,000	74%	24%	Everest Re U.S. Group
Top Individual RRG				

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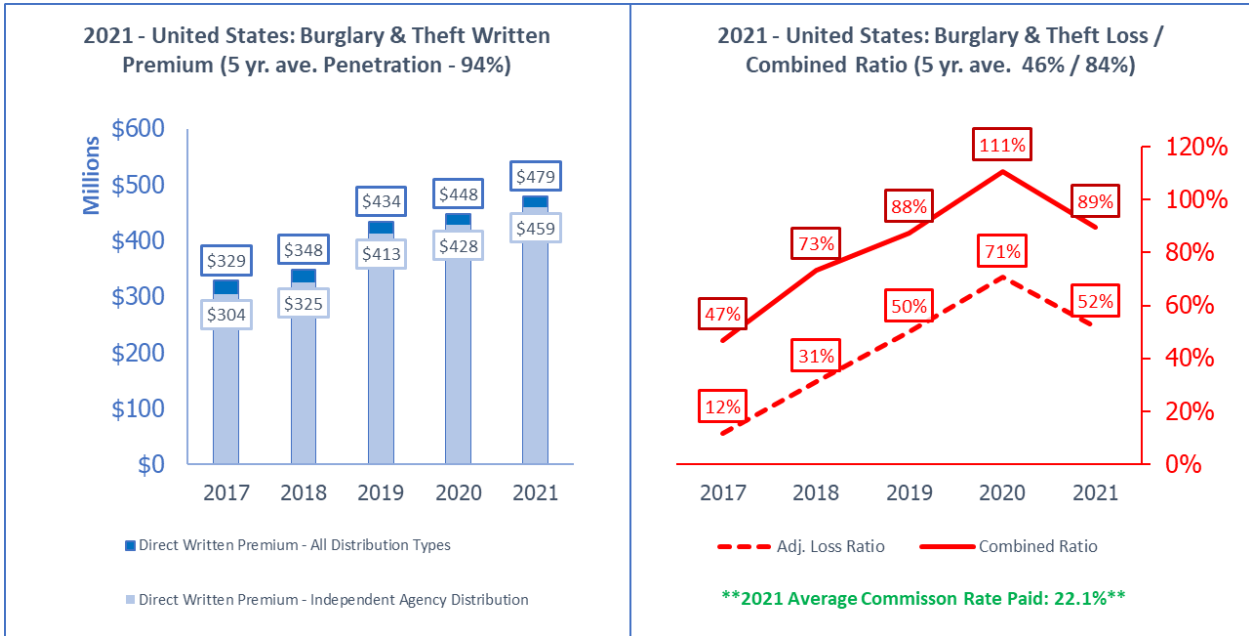
Boiler & Machinery



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$2,114,321,000	\$1,965,465,000	\$41,945,000	\$96,255,000	\$157,454,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	2%	5%	7.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
400	345	15	16	60
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
11% / 9%	11% / 9%	12% / 7%	12% / 8%	18% / 8%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
FM Global Group (G)	\$632,570,000	69%	10%	N/A
Travelers Group (G)	\$164,938,000	40%	13%	N/A
American International Group (G)	\$157,756,000	50%	4%	N/A
Chubb INA Group (G)	\$146,482,000	30%	9%	N/A
Zurich Insurance US PC Group (G)	\$138,666,000	3%	40%	N/A
Total or Average	\$2,114,320,000	38%	11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Property Casualty Co of Amer	\$117,228,000	43%	12%	Travelers Group
Federal Insurance Company	\$89,295,000	26%	8%	Chubb INA Group
National Union Fire Ins Co Pittsburgh PA	\$79,970,000	79%	0%	American International Group
Hartford Steam Boiler Inspec & Ins	\$56,943,000	42%	12%	Munich-American Holding Corp Companies
XL Insurance America, Inc.	\$50,033,000	-17%	-9%	XL Reinsurance America Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$7,192,000	-1%	3607%	Markel Corporation Group
U.S. Specialty Insurance Company	\$2,673,000	28%	12%	Tokio Marine US PC Group
Benchmark Insurance Company	\$1,782,000	65%	42%	Benchmark Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$16,679,000	42%	24%	Federated Mutual Group
Nationwide Mutual Insurance Company	\$10,600,000	54%	1%	Nationwide Group
Allstate Insurance Company	\$3,398,000	23%	-8%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$35,321,000	-10%	25%	Liberty Mutual Insurance Companies
Westport Insurance Corporation	\$20,930,000	-1%	-16%	Swiss Reinsurance Group
Nationwide Agribusiness Insurance Co	\$11,537,000	18%	34%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$29,904,000	24%	8%	American International Group
AIG Specialty Insurance Company	\$23,683,000	10%	11%	American International Group
Indian Harbor Insurance Company	\$13,550,000	-100%	198%	XL Reinsurance America Group
Top Individual RRG				
ARISE Boiler Inspection & Insurance RRG	\$1,181,000	2%	-28%	...

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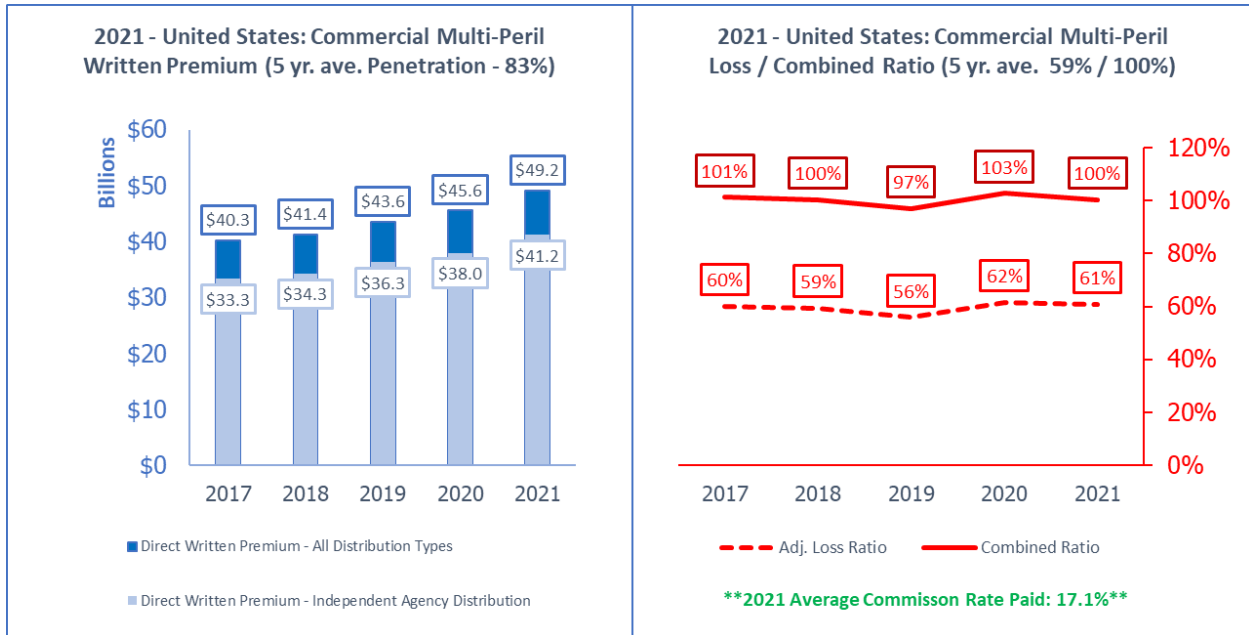
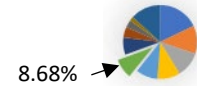
Burglary & Theft



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$479,239,000	\$459,118,000	\$16,929,000	\$2,421,000	\$94,687,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	4%	1%	19.8%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
365	303	32	14	51
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
7% / 10%	7% / 11%	-2% / -4%	8% / -7%	111% / 37%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Zurich Insurance US PC Group (G)	\$78,110,000	18%	93%	N/A
Travelers Group (G)	\$69,885,000	103%	-41%	N/A
Hiscox Insurance Company Inc.	\$47,114,000	117%	11%	N/A
Chubb INA Group (G)	\$41,131,000	-21%	2%	N/A
XL Reinsurance America Group (G)	\$28,574,000	81%	28%	N/A
Total or Average	\$479,239,000	52%	7%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$68,644,000	105%	-41%	Travelers Group
Steadfast Insurance Company	\$60,365,000	25%	174%	Zurich Insurance US PC Group
Federal Insurance Company	\$33,245,000	-23%	2%	Chubb INA Group
Cincinnati Insurance Company	\$26,716,000	33%	60%	The Cincinnati Insurance Companies
XL Specialty Insurance Company	\$26,345,000	92%	31%	XL Reinsurance America Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Ranchers & Farmers Mutual Insurance Co	\$12,754,000	62%	-8%	...
U.S. Specialty Insurance Company	\$8,172,000	-30%	15%	Tokio Marine US PC Group
Houston Casualty Company	\$2,141,000	5%	39%	Tokio Marine US PC Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Capitol County Mutual Fire Insurance Co	\$3,771,000	3%	-3%	Kemper PC Companies
United Casualty Insurance Co of America	\$3,322,000	2%	-1%	Kemper PC Companies
Nationwide Mutual Insurance Company	\$1,711,000	9%	-1%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$1,755,000	-3%	4%	CUMIS Insurance Society Group
Federated Rural Electric Ins Exchange	\$305,000	12%	29%	...
Voyager Indemnity Insurance Company	\$138,000	1%	10%	Assurant P&C Group
Top 3 Surplus Lines Policy Issuing Insurers				
Steadfast Insurance Company	\$60,365,000	25%	174%	Zurich Insurance US PC Group
Columbia Casualty Company	\$9,525,000	170%	61%	CNA Insurance Companies
AIG Specialty Insurance Company	\$4,558,000	-1%	8%	American International Group
Top Individual RRG				

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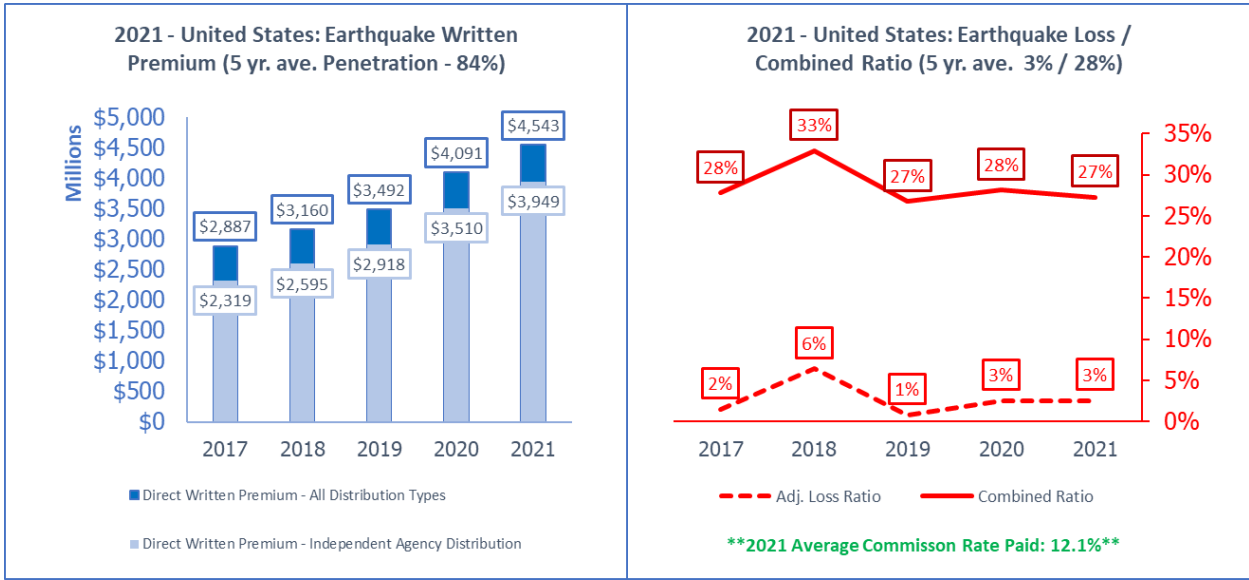
Commercial Multi-Peril



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$49,218,798,000	\$41,248,642,000	\$6,187,569,000	\$1,375,573,000	\$4,285,850,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	13%	3%	8.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
778	644	69	38	104
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 5%	9% / 5%	5% / 3%	10% / 4%	21% / 14%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Travelers Group (G)	\$3,980,072,000	51%	6%	N/A
Chubb INA Group (G)	\$2,710,284,000	63%	15%	N/A
Liberty Mutual Insurance Companies (G)	\$2,678,181,000	50%	0%	N/A
Nationwide Group (G)	\$2,585,185,000	69%	7%	N/A
Hartford Insurance Group (G)	\$2,381,073,000	49%	11%	N/A
Total or Average	\$49,218,801,000	61%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Philadelphia Indemnity Insurance Company	\$1,840,807,000	57%	5%	Tokio Marine US PC Group
Ohio Security Insurance Company	\$1,403,146,000	49%	4%	Liberty Mutual Insurance Companies
Cincinnati Insurance Company	\$1,105,188,000	39%	2%	The Cincinnati Insurance Companies
ACE American Insurance Company	\$1,006,652,000	78%	24%	Chubb INA Group
Federal Insurance Company	\$1,005,584,000	47%	10%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Trisura Specialty Insurance Company	\$208,378,000	72%	68%	Trisura US Insurance Group
Independent Specialty Insurance Company	\$178,773,000	213%	90%	Markel Corporation Group
United Specialty Insurance Company	\$131,468,000	124%	141%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$1,310,407,000	99%	8%	State Farm Group
Farmers Insurance Exchange	\$506,496,000	50%	5%	Farmers Insurance Group
Allstate Indemnity Company	\$447,284,000	63%	3%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Nuclear Electric Insurance Limited	\$183,868,000	34%	-9%	...
Allied Insurance Company of America	\$164,268,000	76%	-8%	Nationwide Group
Nationwide General Insurance Company	\$156,878,000	74%	61%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$472,602,000	90%	13%	Nationwide Group
Ironshore Specialty Insurance Co	\$310,699,000	74%	61%	Liberty Mutual Insurance Companies
Trisura Specialty Insurance Company	\$208,378,000	72%	68%	Trisura US Insurance Group
Top Individual RRG				

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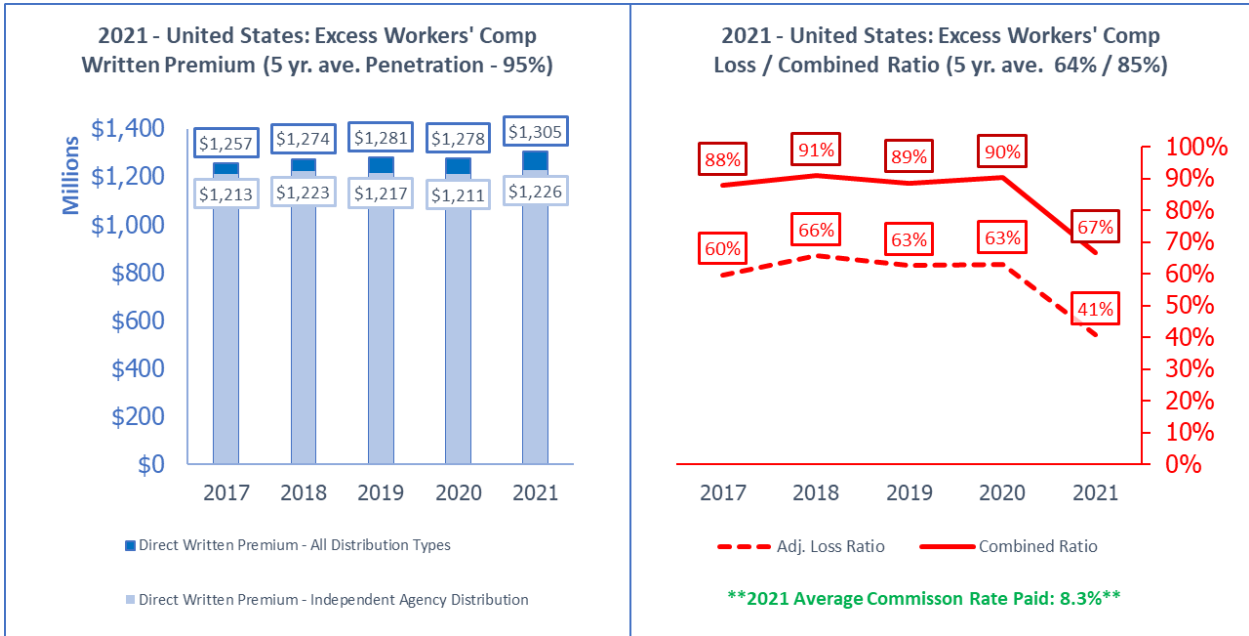
Earthquake



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$4,543,344,000	\$3,948,854,000	\$401,180,000	\$189,279,000	\$2,020,965,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	87%	9%	4%	44.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
505	404	52	36	68
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
11% / 12%	12% / 14%	-1% / 2%	11% / 1%	14% / 13%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
California Earthquake Authority	\$901,285,000	0%	7%	N/A
FM Global Group (G)	\$492,652,000	0%	70%	N/A
State Farm Group (G)	\$305,289,000	0%	7%	N/A
Zurich Insurance US PC Group (G)	\$296,764,000	2%	7%	N/A
Palomar Holdings US Group (G)	\$244,104,000	0%	33%	N/A
Total or Average	\$4,543,346,000	3%	11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
California Earthquake Authority	\$901,285,000	0%	7%	...
Endurance American Specialty Ins Co	\$138,549,000	1%	15%	Sompo Holdings US Group
Steadfast Insurance Company	\$118,224,000	1%	6%	Zurich Insurance US PC Group
National Fire & Marine Insurance Co	\$105,952,000	5%	37%	Berkshire Hathaway Insurance Group
GeoVera Insurance Company	\$93,011,000	0%	-2%	GeoVera U.S. Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Palomar Specialty Insurance Company	\$179,659,000	0%	8%	Palomar Holdings US Group
Palomar Excess and Surplus Insurance Co	\$64,445,000	0%	280%	Palomar Holdings US Group
Evanston Insurance Company	\$42,023,000	-1%	-4%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$290,267,000	0%	8%	State Farm Group
Farmers Insurance Exchange	\$19,256,000	0%	2%	Farmers Insurance Group
American Family Mutual Ins Co, S.I.	\$17,377,000	0%	-1%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$41,700,000	1%	6%	USAA Group
Westport Insurance Corporation	\$36,751,000	2%	-8%	Swiss Reinsurance Group
Liberty Mutual Fire Insurance Company	\$22,313,000	0%	87%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
California Earthquake Authority	\$901,285,000	0%	7%	...
Endurance American Specialty Ins Co	\$138,549,000	1%	15%	Sompo Holdings US Group
Steadfast Insurance Company	\$118,224,000	1%	6%	Zurich Insurance US PC Group
Top Individual RRG				

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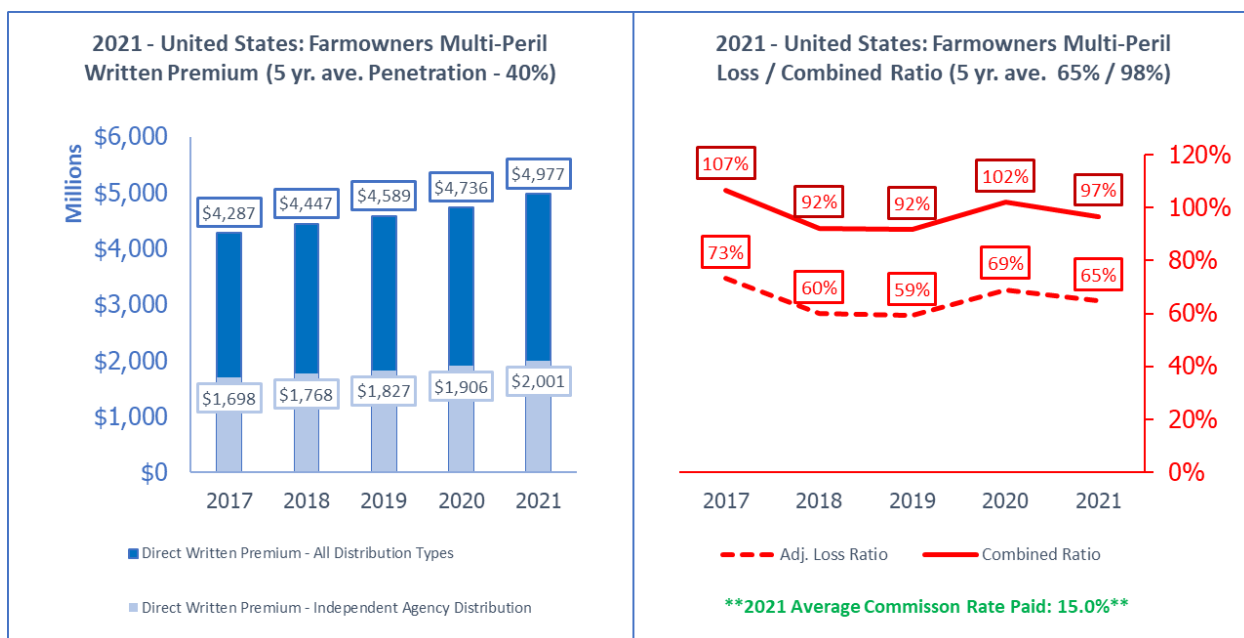
Excess Workers' Compensation



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,305,016,000	\$1,225,969,000	\$2,214,000	\$76,046,000	\$6,312,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	94%	0%	6%	0.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
56	47	1	7	5
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
2% / 1%	1% / 0%	4% / 2%	19% / 16%	-14% / -24%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Tokio Marine US PC Group (G)	\$590,776,000	67%	1%	N/A
W. R. Berkley Insurance Group (G)	\$218,048,000	33%	18%	N/A
Chubb INA Group (G)	\$128,271,000	88%	-1%	N/A
Liberty Mutual Insurance Companies (G)	\$71,863,000	-39%	21%	N/A
Arch Insurance Group (G)	\$53,890,000	105%	-33%	N/A
Total or Average	\$1,305,017,000	51%	2%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Safety National Casualty Corporation	\$590,461,000	67%	1%	Tokio Marine US PC Group
Midwest Employers Casualty Company	\$218,048,000	33%	18%	W. R. Berkley Insurance Group
ACE American Insurance Company	\$124,081,000	89%	0%	Chubb INA Group
Arch Insurance Company	\$54,210,000	106%	-32%	Arch Insurance Group
National Union Fire Ins Co Pittsburgh PA	\$33,982,000	70%	28%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Benchmark Insurance Company	\$5,587,000	-1%	40%	Benchmark Insurance Group
New York Marine and General Insurance Co	\$3,376,000	-100%	9%	ProSight Specialty Group
Prescient National Insurance Company	\$3,241,000	-5%	56%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Sentry Insurance Company	\$2,214,000	80%	4%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$32,145,000	122%	1603%	Liberty Mutual Insurance Companies
LM Insurance Corporation	\$20,852,000	-31%	-35%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	\$18,173,000	-100%	-19%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Illinois Union Insurance Company	\$3,857,000	106%	-9%	Chubb INA Group
Princeton Excess & Surplus Lines Ins Co	\$1,896,000	51%	4%	Munich-American Holding Corp Companies
Steadfast Insurance Company	\$504,000	-49%	76%	Zurich Insurance US PC Group
Top Individual RRG				

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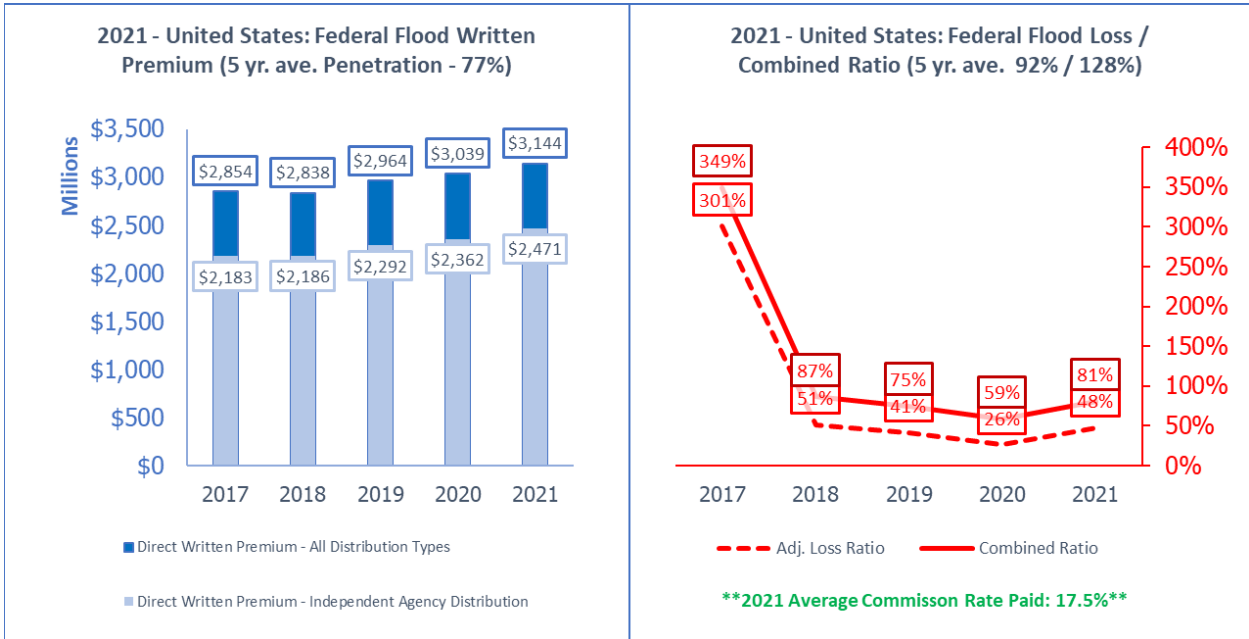
Farmowners' Multi-Peril



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$4,977,205,000	\$2,001,029,000	\$2,054,264,000	\$884,359,000	\$19,283,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	40%	41%	18%	0.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
224	167	31	9	7
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
5% / 4%	5% / 4%	6% / 4%	3% / 2%	-36% / 8%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Nationwide Group (G)	\$566,291,000	62%	2%	N/A
Farm Bureau Property & Casualty Group (G)	\$373,023,000	83%	7%	N/A
State Farm Group (G)	\$324,636,000	59%	8%	N/A
Liberty Mutual Insurance Companies (G)	\$257,947,000	62%	19%	N/A
Texas Farm Bureau Group (G)	\$224,218,000	88%	4%	N/A
Total or Average	\$4,977,210,000	65%	5%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Farmers Mutual Insurance Co of Nebraska	\$134,320,000	78%	7%	...
State Automobile Mutual Insurance Co	\$99,801,000	75%	30%	Liberty Mutual Insurance Companies
Indemnity Insurance Co of North America	\$87,209,000	60%	32%	Chubb INA Group
Ohio Security Insurance Company	\$85,245,000	66%	66%	Liberty Mutual Insurance Companies
Farmers Alliance Mutual Insurance Co	\$83,171,000	58%	10%	Farmers Alliance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	\$13,481,000	61%	0%	Markel Corporation Group
American Reliable Insurance Company	\$2,856,000	61%	5%	Global Indemnity Group
Gemini Insurance Company	\$281,000	12%	26%	W. R. Berkley Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Farm Bureau Property & Casualty Ins Co	\$352,683,000	82%	7%	Farm Bureau Property & Casualty Group
State Farm Fire and Casualty Company	\$268,567,000	59%	8%	State Farm Group
Texas Farm Bureau Underwriters	\$224,218,000	88%	4%	Texas Farm Bureau Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$527,164,000	61%	1%	Nationwide Group
Kentucky Farm Bureau Mutual Insurance Co	\$117,358,000	101%	4%	Kentucky Farm Bureau Group
Georgia Farm Bureau Mutual Insurance Co	\$84,346,000	50%	7%	Georgia Farm Bureau Group
Top 3 Surplus Lines Policy Issuing Insurers				
Norfolk and Dedham Mutual Fire Ins Co	\$8,716,000	230%	-7%	Norfolk & Dedham Group Pool
Rockingham Insurance Company	\$5,737,000	21%	2%	Rockingham Group
Scottsdale Insurance Company	\$4,610,000	14%	37%	Nationwide Group
Top Individual RRG				

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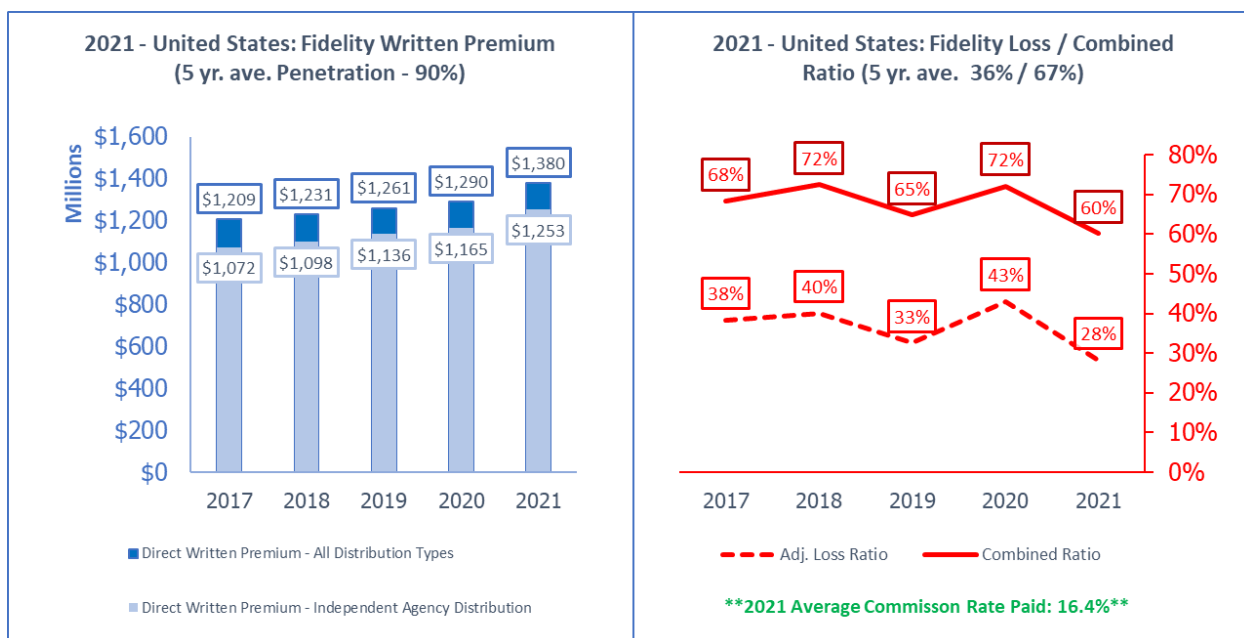
Federal Flood



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$3,143,794,000	\$2,470,859,000	\$444,914,000	\$227,961,000	\$76,647,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	79%	14%	7%	2.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
102	60	27	13	6
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
3% / 2%	5% / 3%	0% / 0%	3% / 1%	18% / 11%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Wright National Flood Insurance Company	\$744,990,000	45%	3%	N/A
Assurant P&C Group (G)	\$524,549,000	44%	-1%	N/A
Allstate Insurance Group (G)	\$338,523,000	75%	2%	N/A
Selective Insurance Group (G)	\$284,311,000	75%	4%	N/A
Hartford Insurance Group (G)	\$256,872,000	25%	-2%	N/A
Total or Average	\$3,143,793,000	48%	3%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
American Bankers Insurance Co of Florida	\$524,549,000	44%	-1%	Assurant P&C Group
Hartford Insurance Co of the Midwest	\$245,866,000	24%	-2%	Hartford Insurance Group
Selective Insurance Co of the Southeast	\$182,052,000	55%	3%	Selective Insurance Group
American Strategic Insurance Corp.	\$79,911,000	-3%	1%	Progressive Insurance Group
Auto-Owners Insurance Company	\$51,497,000	35%	-1%	Auto-Owners Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Wright National Flood Insurance Company	\$744,990,000	45%	3%	...
Occidental Fire and Casualty Co of NC	\$31,393,000	0%	0%	IAT Insurance Group
United Property & Casualty Ins Co	\$23,189,000	18%	1%	United Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Allstate Insurance Company	\$250,602,000	62%	-1%	Allstate Insurance Group
Texas Farmers Insurance Company	\$49,029,000	3%	2%	Farmers Insurance Group
Fire Insurance Exchange	\$33,035,000	-3%	-2%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
USAA General Indemnity Company	\$154,578,000	51%	4%	USAA Group
Liberty Mutual Fire Insurance Company	\$37,007,000	82%	-2%	Liberty Mutual Insurance Companies
Homesite Insurance Company	\$15,100,000	27%	10%	American Family Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Texas Farmers Insurance Company	\$49,029,000	3%	2%	Farmers Insurance Group
Trisura Specialty Insurance Company	\$15,714,000	55%	150%	Trisura US Insurance Group
Bankers Specialty Insurance Company	\$9,277,000	428%	11%	Bankers Financial Group
Top Individual RRG				

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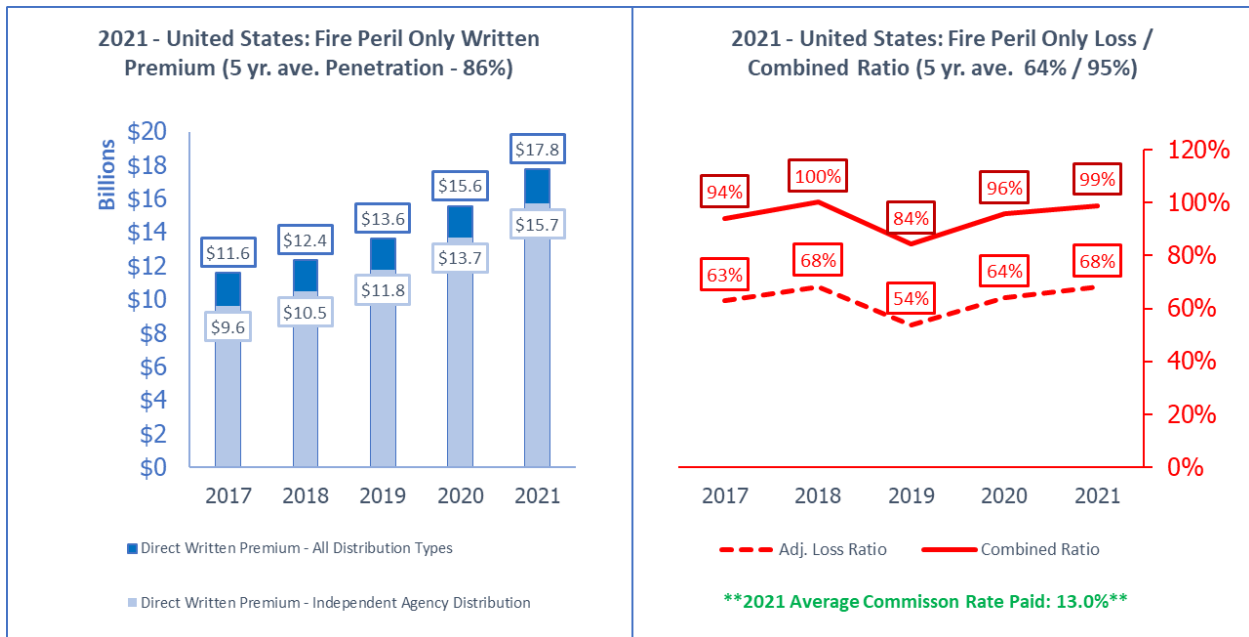
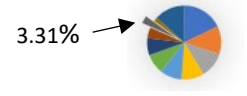
Fidelity



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,379,843,000	\$1,253,097,000	\$23,140,000	\$89,588,000	\$29,738,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	91%	2%	6%	2.2%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
267	230	16	13	37
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
7% / 3%	8% / 4%	-9% / -7%	3% / -2%	33% / 14%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Chubb INA Group (G)	\$240,960,000	5%	5%	N/A
Travelers Group (G)	\$227,578,000	30%	3%	N/A
Great American P & C Insurance Group (G)	\$131,035,000	42%	12%	N/A
American International Group (G)	\$84,976,000	36%	-1%	N/A
CNA Insurance Companies (G)	\$84,974,000	13%	7%	N/A
Total or Average	\$1,379,857,000	28%	7%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Federal Insurance Company	\$224,832,000	5%	5%	Chubb INA Group
Travelers Casualty and Surety Co of Amer	\$224,490,000	31%	3%	Travelers Group
Great American Insurance Company	\$109,244,000	42%	8%	Great American P & C Insurance Group
National Union Fire Ins Co Pittsburgh PA	\$77,722,000	37%	-2%	American International Group
Hartford Fire Insurance Company	\$42,524,000	9%	5%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$17,368,000	65%	11%	Tokio Marine US PC Group
Southwest Marine and General Ins Co	\$14,676,000	61%	-6%	ProSight Specialty Group
RLI Insurance Company	\$9,652,000	15%	13%	RLI Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$8,011,000	39%	-9%	Federated Mutual Group
State Farm Fire and Casualty Company	\$6,275,000	0%	3%	State Farm Group
Federated Service Insurance Company	\$2,199,000	42%	5%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$63,765,000	20%	2%	CUMIS Insurance Society Group
Liberty Mutual Insurance Company	\$10,997,000	320%	10%	Liberty Mutual Insurance Companies
ICI Mutual Insurance Company, a RRG	\$7,078,000	-5%	-7%	...
Top 3 Surplus Lines Policy Issuing Insurers				
AIG Specialty Insurance Company	\$5,937,000	13%	0%	American International Group
Great American E & S Insurance Company	\$4,397,000	37%	111%	Great American P & C Insurance Group
Aspen Specialty Insurance Company	\$3,958,000	3%	80%	Aspen US Insurance Group
Top Individual RRG				
ICI Mutual Insurance Company, a RRG	\$7,078,000	-5%	-7%	...

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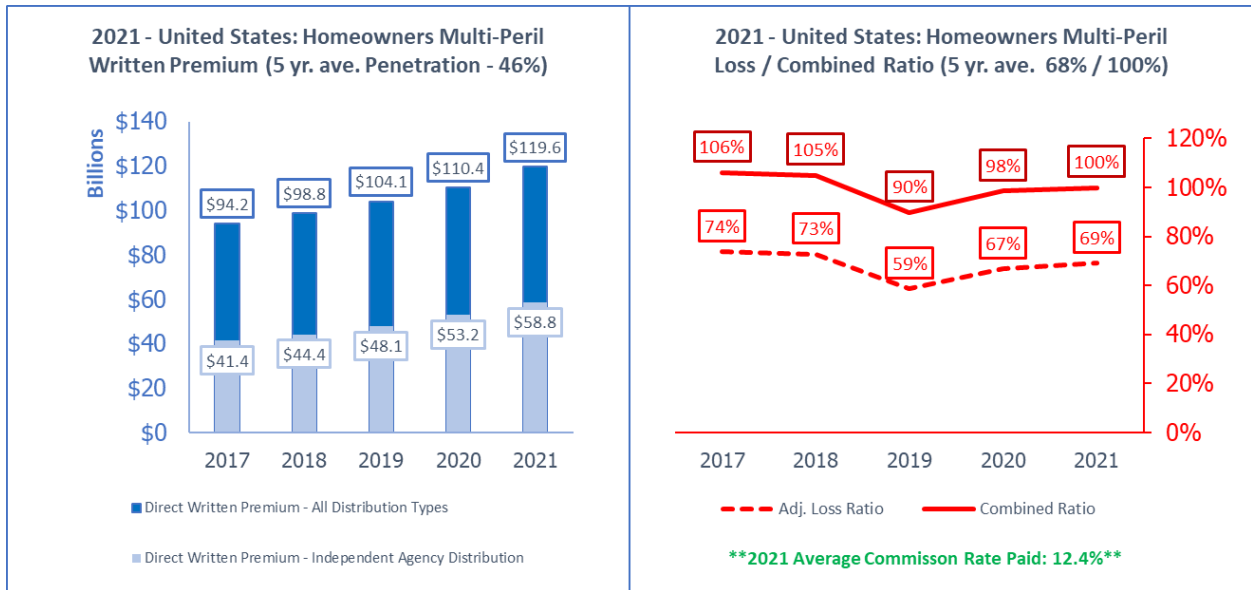
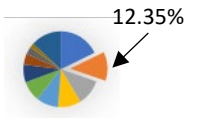
Fire Peril Only



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$17,769,276,000	\$15,729,531,000	\$855,330,000	\$1,039,903,000	\$5,890,450,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	89%	5%	6%	33.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
981	798	66	53	114
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14% / 11%	15% / 13%	11% / 5%	8% / -1%	27% / 23%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
FM Global Group (G)	\$990,628,000	111%	11%	N/A
American International Group (G)	\$984,321,000	60%	9%	N/A
Liberty Mutual Insurance Companies (G)	\$896,471,000	84%	20%	N/A
Travelers Group (G)	\$851,169,000	38%	11%	N/A
Zurich Insurance US PC Group (G)	\$841,706,000	47%	2%	N/A
Total or Average	\$17,760,348,000	68%	14%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Starr Surplus Lines Insurance Company	\$834,494,000	89%	30%	Starr International Group
Foremost Insurance Co Grand Rapids, MI	\$528,649,000	41%	12%	Farmers Insurance Group
Allianz Global Risks US Insurance Co	\$520,396,000	85%	39%	Allianz US PC Insurance Companies
Lexington Insurance Company	\$501,353,000	55%	22%	American International Group
Germania Farm Mutual Insurance Assn	\$361,312,000	83%	15%	Germania Mutual Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Southern Fidelity Insurance Company	\$93,879,000	250%	-10%	...
Ranchers & Farmers Mutual Insurance Co	\$89,281,000	65%	-8%	...
Security First Insurance Company	\$85,423,000	41%	5%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Fire Insurance Exchange	\$112,068,000	19%	21%	Farmers Insurance Group
CSAA Fire & Casualty Insurance Company	\$71,319,000	62%	4%	CSAA Insurance Group
Federated Mutual Insurance Company	\$69,537,000	79%	14%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$238,093,000	72%	58%	Liberty Mutual Insurance Companies
American Security Insurance Company	\$209,210,000	31%	2%	Assurant P&C Group
Standard Guaranty Insurance Company	\$112,445,000	37%	-1%	Assurant P&C Group
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$834,494,000	89%	30%	Starr International Group
Lexington Insurance Company	\$501,353,000	55%	22%	American International Group
General Security Indemnity Co of Arizona	\$329,799,000	76%	29%	SCOR US Group
Top Individual RRG				

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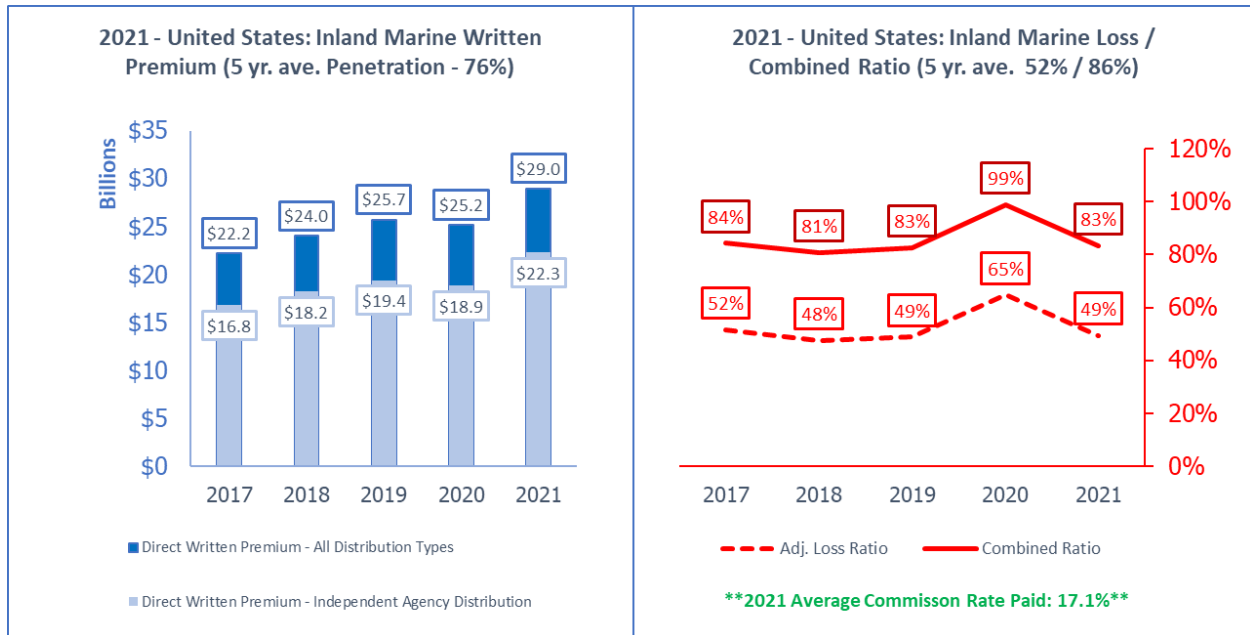
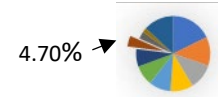
Homeowners'



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$119,606,899,000	\$58,805,910,000	\$42,149,857,000	\$17,769,521,000	\$2,712,024,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	49%	35%	15%	2.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
874	661	88	82	55
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 6%	11% / 9%	9% / 4%	6% / 4%	9% / 8%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
State Farm Group (G)	\$22,046,155,000	69%	12%	N/A
Allstate Insurance Group (G)	\$10,500,630,000	73%	7%	N/A
Liberty Mutual Insurance Companies (G)	\$8,382,682,000	68%	10%	N/A
USAA Group (G)	\$7,987,428,000	77%	9%	N/A
Farmers Insurance Group (G)	\$7,608,035,000	71%	6%	N/A
Total or Average	\$119,482,776,000	69%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Allstate Vehicle and Property Ins Co	\$4,467,871,000	78%	17%	Allstate Insurance Group
Travelers Personal Insurance Company	\$2,072,824,000	76%	54%	Travelers Group
Auto-Owners Insurance Company	\$1,584,347,000	63%	5%	Auto-Owners Insurance Group
Travelers Home and Marine Ins Co	\$1,293,342,000	67%	-10%	Travelers Group
Erie Insurance Company	\$1,267,417,000	66%	15%	Erie Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Universal Property & Casualty Ins Co	\$1,576,078,000	67%	11%	Universal Insurance Holdings Group
Liberty Mutual Personal Insurance Co	\$1,337,407,000	67%	15%	Liberty Mutual Insurance Companies
First Protective Insurance Company	\$598,753,000	49%	35%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$16,837,563,000	71%	10%	State Farm Group
State Farm General Insurance Company	\$2,181,284,000	49%	23%	State Farm Group
State Farm Lloyds	\$2,173,764,000	77%	11%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$3,378,899,000	79%	6%	USAA Group
USAA Casualty Insurance Company	\$2,464,567,000	69%	9%	USAA Group
USAA General Indemnity Company	\$1,354,160,000	84%	10%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Texas Farmers Insurance Company	\$902,360,000	105%	5%	Farmers Insurance Group
Lexington Insurance Company	\$200,234,000	-79%	17%	American International Group
Scottsdale Insurance Company	\$187,475,000	77%	25%	Nationwide Group
Top Individual RRG				

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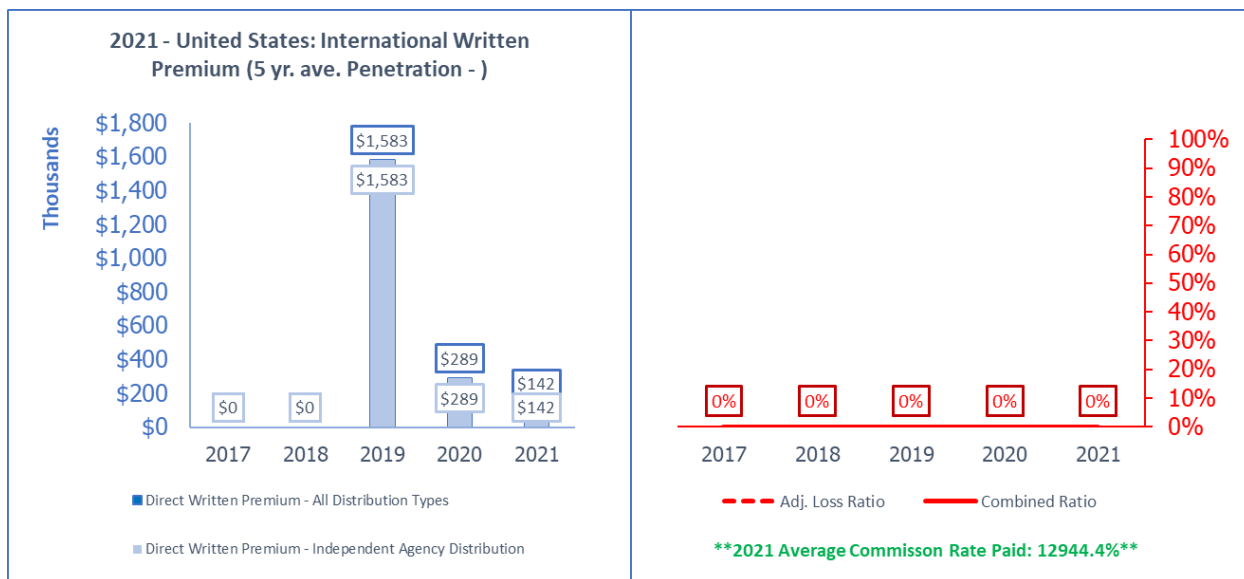
Inland Marine



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$28,969,292,000	\$22,314,489,000	\$4,829,255,000	\$1,682,501,000	\$1,778,998,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	77%	17%	6%	6.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
1,038	827	86	81	118
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
15% / 7%	18% / 7%	3% / 3%	11% / 14%	21% / 17%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Liberty Mutual Insurance Companies (G)	\$3,904,461,000	65%	4%	N/A
CNA Insurance Companies (G)	\$3,572,157,000	55%	3%	N/A
Chubb INA Group (G)	\$1,740,163,000	53%	14%	N/A
American International Group (G)	\$1,361,786,000	9%	25%	N/A
Allianz US PC Insurance Companies (G)	\$1,306,038,000	41%	71%	N/A
Total or Average	\$28,966,989,000	49%	15%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	\$3,542,281,000	54%	3%	CNA Insurance Companies
National Casualty Company	\$645,485,000	77%	20%	Nationwide Group
National Union Fire Ins Co Pittsburgh PA	\$626,770,000	9%	112%	American International Group
American Bankers Insurance Co of Florida	\$615,278,000	36%	13%	Assurant P&C Group
Travelers Property Casualty Co of Amer	\$470,541,000	48%	9%	Travelers Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
American Pet Insurance Company	\$633,522,000	65%	38%	Trupanion Insurance Group
Ohio Indemnity Company	\$282,890,000	49%	26%	...
Occidental Fire and Casualty Co of NC	\$173,360,000	12%	17%	IAT Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Liberty Insurance Underwriters, Inc.	\$3,213,565,000	69%	-1%	Liberty Mutual Insurance Companies
State Farm Fire and Casualty Company	\$583,659,000	44%	6%	State Farm Group
Sentry Select Insurance Company	\$160,841,000	59%	30%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	\$381,510,000	33%	-5%	Assurant P&C Group
Veterinary Pet Insurance Company	\$176,626,000	90%	22%	Nationwide Group
United Services Automobile Association	\$120,448,000	33%	0%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
QBE Specialty Insurance Company	\$206,342,000	15%	27%	QBE North America Insurance Group
Lexington Insurance Company	\$203,958,000	28%	2%	American International Group
Westchester Surplus Lines Insurance Co	\$109,955,000	-1%	92%	Chubb INA Group
Top Individual RRG				

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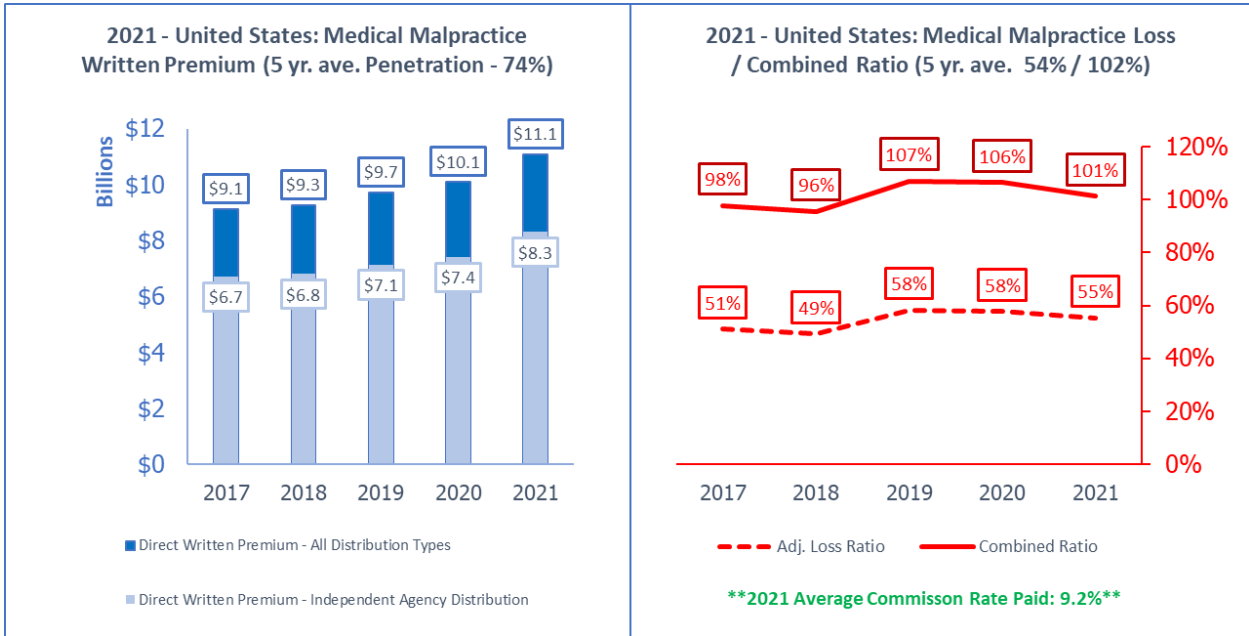
International



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$142,000	\$142,000	\$0	\$0	\$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	0%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
2	2	0	0	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
Not Calculated	Not Calculated	Not Calculated	Not Calculated	Not Calculated
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
				N/A
				N/A
				N/A
				N/A
				N/A
Total or Average			-51%	N/A
Top 5 Independent Agent Policy-Issuing Insurers				
ACE American Insurance Company	\$13,000	-100%		Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Colony Insurance Company	\$129,000	0%	-55%	Argo Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Top 3 Surplus Lines Policy Issuing Insurers				
Colony Insurance Company	\$129,000	0%	-55%	Argo Group
Top Individual RRG				

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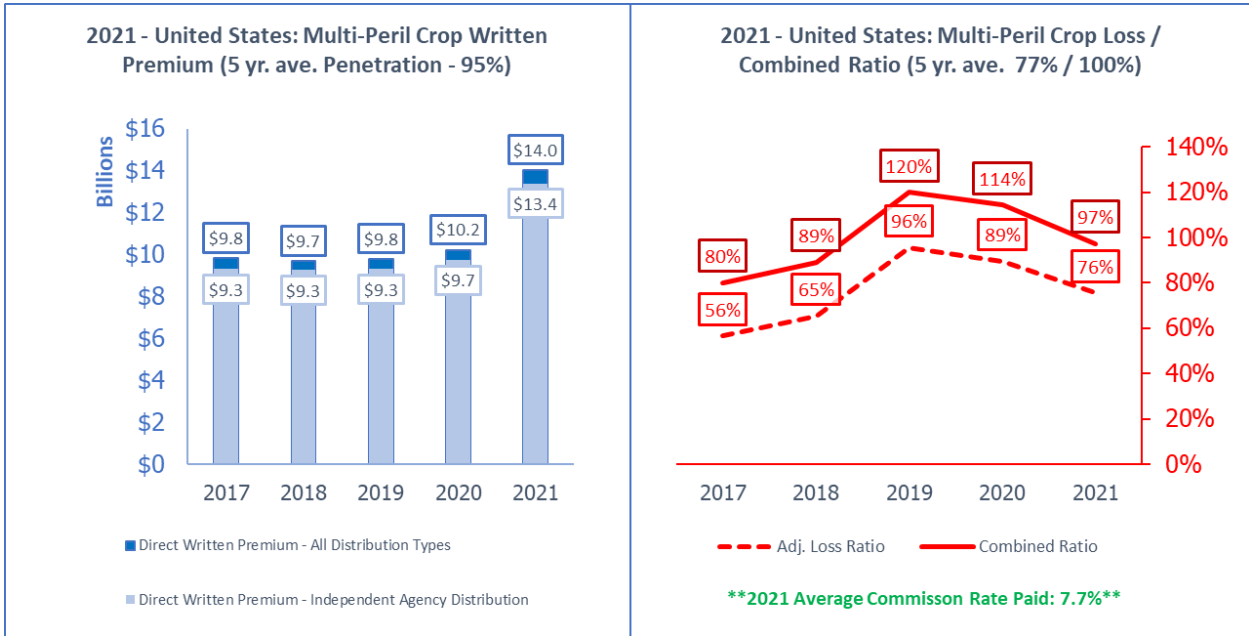
Medical Malpractice



4	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$11,112,488,000	\$8,309,699,000	\$539,172,000	\$1,590,236,000	\$2,711,809,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	75%	5%	14%	24.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
286	157	12	42	53
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
10% / 5%	12% / 5%	11% / 6%	1% / 5%	18% / 13%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Berkshire Hathaway Insurance Group (G)	\$1,901,353,000	49%	12%	N/A
Doctors Company Insurance Group (G)	\$1,070,241,000	47%	11%	N/A
ProAssurance Group (G)	\$739,157,000	56%	-7%	N/A
CNA Insurance Companies (G)	\$632,760,000	51%	6%	N/A
Coverys Companies (G)	\$574,677,000	66%	10%	N/A
Total or Average	\$11,112,482,000	55%	10%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Fire & Marine Insurance Co	\$501,267,000	66%	19%	Berkshire Hathaway Insurance Group
Columbia Casualty Company	\$290,544,000	59%	0%	CNA Insurance Companies
NORCAL Insurance Company	\$269,227,000	75%	-12%	ProAssurance Group
ProSelect Insurance Company	\$255,602,000	88%	21%	Coverys Companies
American Casualty Company of Reading, PA	\$254,170,000	37%	8%	CNA Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
TDC Specialty Insurance Company	\$108,691,000	42%	19%	Doctors Company Insurance Group
Evanston Insurance Company	\$86,657,000	37%	13%	Markel Corporation Group
Applied Medico-Legal Solutions RRG, Inc.	\$85,563,000	66%	12%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
MAG Mutual Insurance Company	\$324,447,000	45%	12%	MAG Mutual Companies
Liberty Insurance Underwriters, Inc.	\$64,720,000	0%	4%	Liberty Mutual Insurance Companies
Caring Communities, a Reciprocal RRG	\$51,290,000	40%	26%	...
Top 3 Direct Policy-Issuing Insurers				
MCIC Vermont (A RRRG)	\$384,988,000	95%	-9%	...
Hospitals Insurance Company, Inc.	\$227,580,000	87%	8%	Doctors Company Insurance Group
Controlled Risk Insurance Co of VT, Inc	\$167,011,000	53%	2%	...
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$501,267,000	66%	19%	Berkshire Hathaway Insurance Group
Columbia Casualty Company	\$290,544,000	59%	0%	CNA Insurance Companies
Ironshore Specialty Insurance Co	\$234,905,000	63%	26%	Liberty Mutual Insurance Companies
Top Individual RRG				
MCIC Vermont (A RRRG)	\$384,988,000	95%	-9%	...

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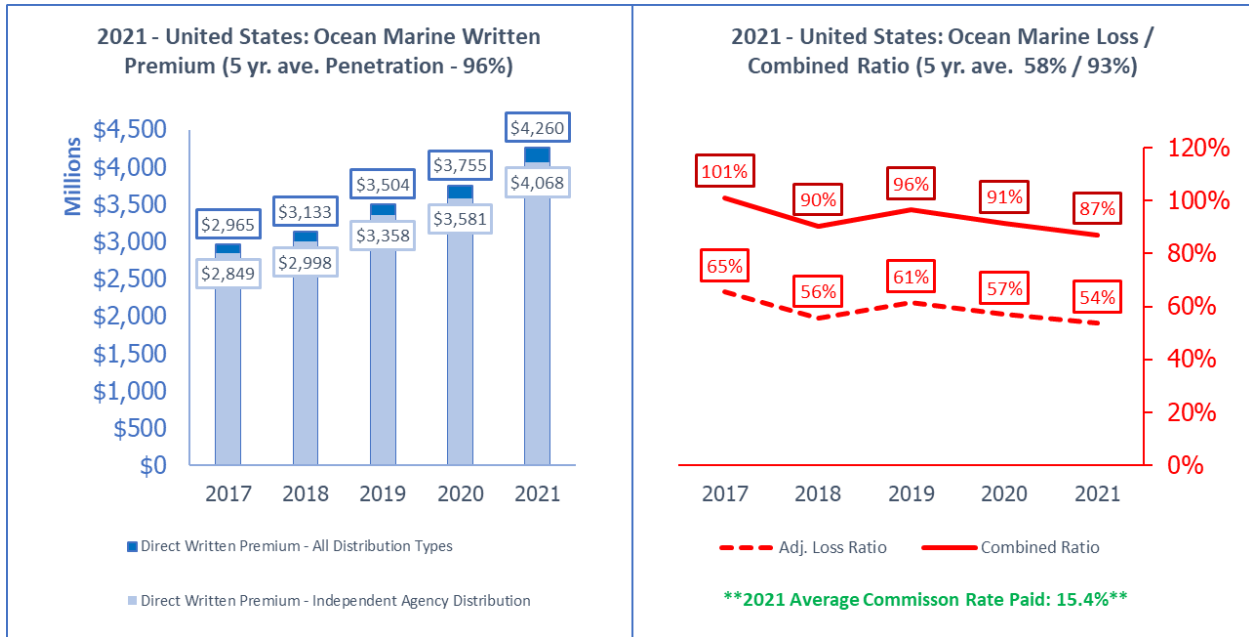
Multi-Peril Crop



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$14,021,719,000	\$13,401,447,000	\$382,876,000	\$58,080,000	\$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	3%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
27	18	7	1	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
37% / 9%	38% / 9%	40% / 5%	27% / -15%	N/A
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Chubb INA Group (G)	\$2,642,534,000	89%	37%	N/A
QBE North America Insurance Group (G)	\$2,516,777,000	82%	54%	N/A
Sompo Holdings US Group (G)	\$2,375,673,000	87%	24%	N/A
Zurich Insurance US PC Group (G)	\$2,240,982,000	69%	41%	N/A
Great American P & C Insurance Group (G)	\$1,144,193,000	63%	25%	N/A
Total or Average	\$14,021,720,000	76%	37%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
NAU Country Insurance Company	\$2,502,010,000	83%	54%	QBE North America Insurance Group
ACE Property and Casualty Insurance Co	\$2,044,469,000	92%	38%	Chubb INA Group
Great American Insurance Company	\$1,144,193,000	63%	25%	Great American P & C Insurance Group
Farmers Mutual Hail Insurance Co of Iowa	\$747,501,000	42%	52%	FMH Insurance Group
Producers Agriculture Insurance Company	\$692,370,000	63%	33%	Tokio Marine US PC Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Rural Community Insurance Company	\$2,240,982,000	69%	41%	Zurich Insurance US PC Group
Stratford Insurance Company	\$779,715,000	72%	50%	American International Group
FMH Ag Risk Insurance Company	\$206,533,000	56%	28%	FMH Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Western Agricultural Insurance Company	\$164,119,000	39%	38%	Farm Bureau Property & Casualty Group
COUNTRY Mutual Insurance Company	\$117,968,000	12%	55%	COUNTRY Financial Property Casualty Grp
Nodak Insurance Company	\$38,325,000	189%	17%	Nodak Insurance Group
Top 3 Direct Policy-Issuing Insurers				
American Agricultural Insurance Company	\$58,080,000	58%	27%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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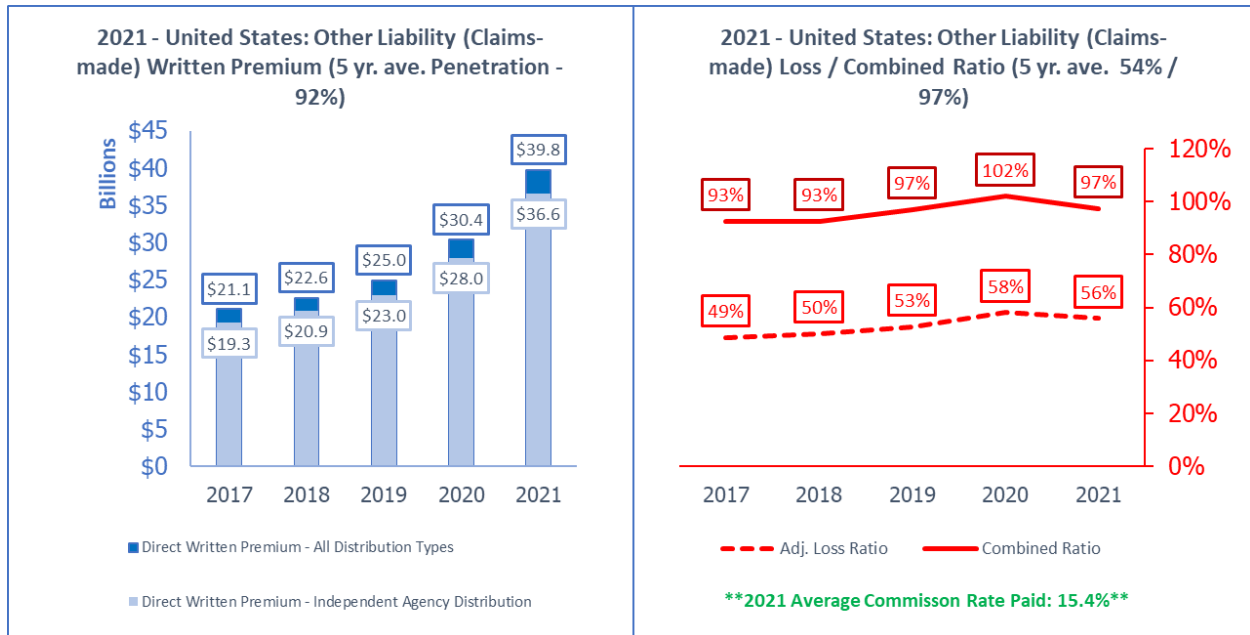
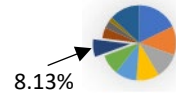
Ocean Marine



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$4,259,976,000	\$4,068,375,000	\$8,864,000	\$170,056,000	\$140,661,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	0%	4%	3.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
149	132	4	10	19
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
13% / 9%	14% / 9%	6% / -11%	14% / 17%	83% / 24%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
American International Group (G)	\$620,116,000	31%	26%	N/A
Berkshire Hathaway Insurance Group (G)	\$328,662,000	47%	-1%	N/A
Travelers Group (G)	\$308,370,000	55%	8%	N/A
Starr International Group (G)	\$292,898,000	79%	18%	N/A
Tokio Marine US PC Group (G)	\$280,547,000	49%	19%	N/A
Total or Average	\$4,259,973,000	54%	13%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	\$494,927,000	35%	23%	American International Group
GEICO Marine Insurance Company	\$327,951,000	48%	0%	Berkshire Hathaway Insurance Group
Starr Indemnity & Liability Company	\$292,898,000	79%	18%	Starr International Group
Travelers Property Casualty Co of Amer	\$232,967,000	56%	8%	Travelers Group
Navigators Insurance Company	\$170,299,000	52%	10%	Hartford Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$76,185,000	31%	65%	Tokio Marine US PC Group
U.S. Specialty Insurance Company	\$73,663,000	85%	-7%	Tokio Marine US PC Group
New York Marine and General Insurance Co	\$39,231,000	59%	7%	ProSight Specialty Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Allstate Property and Casualty Ins Co	\$7,974,000	71%	8%	Allstate Insurance Group
American National Property & Casualty Co	\$436,000	60%	6%	American National Prop & Cas Group
Allstate Insurance Company	\$323,000	31%	-8%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$99,994,000	67%	8%	Liberty Mutual Insurance Companies
Seven Seas Insurance Company, Inc	\$22,012,000	15%	20%	...
Westport Insurance Corporation	\$19,435,000	43%	90%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Houston Casualty Company	\$76,185,000	31%	65%	Tokio Marine US PC Group
Western World Insurance Company	\$17,456,000	91%	-2090%	American International Group
Scottsdale Insurance Company	\$12,760,000	76%	118%	Nationwide Group
Top Individual RRG				
A-One Commercial Insurance RRG Inc	\$0	0%

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Other Liability (Claims-Made)



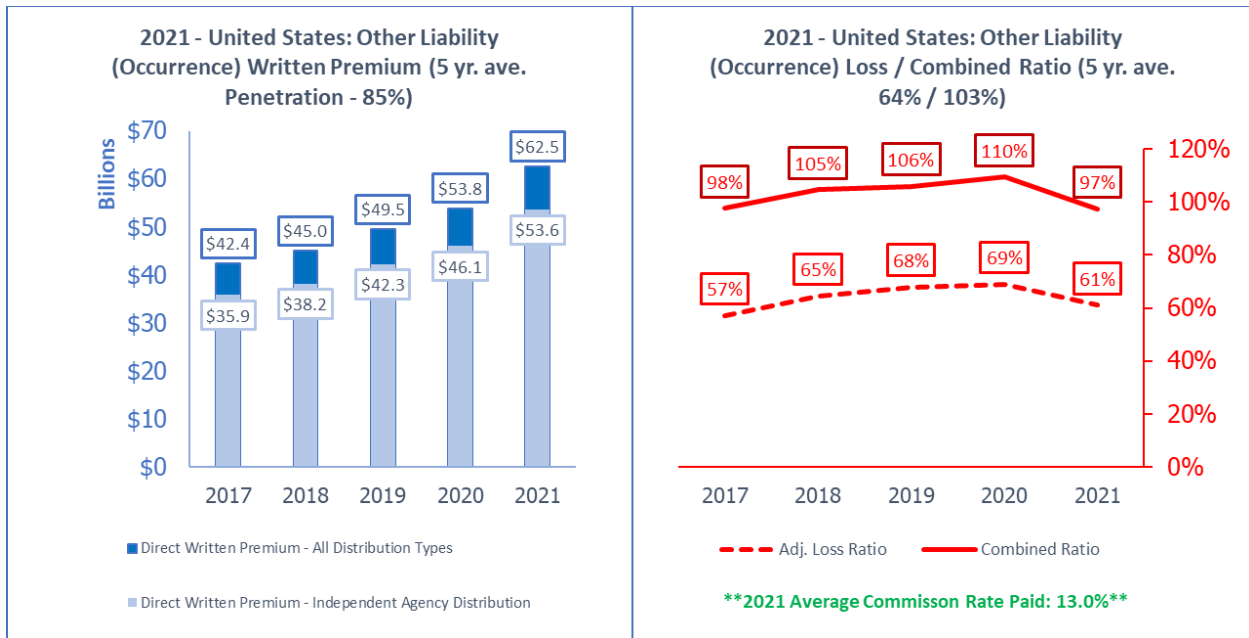
ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$39,769,357,000	\$36,579,593,000	\$384,294,000	\$1,364,218,000	\$13,896,563,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	92%	1%	3%	34.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
679	508	30	65	126
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
31% / 17%	31% / 17%	27% / 3%	35% / 18%	56% / 24%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Chubb INA Group (G)	\$3,396,150,000	30%	23%	N/A
XL Reinsurance America Group (G)	\$3,232,512,000	70%	38%	N/A
American International Group (G)	\$2,459,319,000	97%	18%	N/A
CNA Insurance Companies (G)	\$2,290,586,000	51%	18%	N/A
Fairfax Financial (USA) Group (G)	\$1,981,038,000	46%	72%	N/A
Total or Average	\$39,769,366,000	56%	31%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
XL Specialty Insurance Company	\$1,964,484,000	64%	31%	XL Reinsurance America Group
Continental Casualty Company	\$1,697,102,000	49%	10%	CNA Insurance Companies
Federal Insurance Company	\$1,622,405,000	22%	22%	Chubb INA Group
Travelers Casualty and Surety Co of Amer	\$1,536,015,000	63%	16%	Travelers Group
National Union Fire Ins Co Pittsburgh PA	\$1,350,915,000	102%	3%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$489,403,000	66%	11%	Tokio Marine US PC Group
Evanston Insurance Company	\$392,512,000	39%	34%	Markel Corporation Group
Houston Casualty Company	\$379,551,000	55%	58%	Tokio Marine US PC Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Ironshore Indemnity Inc.	\$204,813,000	39%	22%	Liberty Mutual Insurance Companies
Federated Mutual Insurance Company	\$40,270,000	33%	6%	Federated Mutual Group
Liberty Insurance Underwriters, Inc.	\$37,573,000	207%	-9%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
Liberty Surplus Insurance Corporation	\$463,197,000	63%	92%	Liberty Mutual Insurance Companies
Endurance Risk Solutions Assurance Co	\$176,212,000	73%	13%	Sompo Holdings US Group
Westport Insurance Corporation	\$102,931,000	29%	3%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$1,107,033,000	72%	9%	Berkshire Hathaway Insurance Group
Indian Harbor Insurance Company	\$1,022,679,000	75%	69%	XL Reinsurance America Group
AIG Specialty Insurance Company	\$738,948,000	60%	99%	American International Group
Top Individual RRG				
Attorneys' Liab Assr Society Ltd., A RRG	\$347,089,000	75%	3%	...

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Other Liability (Occurrence)



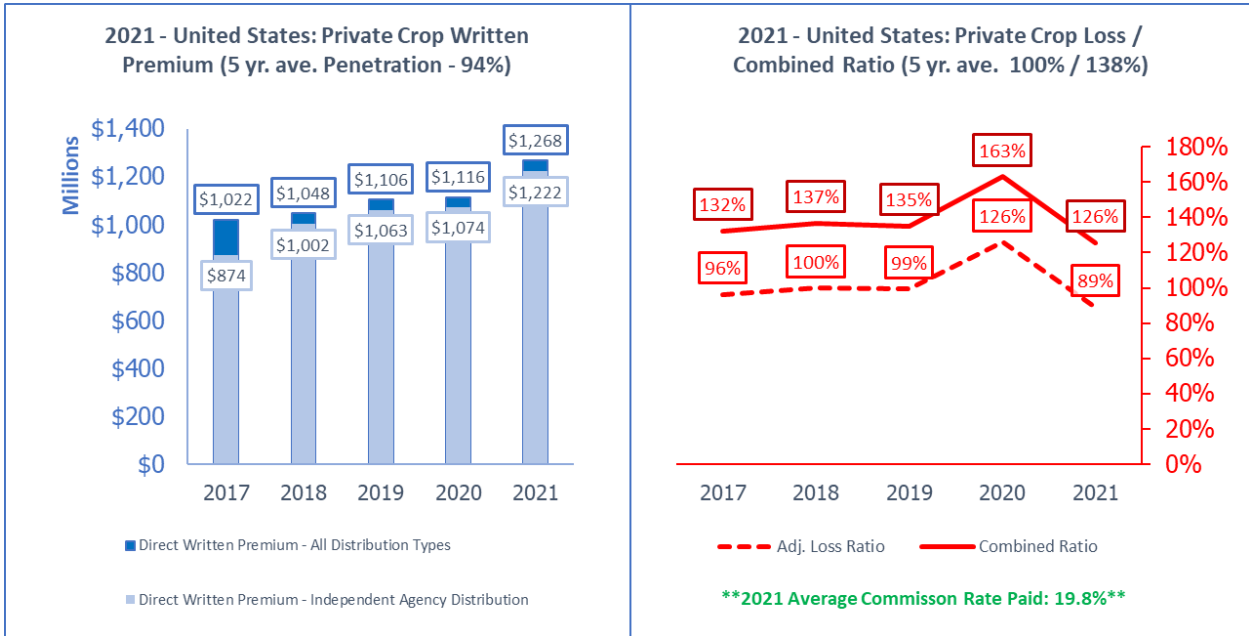
11.29%



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$62,547,292,000	\$53,633,513,000	\$3,617,730,000	\$4,002,920,000	\$18,491,020,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	86%	6%	6%	29.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
1,316	1,015	86	122	152
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
16% / 10%	16% / 11%	7% / 7%	18% / 8%	27% / 16%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Assurant P&C Group (G)	\$4,656,612,000	64%	12%	N/A
Chubb INA Group (G)	\$4,590,904,000	73%	12%	N/A
Liberty Mutual Insurance Companies (G)	\$2,881,972,000	89%	14%	N/A
Travelers Group (G)	\$2,771,270,000	59%	10%	N/A
Fairfax Financial (USA) Group (G)	\$2,250,777,000	64%	19%	N/A
Total or Average	\$62,539,722,000	61%	16%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
American Bankers Insurance Co of Florida	\$3,177,871,000	67%	7%	Assurant P&C Group
Travelers Property Casualty Co of Amer	\$1,533,288,000	51%	14%	Travelers Group
Federal Insurance Company	\$1,034,364,000	62%	15%	Chubb INA Group
ACE Property and Casualty Insurance Co	\$985,487,000	98%	30%	Chubb INA Group
ACE American Insurance Company	\$871,900,000	52%	-4%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$1,016,326,000	42%	26%	Markel Corporation Group
United Specialty Insurance Company	\$551,857,000	49%	17%	Markel Corporation Group
Gemini Insurance Company	\$537,847,000	69%	15%	W. R. Berkley Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$831,277,000	56%	7%	State Farm Group
Federated Mutual Insurance Company	\$362,001,000	72%	15%	Federated Mutual Group
Allstate Indemnity Company	\$259,932,000	69%	8%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$357,205,000	52%	4%	CUMIS Insurance Society Group
Liberty Surplus Insurance Corporation	\$355,611,000	64%	55%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	\$312,885,000	129%	89%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Evanston Insurance Company	\$1,016,326,000	42%	26%	Markel Corporation Group
National Fire & Marine Insurance Co	\$764,901,000	75%	29%	Berkshire Hathaway Insurance Group
Scottsdale Insurance Company	\$671,817,000	43%	13%	Nationwide Group
Top Individual RRG				
United Educators Ins, a Reciprocal RRG	\$200,867,000	41%	13%	...

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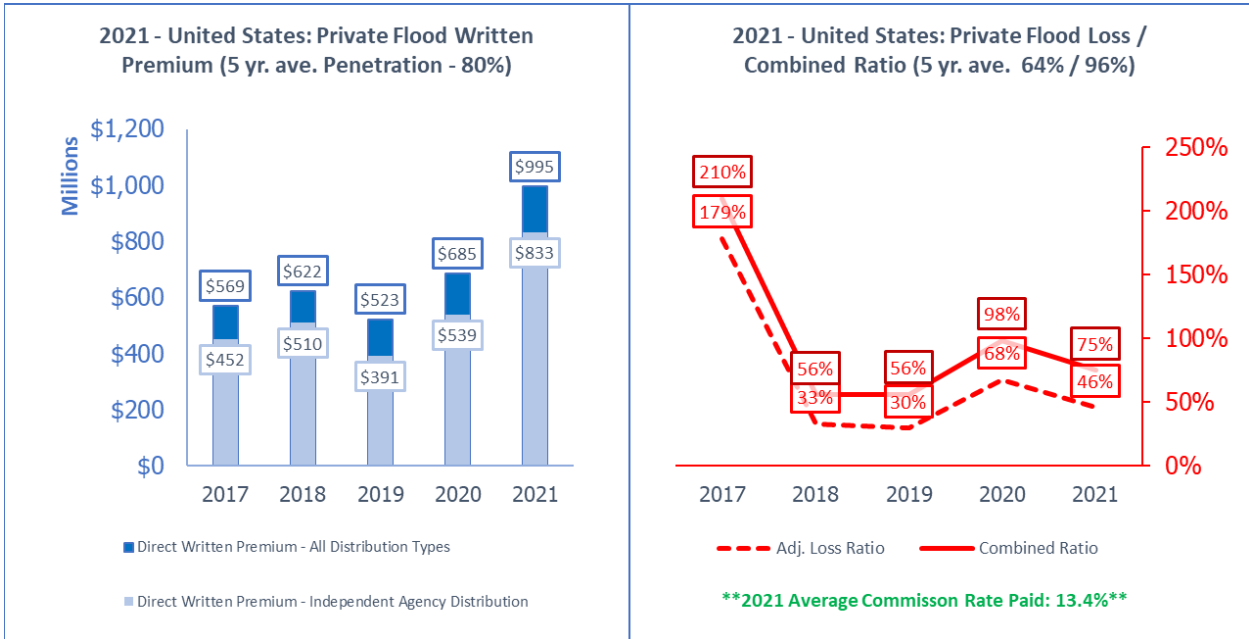
Private Crop



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,267,690,000	\$1,221,739,000	\$37,381,000	\$1,311,000	\$685,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	96%	3%	0%	0.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
26	19	5	1	2
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14% / 6%	14% / 9%	8% / 0%	-11% / -51%	N/A
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Zurich Insurance US PC Group (G)	\$264,264,000	106%	19%	N/A
Sompo Holdings US Group (G)	\$196,153,000	107%	4%	N/A
QBE North America Insurance Group (G)	\$171,140,000	83%	23%	N/A
Chubb INA Group (G)	\$145,632,000	78%	15%	N/A
FMH Insurance Group (G)	\$143,263,000	66%	0%	N/A
Total or Average	\$1,267,688,000	89%	14%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
NAU Country Insurance Company	\$171,140,000	83%	23%	QBE North America Insurance Group
Farmers Mutual Hail Insurance Co of Iowa	\$120,732,000	68%	1%	FMH Insurance Group
ACE Property and Casualty Insurance Co	\$113,712,000	88%	16%	Chubb INA Group
Great American Insurance Company	\$69,941,000	99%	8%	Great American P & C Insurance Group
Producers Agriculture Insurance Company	\$35,118,000	95%	0%	Tokio Marine US PC Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Rural Community Insurance Company	\$264,264,000	106%	19%	Zurich Insurance US PC Group
Stratford Insurance Company	\$129,826,000	91%	24%	American International Group
FMH Ag Risk Insurance Company	\$22,531,000	56%	-4%	FMH Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
COUNTRY Mutual Insurance Company	\$18,629,000	89%	12%	COUNTRY Financial Property Casualty Grp
Western Agricultural Insurance Company	\$12,625,000	43%	15%	Farm Bureau Property & Casualty Group
State Farm Fire and Casualty Company	\$2,441,000	51%	13%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
American Agricultural Insurance Company	\$1,311,000	76%	-3%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Conifer Insurance Company	\$362,000	33%	-2%	Conifer Insurance Group
StarStone Specialty Insurance Company	\$323,000	72%	3938%	Core Specialty Insurance Group
Top Individual RRG				

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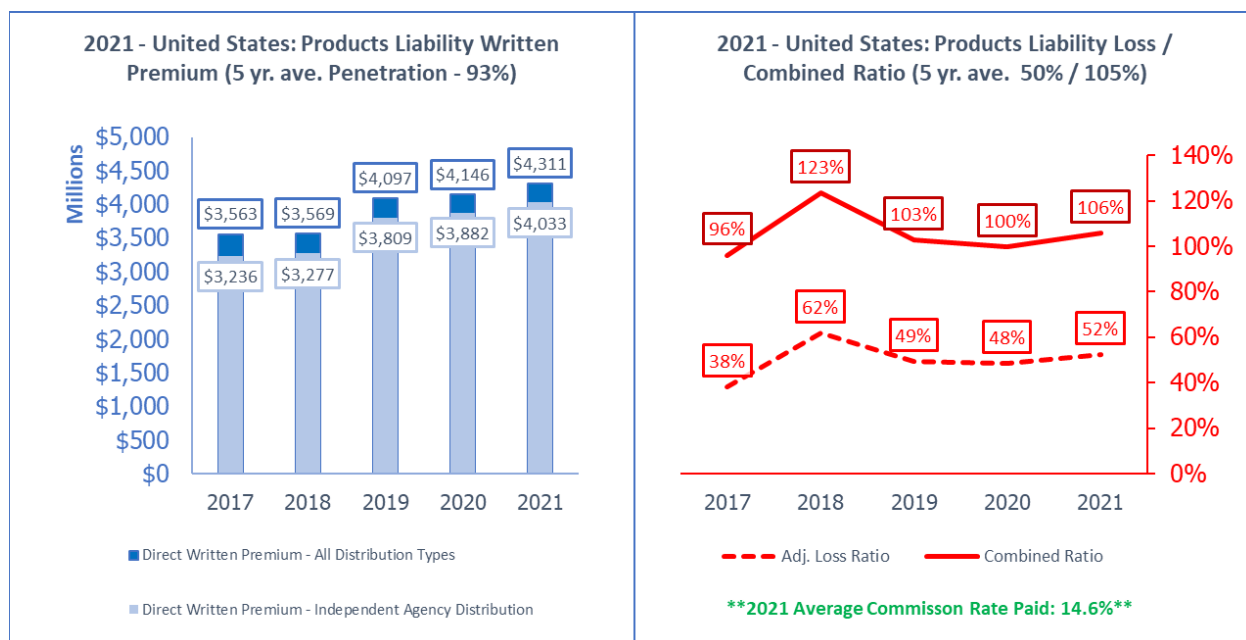
Private Flood



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$995,082,000	\$832,928,000	\$1,005,000	\$158,758,000	\$408,375,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	0%	16%	41.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
180	155	7	15	35
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
45% / 15%	54% / 17%	31% / 209%	10% / 8%	63% / 51%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Zurich Insurance US PC Group (G)	\$165,212,000	85%	70%	N/A
American International Group (G)	\$156,210,000	54%	107%	N/A
Assurant P&C Group (G)	\$106,710,000	35%	10%	N/A
XL Reinsurance America Group (G)	\$70,827,000	23%	3%	N/A
Liberty Mutual Insurance Companies (G)	\$59,919,000	35%	55%	N/A
Total or Average	\$995,085,000	45%	45%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Lexington Insurance Company	\$73,763,000	50%	406%	American International Group
Arch Specialty Insurance Company	\$46,930,000	8%	-4%	Arch Insurance Group
Indian Harbor Insurance Company	\$44,338,000	52%	54%	XL Reinsurance America Group
American Guarantee and Liability Ins Co	\$44,301,000	59%	52%	Zurich Insurance US PC Group
National Fire & Marine Insurance Co	\$37,779,000	18%	61%	Berkshire Hathaway Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Transverse Specialty Insurance Company	\$17,011,000	96%		Transverse Insurance Group
Trisura Specialty Insurance Company	\$12,084,000	261%	111%	Trisura US Insurance Group
Palomar Specialty Insurance Company	\$11,504,000	31%	41%	Palomar Holdings US Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$311,000	2%	24%	Nationwide Group
American National Property & Casualty Co	\$274,000	0%	71%	American National Prop & Cas Group
Sentry Insurance Company	\$221,000	6%	-11%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	\$69,153,000	29%	6%	Assurant P&C Group
Voyager Indemnity Insurance Company	\$36,799,000	46%	19%	Assurant P&C Group
Westport Insurance Corporation	\$25,903,000	17%	-17%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$73,763,000	50%	406%	American International Group
Arch Specialty Insurance Company	\$46,930,000	8%	-4%	Arch Insurance Group
Indian Harbor Insurance Company	\$44,338,000	52%	54%	XL Reinsurance America Group
Top Individual RRG				

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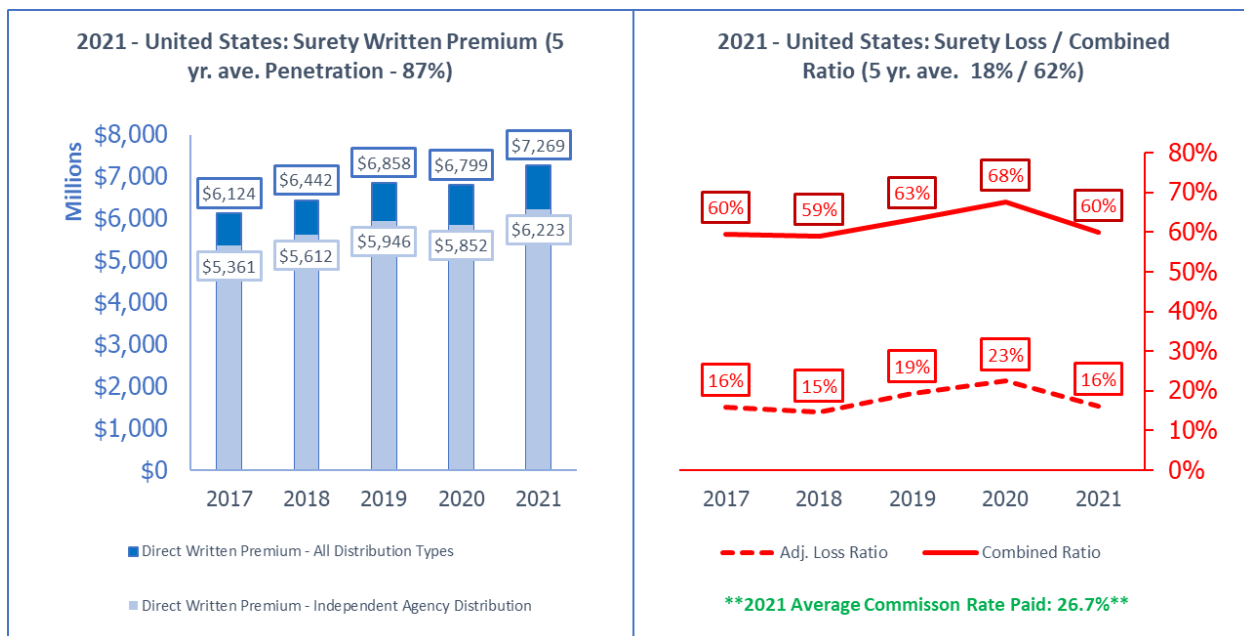
Products Liability



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$4,311,178,000	\$4,032,777,000	\$98,419,000	\$121,789,000	\$1,956,872,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	94%	2%	3%	45.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
430	385	26	10	84
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
4% / 5%	4% / 6%	4% / 0%	0% / -6%	12% / 11%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Chubb INA Group (G)	\$456,703,000	63%	8%	N/A
Allianz US PC Insurance Companies (G)	\$247,574,000	94%	-9%	N/A
Great American P & C Insurance Group (G)	\$203,774,000	37%	18%	N/A
Kinsale Insurance Company	\$190,337,000	30%	38%	N/A
W. R. Berkley Insurance Group (G)	\$185,107,000	18%	27%	N/A
Total or Average	\$4,311,177,000	51%	4%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Kinsale Insurance Company	\$190,337,000	30%	38%	...
Federal Insurance Company	\$176,106,000	46%	2%	Chubb INA Group
Allianz Global Risks US Insurance Co	\$172,687,000	87%	-11%	Allianz US PC Insurance Companies
Great American E & S Insurance Company	\$148,620,000	27%	18%	Great American P & C Insurance Group
Crum & Forster Specialty Insurance Co	\$147,251,000	41%	27%	Fairfax Financial (USA) Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$98,750,000	31%	24%	Markel Corporation Group
Colony Insurance Company	\$70,173,000	-20%	-40%	Argo Group
Gemini Insurance Company	\$52,832,000	35%	26%	W. R. Berkley Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$35,351,000	19%	14%	Federated Mutual Group
Sentry Insurance Company	\$24,752,000	28%	13%	Sentry Insurance Group
Sentry Select Insurance Company	\$10,998,000	4%	27%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$48,861,000	56%	-22%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	\$32,057,000	39%	-3%	Nationwide Group
LM Insurance Corporation	\$13,027,000	72%	74%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Kinsale Insurance Company	\$190,337,000	30%	38%	...
Great American E & S Insurance Company	\$148,620,000	27%	18%	Great American P & C Insurance Group
Crum & Forster Specialty Insurance Co	\$147,251,000	41%	27%	Fairfax Financial (USA) Group
Top Individual RRG				
STICO Mutual Insurance Company, RRG	\$171,000	0%	20%	...

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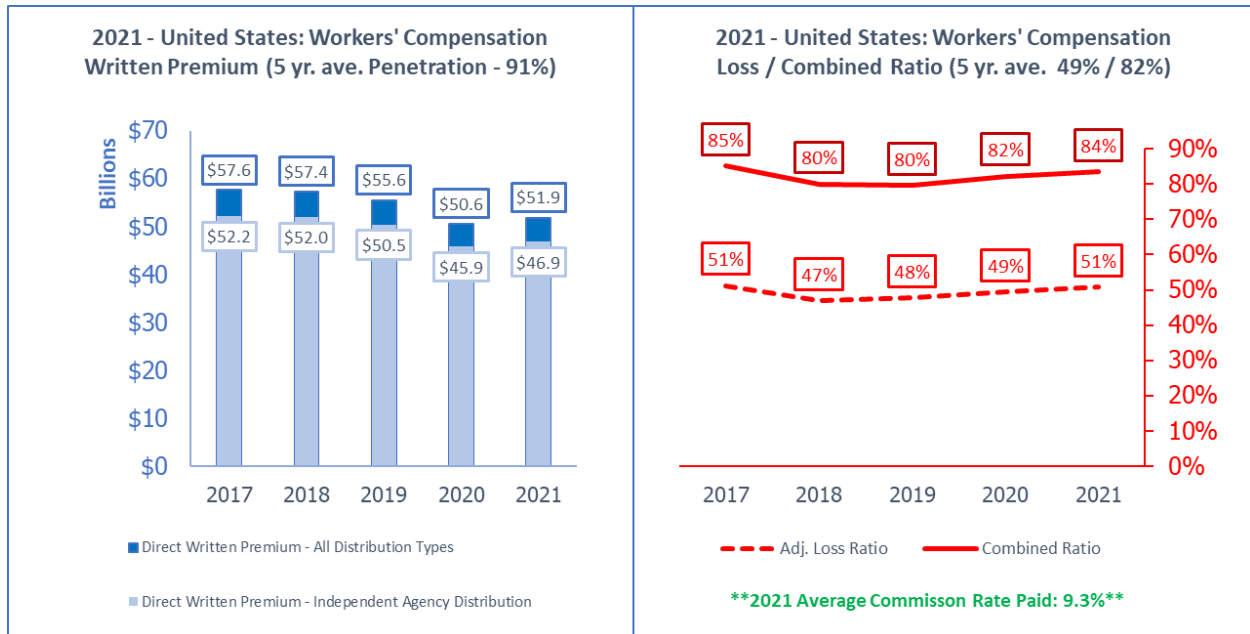
Surety



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$7,268,616,000	\$6,222,864,000	\$151,534,000	\$734,273,000	\$38,117,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	86%	2%	10%	0.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
298	252	18	15	19
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
7% / 4%	6% / 4%	32% / 16%	2% / 5%	64% / 2%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Travelers Group (G)	\$930,825,000	11%	3%	N/A
Liberty Mutual Insurance Companies (G)	\$897,826,000	14%	2%	N/A
CNA Insurance Companies (G)	\$498,021,000	27%	0%	N/A
Zurich Insurance US PC Group (G)	\$496,341,000	15%	-9%	N/A
Chubb INA Group (G)	\$392,970,000	5%	6%	N/A
Total or Average	\$7,268,613,000	16%	7%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$852,911,000	11%	3%	Travelers Group
Fidelity and Deposit Company of Maryland	\$473,981,000	16%	-8%	Zurich Insurance US PC Group
Western Surety Company	\$380,191,000	30%	-1%	CNA Insurance Companies
Federal Insurance Company	\$299,892,000	10%	15%	Chubb INA Group
Atlantic Specialty Insurance Company	\$190,457,000	7%	66%	Intact US Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
RLI Insurance Company	\$104,552,000	54%	11%	RLI Group
Harco National Insurance Company	\$93,740,000	11%	42%	IAT Insurance Group
U.S. Specialty Insurance Company	\$83,537,000	-2%	5%	Tokio Marine US PC Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$89,365,000	13%	24%	Nationwide Group
Euler Hermes North America Insurance Co.	\$33,431,000	47%	104%	Allianz US PC Insurance Companies
State Farm Fire and Casualty Company	\$14,983,000	14%	9%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$709,267,000	17%	3%	Liberty Mutual Insurance Companies
Westport Insurance Corporation	\$13,532,000	9%	6%	Swiss Reinsurance Group
Liberty Mutual Fire Insurance Company	\$7,414,000	1%	-2%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Canopus US Insurance, Inc.	\$18,603,000	113%	188%	...
National Fire & Marine Insurance Co	\$10,935,000	42%	5%	Berkshire Hathaway Insurance Group
Accelerant Specialty Insurance Company	\$4,495,000	43%		Accelerant US Holdings Group
Top Individual RRG				

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Workers' Compensation



ALL Direct Written Premium (DPW)	IA DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$51,892,205,000	\$46,903,066,000	\$1,412,565,000	\$2,964,659,000	\$255,376,000
Loss Ratio and Combined Ratio Accuracy				
100%	90%	3%	6%	0.5%
Active Affiliated and Unaffiliated Insurers				
672	561	33	42	11
1-Year / 5-Year Premium Growth: All Premium				
3% / -3%	2% / -3%	4% / -4%	5% / -2%	1% / -10%
Top 5 Groups or Unaffiliated Single(s)				
	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL LOB DPW
Travelers Group (G)	\$3,547,031,000	51%	-5%	N/A
Hartford Insurance Group (G)	\$3,293,735,000	46%	10%	N/A
AmTrust Group (G)	\$2,449,896,000	46%	25%	N/A
Zurich Insurance US PC Group (G)	\$2,347,358,000	52%	-6%	N/A
Chubb INA Group (G)	\$2,181,907,000	43%	-3%	N/A
Total or Average	\$51,892,196,000	51%	3%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
State Insurance Fund WC Fund	\$1,733,104,000	67%	8%	...
Travelers Property Casualty Co of Amer	\$1,117,500,000	45%	-3%	Travelers Group
Technology Insurance Company, Inc.	\$1,064,386,000	56%	40%	AmTrust Group
Texas Mutual Insurance Company	\$923,449,000	48%	0%	...
Insurance Company of the West	\$816,754,000	47%	-13%	ICW Pool
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Benchmark Insurance Company	\$325,210,000	46%	-5%	Benchmark Insurance Group
Markel Insurance Company	\$253,592,000	36%	7%	Markel Corporation Group
State National Insurance Company, Inc.	\$175,624,000	64%	9%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$257,982,000	55%	-1%	Federated Mutual Group
State Farm Fire and Casualty Company	\$234,831,000	40%	3%	State Farm Group
Sentry Insurance Company	\$143,653,000	67%	6%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	\$603,243,000	64%	1%	Liberty Mutual Insurance Companies
New Jersey Manufacturers Insurance Co	\$372,619,000	39%	6%	NJM Insurance Group
Liberty Insurance Corporation	\$329,622,000	-19%	-17%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Falls Lake Fire and Casualty Company	\$119,044,000	48%	2%	James River Group
Associated Industries Insurance Company	\$96,401,000	55%	-3%	AmTrust Group
Utica Specialty Risk Insurance Company	\$19,664,000	45%	38%	Utica National Insurance Group
Top Individual RRG				

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Appendix #1: All Lines of Business-Additional Details

2021 - United States: All Lines of Business Additional Details							
All P&C Lines of 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	6,641,350,000	69%	75%	4%	0%	68%	68%
Aggregate Write-ins	1,111,834,000	73%	56%	-10%	-1%	57%	48%
<u>Aircraft (all perils)</u>	2,379,241,000	54%	60%	14%	12%	95%	93%
<u>All Commercial Auto</u>	53,555,141,000	64%	67%	17%	11%	85%	84%
<u>All Private Passenger Auto</u>	260,859,451,000	69%	65%	5%	3%	32%	32%
<u>Allied Perils Only</u>	17,696,427,000	79%	86%	12%	13%	86%	83%
<u>Boiler & Machinery</u>	2,114,321,000	38%	41%	11%	9%	93%	93%
<u>Burglary & Theft</u>	479,239,000	52%	46%	7%	10%	96%	95%
<u>Commercial Multi-Peril</u>	49,218,798,000	61%	60%	8%	5%	84%	83%
Credit	2,186,736,000	27%	46%	7%	5%	71%	70%
<u>Earthquake</u>	4,543,344,000	3%	3%	11%	12%	87%	84%
<u>Excess Workers' Compensation</u>	1,305,016,000	41%	58%	2%	1%	94%	95%
<u>Farmowners Multi-Peril</u>	4,977,205,000	65%	65%	5%	4%	40%	40%
<u>Federal Flood</u>	3,143,794,000	48%	91%	3%	2%	79%	77%
<u>Fidelity</u>	1,379,843,000	28%	36%	7%	3%	91%	90%
Financial Guaranty	310,156,000	-40%	-36%	-26%	-6%	0%	1%
<u>Fire Peril Only</u>	17,769,276,000	68%	64%	14%	11%	89%	86%
<u>Homeowners Multi-Peril</u>	119,606,899,000	69%	68%	8%	6%	49%	47%
<u>Inland Marine</u>	28,969,292,000	49%	52%	15%	7%	77%	76%
<u>International</u>	142,000			-51%		100%	100%
<u>Medical Malpractice</u>	11,112,488,000	55%	54%	10%	5%	75%	74%
Mortgage Guaranty	5,708,599,000	5%	13%	-1%	3%	17%	16%
<u>Multi-Peril Crop</u>	14,021,719,000	76%	76%	37%	9%	96%	95%
<u>Ocean Marine</u>	4,260,029,000	54%	58%	13%	9%	96%	96%
<u>Other Liability (Claims-Made)</u>	39,769,357,000	56%	54%	31%	17%	92%	92%
<u>Other Liability (Occurrence)</u>	62,547,292,000	61%	64%	16%	10%	86%	85%
<u>Private Crop</u>	1,267,690,000	89%	102%	14%	6%	96%	94%
<u>Private Flood</u>	995,082,000	46%	68%	45%	15%	84%	80%
<u>Products Liability</u>	4,311,178,000	52%	50%	4%	5%	94%	93%
<u>Surety</u>	7,268,616,000	16%	18%	7%	4%	86%	87%
Warranty	3,886,867,000	56%	59%	21%	7%	44%	44%
<u>Workers' Compensation</u>	51,892,205,000	51%	49%	3%	-3%	90%	91%
Total (All Lines)	785,288,646,000	63%	62%	9%	6%	62%	59%

Source: © AM Best Company — used with permission. (Note: Independent Agent-focused lines of business are bold and underlined. The total for those lines is provided in the last line of the compendium, Total (IA-Focused Lines).

Appendix #2: Distribution Style Classifications

This P&C Marketplace Summary categorizes insurers into distribution styles based on the insurer's reported marketing types, which are provided in what is known as a "Gallery Report" and made available by AM Best as part of various insurer attributes in Best's Financial Suite. Following are the various marketing types reported by insurers in 2021:

Marketing Types

- Affinity Group Marketing
- Bank
- Broker
- Career Agent
- Direct Response
- Exclusive/Captive Agent
- General Agent
- Inactive
- Independent Agency
- Internet
- Managing General Agent
- Not Available
- Other
- Other Agency
- Other Direct
- Worksite Marketing

The approach used by this P&C Marketplace Summary is to take each insurer's reported marketing type and place data from that insurer into one of six distribution styles. Some insurer classifications are obvious; others are not as obvious. When insurers list multiple market types more weight is given to the marketing type listed first and the type that most closely aligns to each insurer's distribution style. Approximately 10% of insurers list their marketing type as "Not Available." These insurers represent less than 1% of all written premiums in 2021; these insurers are categorized as "Other."

Highlighted in the following table is the number of carriers for All Distribution types of a specific line of business. The total number of carriers is then divided into the six possible distribution styles used in this summary: (1) Pure IA or Broker, (2) MGA/Wholesale, (3) IA-Mixed, (4) Exclusive-Captive, (5) Direct and (6) Other. To arrive at figures generally for independent agent distribution, data from insurers categorized as (1) Pure IA or Broker, (2) MGA/Wholesale and (3) IA-Mixed are combined. Other industry analysis of distribution may vary in how distribution styles are categorized. Generally, however, the results are similar to the approach taken in this report.

By controlling this distribution style classification for each insurer, flexibility is attained in providing data that matches an independent agent's view of the marketplace. This allows determination of approximate penetrations of the distribution styles by line of business and it allows creating lists of insurers by line of business for each distribution style. To provide examples of the classification approach results, the top insurers in the in each distribution style are shown below under the heading "Largest Insurers by Distribution Style," with the reported marketing type and premiums.

Proprietary Premium Classifications by Line of Business

2021 - United States: All Lines of Business Distribution Style - DPW (Premiums) in Millions of Dollars							
United States All P&C Lines of P&C Business	All Distribution (1+2+3+4+5+6)	Pure IA or Broker DPW (1)	MGA/ Wholesale DPW (2)	IA-Mixed DPW (3)	Exclusive -Captive DPW (4)	Direct DPW (5)	Other (6)
Accident & Health	6,641	3,735	688	118	1,272	500	328
Aggregate Write-ins	1,112	416	140	83	121	334	18
<u>Aircraft (all perils)</u>	2,379	2,179	92	0	15	43	51
<u>All Commercial Auto</u>	53,555	36,072	4,750	4,691	4,499	2,794	749
<u>All Private Passenger Auto</u>	260,859	68,702	6,166	9,812	90,675	84,630	875
<u>Allied Perils Only</u>	17,696	10,641	1,885	2,657	774	1,560	180
<u>Boiler & Machinery</u>	2,114	1,280	19	667	42	96	11
<u>Burglary & Theft</u>	479	385	26	49	17	2	1
<u>Commercial Multi-Peril</u>	49,219	37,717	2,225	1,307	6,188	1,376	407
Credit	2,187	1,307	253	3	535	78	12
<u>Earthquake</u>	4,543	2,978	387	583	401	189	4
<u>Excess Workers' Compensation</u>	1,305	1,209	14	3	2	76	1
<u>Farmowners Multi-Peril</u>	4,977	1,955	16	30	2,054	884	38
<u>Federal Flood</u>	3,144	1,602	868	1	445	228	0
<u>Fidelity</u>	1,380	1,181	48	23	23	90	14
Financial Guaranty	310	0	0	0	0	253	57
<u>Fire Peril Only</u>	17,769	12,488	1,503	1,738	855	1,040	145
<u>Homeowners Multi-Peril</u>	119,607	43,676	11,993	3,136	42,150	17,770	882
<u>Inland Marine</u>	28,969	17,978	2,532	1,804	4,829	1,683	143
<u>International</u>	0	0	0	0	0	0	0
<u>Medical Malpractice</u>	11,112	4,545	693	3,072	539	1,590	673
Mortgage Guaranty	5,709	983	0	0	0	3,213	1,512
<u>Multi-Peril Crop</u>	14,022	7,747	3,236	2,419	383	58	179
<u>Ocean Marine</u>	4,260	3,669	346	54	9	170	13
<u>Other Liability (Claims-made)</u>	39,769	33,192	2,903	484	384	1,364	1,441
<u>Other Liability (Occurrence)</u>	62,547	44,586	6,566	2,482	3,618	4,003	1,293
<u>Private Crop</u>	1,268	603	422	197	37	1	7
<u>Private Flood</u>	995	692	73	68	1	159	2
<u>Products Liability</u>	4,311	3,564	438	30	98	122	58
<u>Surety</u>	7,269	5,682	476	65	152	734	160
Warranty	3,887	1,613	45	36	1,058	1,074	60
<u>Workers' Compensation</u>	51,892	42,141	1,671	3,091	1,413	2,965	612
Total (All Lines)	785,289	394,517	50,475	38,704	162,589	129,079	9,924
<u>Total (IA-Focused Lines)</u>	765,443	386,462	49,349	38,464	159,603	123,627	7,937

Source: © AM Best Company — used with permission, and the Real Insurance Solutions Consulting proprietary classification of policy issuing insurer based on reported “Marketing Types.”

Largest Insurers by Distribution Style

Top 10 Insurers Classified as IA or Broker - DPW (Premiums) in Millions of Dollars			
United States Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Continental Casualty Company	CNA Insurance Companies	6,664.4	Independent Agency
Federal Insurance Company	Chubb INA Group	6,366.3	Independent Agency
Travelers Property Casualty Co of Amer	Travelers Group	5,824.6	Independent Agency
American Bankers Insurance Co of Florida	Assurant P&C Group	5,149.9	Independent Agency
National Union Fire Ins Co Pittsburgh PA	American International Group	5,106.9	Broker
ACE American Insurance Company	Chubb INA Group	5,018.2	Independent Agency
Erie Insurance Exchange	Erie Insurance Group	4,984.9	Independent Agency
Auto-Owners Insurance Company	Auto-Owners Insurance Group	4,767.1	Independent Agency
Cincinnati Insurance Company	The Cincinnati Insurance Companies	4,516.7	Independent Agency
Allstate Vehicle and Property Ins Co	Allstate Insurance Group	4,508.5	Independent Agency

Top 10 Insurers Classified as MGA/Wholesale - DPW (Premiums) in Millions of Dollars			
United States Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Liberty Mutual Personal Insurance Co	Liberty Mutual Insurance Companies	3,134.4	Managing General Agent
Rural Community Insurance Company	Zurich Insurance US PC Group	2,505.2	Managing General Agent
Evanston Insurance Company	Markel Corporation Group	2,056.1	Managing General Agent
Universal Property & Casualty Ins Co	Universal Insurance Holdings Group	1,662.6	Managing General Agent
United Specialty Insurance Company	Markel Corporation Group	1,257.7	Managing General Agent
State National Insurance Company, Inc.	Markel Corporation Group	1,029.3	General Agent
Stratford Insurance Company	American International Group	976.9	General Agent
Houston Casualty Company	Tokio Marine US PC Group	932.4	Managing General Agent, Independent Agency
U.S. Specialty Insurance Company	Tokio Marine US PC Group	897.3	Managing General Agent, Independent Agency
Gemini Insurance Company	W. R. Berkley Insurance Group	878.6	Managing General Agent

Top 10 Insurers Classified as IA-Mixed - DPW (Premiums) in Millions of Dollars			
United States Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Progressive County Mutual Insurance Co	Progressive Insurance Group	4,975.8	Independent Agency, Direct Response
Factory Mutual Insurance Company	FM Global Group	3,578.0	Direct Response, Broker
United Financial Casualty Company	Progressive Insurance Group	3,027.3	Independent Agency, Direct Response
American Agri-Business Insurance Company	Sompo Holdings US Group	2,571.8	Other Agency
Citizens Property Insurance Corporation	...	1,814.1	Other
Virginia Surety Company, Inc.	Assurant P&C Group	1,441.5	Direct Response, Independent Agency
State Compensation Insurance Fund	...	1,235.5	Independent Agency, Direct Response
American Modern Property & Casualty Ins	Munich-American Holding Corp Companies	1,036.9	Worksite Marketing
Progressive Express Insurance Company	Progressive Insurance Group	1,004.1	Independent Agency, Direct Response
Church Mutual Insurance Company, S.I.	Church Mutual Insurance Group	954.4	Direct Response, Independent Agency

Top 10 Insurers Classified as Exclusive-Captive - DPW (Premiums) in Millions of Dollars			
United States Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
State Farm Mutual Automobile Ins Co	State Farm Group	39,561.0	Exclusive/Captive Agent
State Farm Fire and Casualty Company	State Farm Group	22,314.2	Exclusive/Captive Agent
Allstate Fire and Casualty Insurance Co	Allstate Insurance Group	10,333.8	Exclusive/Captive Agent
Farmers Insurance Exchange	Farmers Insurance Group	5,716.1	Exclusive/Captive Agent
Allstate Insurance Company	Allstate Insurance Group	5,379.0	Exclusive/Captive Agent
Allstate Property and Casualty Ins Co	Allstate Insurance Group	5,002.4	Exclusive/Captive Agent
American Family Mutual Ins Co, S.I.	American Family Insurance Group	3,876.2	Exclusive/Captive Agent
Interinsurance Exchange of the Auto Club	Auto Club Enterprises Insurance Group	3,663.5	Exclusive/Captive Agent
Liberty Insurance Underwriters, Inc.	Liberty Mutual Insurance Companies	3,503.1	Exclusive/Captive Agent, Direct Response
LM General Insurance Company	Liberty Mutual Insurance Companies	3,218.6	Exclusive/Captive Agent

Top 10 Insurers Classified as Direct - DPW (Premiums) in Millions of Dollars			
United States Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
GEICO General Insurance Company	Berkshire Hathaway Insurance Group	10,894.7	Direct Response
United Services Automobile Association	USAA Group	9,217.0	Direct Response
USAA Casualty Insurance Company	USAA Group	7,831.8	Direct Response
Government Employees Insurance Company	Berkshire Hathaway Insurance Group	6,445.7	Direct Response
GEICO Indemnity Company	Berkshire Hathaway Insurance Group	6,273.6	Direct Response
GEICO Casualty Company	Berkshire Hathaway Insurance Group	5,941.4	Direct Response
USAA General Indemnity Company	USAA Group	5,041.0	Direct Response
Progressive Direct Insurance Company	Progressive Insurance Group	4,896.6	Direct Response
Progressive Select Insurance Company	Progressive Insurance Group	3,247.6	Direct Response
Liberty Mutual Fire Insurance Company	Liberty Mutual Insurance Companies	3,234.6	Direct Response

Top 10 Insurers Classified as Other - DPW (Premiums) in Millions of Dollars			
United States Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Essent Guaranty, Inc.	Essent Guaranty Group	870.9	Not Available
Berkshire Hathaway Specialty Ins Co	Berkshire Hathaway Insurance Group	856.0	Not Available
Greenwich Insurance Company	XL Reinsurance America Group	835.3	Not Available
National Mortgage Insurance Corporation	National Mortgage Insurance Group	557.1	Not Available
Endurance Assurance Corporation	Sompo Holdings US Group	506.5	Not Available
Cincinnati Specialty Underwriters Ins Co	The Cincinnati Insurance Companies	479.2	Not Available
Nationwide Affinity Ins Co of America	Nationwide Group	453.4	Not Available
Auto Club County Mutual Insurance Co	Auto Club Enterprises Insurance Group	380.6	General Agent, Direct Response
Attorneys' Liab Assr Society Ltd., A RRG	...	347.1	Not Available
Vanliner Insurance Company	Great American P & C Insurance Group	227.1	General Agent, Other

Appendix #3: NAIC Line of Business Definitions

The National Association of Insurance Commissioners (NAIC) provides instructions to insurers for completing the annual report. For reference, the below are definitions for lines of business taken from an NAIC appendix.

Line-of-Business (LOB. or Combination)	NAIC Line Numbers	Definition
Aggregate Write-ins	Line 34	Explained coverage written in that do not fit elsewhere.
Aircraft (All Perils)	Line 22	Coverage for aircraft (hull) and their contents; aircraft owners' and aircraft manufacturers' liability to passengers, airports and other third parties.
All Commercial Auto	Lines 19.3+19.4+21.1	Commercial Auto No-Fault (Personal Injury Protection). Other Commercial Auto Passenger Liability (Include-BI, PD, UM and UIM). Commercial Auto Physical Damage.
All Private Passenger	Lines 19.1+19.2+21.1	Private Passenger Auto No-Fault (Personal Injury Protection). Other Private Passenger Auto Liability (Include-BI/PD/UM and UIM). Private Passenger Auto Physical Damage.
Boiler & Machinery	Line 27	Coverage for the failure of boilers, machinery and electrical equipment. Benefits include: (i) property of the insured that has been directly damaged by the accident. (ii) Costs of temporary repairs and expediting expenses. (iii) Liability for damage to the property of others.
Burglary & Theft	Line 26	Coverage for property taken or destroyed by breaking and entering the insured's premises, burglary or theft, forgery or counterfeiting, fraud, kidnap and ransom, and off-premises exposure.
Commercial Multiple Peril	Line 5	A contract for a commercial enterprise that packages two or more insurance coverages protecting an enterprise from various property and liability risk exposures. Frequently includes fire, allied lines, various other coverages (e.g., difference in conditions) and liability coverage (such coverages would be included in other annual statement lines, if written individually). Include multi-peril policies (other than farmowners, homeowners and automobile policies) that include coverage for liability other than auto. (Builders' Risk Policies, Businessowners, Commercial Package Policies, Manufacturers Output Policies, e-Commerce and Difference-in-Conditions).
Credit	Line 28	Coverage purchased by consumers, manufacturers, merchants, educational institutions or other providers of goods and services extending credit, for indemnification of losses or damages resulting from the nonpayment of debts owed to/from them for goods or services provided in the normal course of their business.
Excess Workers' Compensation	Line 17.3	Indemnification coverage provided to self-insured employers on an excess of loss basis.
Farmowners Multiperil	Line 4	A package policy for farming and ranching risks, similar to a homeowners policy, that has been adopted for farms and ranches and includes both property and liability coverages for personal and business losses. Coverages include farm dwellings and their contents, barns, stables, other farm structures and farm inland marine, such as mobile equipment and livestock. A commercial package policy for farming and ranching risks that includes both property and liability coverage. Coverage includes barns, stables, other farm structures and farm inland marine, such as mobile equipment and livestock.
Fidelity	Line 23	A bond covering an employer's loss resulting from an employee's dishonest act (e.g., loss of cash, securities, valuables, etc.)
Financial Guaranty	Line 10	A surety bond, insurance policy, or when issued by an insurer, an indemnity contract and any guaranty similar to the foregoing types, under which loss is payable upon proof of occurrence of financial loss to an insured claimant, obligee or indemnitee as a result of failure to perform a financial obligation (see Financial Guaranty Insurance Guideline (#1626)).
Fire & Allied Lines	Lines 1 + 2.1 + 2.2 + 2.3 + 12	Fire, Allied Lines, Multi-Peril Crop, Federal Flood, Private Crop, Private Flood and Earthquake (see further descriptions of each under Fire & Allied Lines).
Homeowners Multiperil	Line 3	A package policy combining broad property coverage for the personal property and/or structure with broad personal liability coverage. Coverage applicable to the

		dwelling, appurtenant structures, unscheduled personal property and additional living expense are typical. Includes mobile homes at a fixed location. (Alternative Workers Compensation, Employers' Liability and Standard Workers Compensation).
Inland Marine	Line 9	Coverage for property that may be in transit, held by a bailee, at a fixed location, a movable good that is often at different locations (e.g., off-road construction equipment) or scheduled property (e.g., Homeowners Personal Property Floater), including items such as live animals, property with antique or collector's value, etc. This line also includes instrumentalities of transportation and communication, such as bridges, tunnels, piers, wharves, docks, pipelines, power and phone lines, and radio and television towers. (Animal Mortality, EDP Policies, Pet Insurance Plans, Communication Equipment, Event Cancellation, Travel Coverage, Vehicle Excess Waiver, Boatowners, Other Commercial Inland Marine, Other Personal Marine and Cash and Cash in Transit Insurance).
International	Line-29	Includes all business transacted outside the U.S. and its territories and possessions where the appropriate line of business is not determinable
Medical Professional Liability	Line 11	Insurance coverage protecting a licensed health care provider or health care facility against legal liability resulting from the death or injury of any person due to the insured's misconduct, negligence, or incompetence in rendering professional services. Medical Professional Liability is also known as Medical Malpractice.
Mortgage Guaranty	Line 6	Insurance that indemnifies a lender from loss if a borrower fails to meet required mortgage payments.
Ocean Marine	Line 8	Coverage for ocean and inland water transportation exposures; goods or cargoes; ships or hulls; earnings; and liability.
Other Liability (Claims-Made)	Line 17.2	Same as 17.1 but on a Claims-Made Basis. These policies cover insured events that are reported (as defined in the policy) within the effective dates of the policy, subject to retroactive dates and extended reporting periods when applicable.
Other Liability (Occurrence)	Line 17.1	Occurrence Based: These policies cover insured events that occur within the effective dates of the policy, regardless of when they are reported to the reporting entity. Insurance coverage protecting the insured against legal liability resulting from negligence, carelessness or a failure to act, causing property damage or personal injury to others. Typically, coverages include construction and alteration liability; contingent liability; contractual liability; elevators and escalators liability; errors and omissions liability, environmental pollution liability; excess stop loss, excess over insured or self-insured amounts and umbrella liability; liquor liability; personal injury liability; premises and operations liability; completed operations liability, nonmedical professional liability, etc. Also includes indemnification coverage provided to self-insured employers on an excess of loss basis (excess workers compensation). (Completed Operations, Construction Liability, Contingent Liability, Contractual Liability, Elevators, Error and Omissions, Environmental Pollution, Excess and Umbrella, Personal Liability, Premises and Operations, Excess Workers Compensation, Commercial General Liability, Comprehensive Personal Liability, Day Care Centers, Directors and Officers, Employee Benefit Liability, Employers' Liability, Employment Practices, Fire Legal, Municipal Liability, Nuclear Energy, Veterinarian, Internet Liability and Cyber Liability). Excludes excess workers compensation.
Products Liability	Line 18	Insurance coverage protecting the manufacturer, distributor, seller or lessor of a product against legal liability resulting from a defective condition causing personal injury, or damage, to any individual or entity, associated with the use of the product.
Surety	Line 24	A three-party agreement where the insurer agrees to pay a second party (the obligee) or make complete an obligation in response to the default, acts or omissions of a third party (the principal).
Warranty	Line 30	Coverage that protects against manufacturer's defects past the normal warranty period and for repair after breakdown to return a product to its originally intended use. Warranty insurance generally protects consumers from financial loss caused by the seller's failure to rectify or compensate for defective or incomplete work and cost of parts and labor necessary to restore a product's usefulness. Includes, but is not limited to, coverage for all obligations and liabilities incurred by a service contract provider, mechanical breakdown insurance and service contracts written by insurers. (Mechanical Breakdown and Service Contracts).
Workers' Compensation	Line 16	Insurance that covers an employer's liability for injuries, disability or death to persons in their employment, without regard to fault, as prescribed by state or

		Federal workers compensation laws and other statutes. Includes employer's liability coverage against the common law liability for injuries to employees (as distinguished from the liability imposed by Workers Compensation Laws). Excludes excess workers compensation.
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Fire & Allied Lines Breakout	NAIC Line Numbers	Definition
Fire Only	Line 1	Coverage protecting the insured against the loss to real or personal property from damage caused by the peril of fire or lightning, including business interruption, loss of rents, etc.
Allied Lines	Line 2.1	Extended coverage; glass; tornado, windstorm and hail; sprinkler and water damage; explosion, riot and civil commotion; rain; and damage from aircraft and vehicle.
Multi-Peril Crop	Line 2.2	Insurance protection that is subsidized or reinsured by the Federal Crop Insurance Corporation for protection against losses due to damage, decreases in revenues and/or gross margins from crop, livestock and other agricultural-related production from unfavorable weather conditions, drought, wind, frost, fire or lightning, flood, hail, insect infestation, disease or other yield-reducing conditions or perils.
Federal Flood	Line 2.3	Coverage provided by the Federal Insurance Administration (FIA) of the Federal Emergency Management Agency (FEMA) through insurers participating in the National Flood Insurance Program's (NFIP) Write Your Own (WYO) program. Coverage is subject to the terms and conditions provided in the Financial Assistance/Subsidy Arrangement between the reporting entity and the FIA.
Private Crop	Line 2.4	Private market coverage for crop insurance and agricultural-related protection, such as hail and fire, and is not reinsured by the Federal Crop Ins
Private Flood	Line 2.5	Private market coverage (primary standalone, first dollar policies that cover the flood peril and excess flood) for flood insurance that is not offered through the National Flood Insurance Program. (Sewer/water backup coverage issued as an endorsement homeowners or commercial policy.)
Earthquake	Line 12	Property coverages for losses resulting from a sudden trembling or shaking of the earth, including that caused by volcanic eruption. Excluded are losses resulting from fire, explosion, flood or tidal wave following the covered event.

Source: ©1984 –2019 NAIC: Annual Statement Instructions Property/Casualty-2019 Reporting Year

Appendix #4: Product Details Explanation

Below 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 LOB.

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.

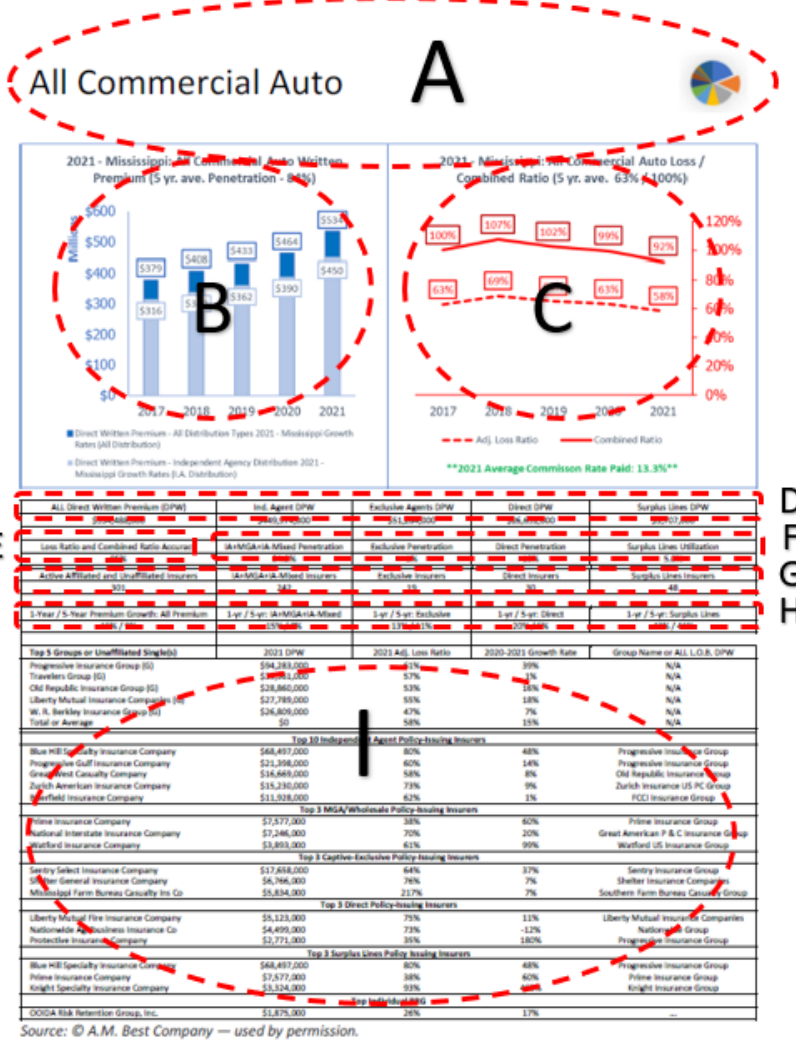
D: Direct written premium dollars are provided for all distribution, Independent Agents, Exclusive and Direct. Surplus Lines premiums are also provided for all distribution styles.

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.

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