

Virginia P-C Marketplace Summary

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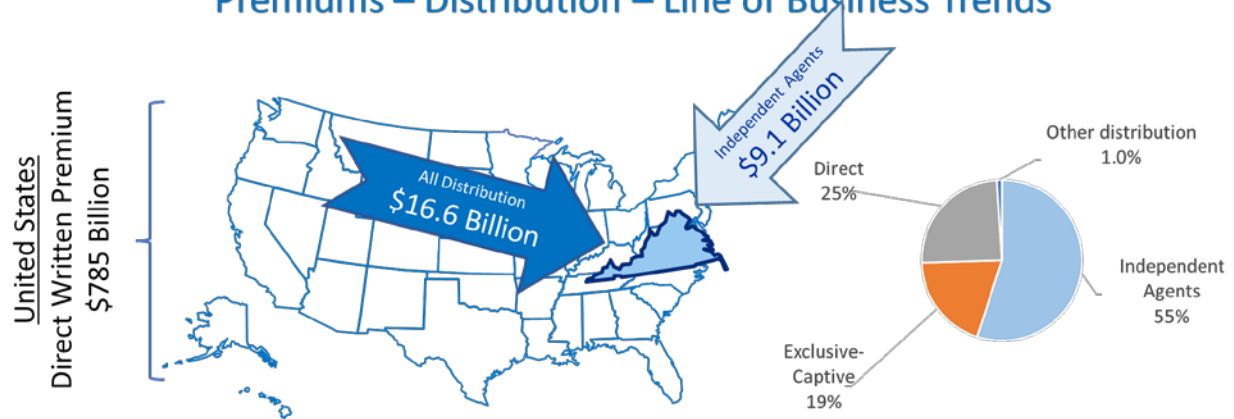
Independent Insurance
Agents of Virginia

2021

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**Metropolitan Washington Association of Independent
Insurance Agents.**

2021 Virginia P-C Marketplace Summary

Premiums – Distribution – Line of Business Trends



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

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

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

For those readers interested in the details, a separate page is provided for each of the 26 lines of business independent agents work with most. Five-year premiums are provided, loss and combined ratios, penetration rates by distribution style and information on the numbers and largest insurers. The lines of business are provided in alphabetical order, and the applicable line of business detail page number is shown in the Table of Contents. On the product details pages, any line of business in the Top 10 is highlighted with a small pie chart in the upper right-hand corner which shows its relative position in the ranking of premiums written by independent agents, in Virginia.

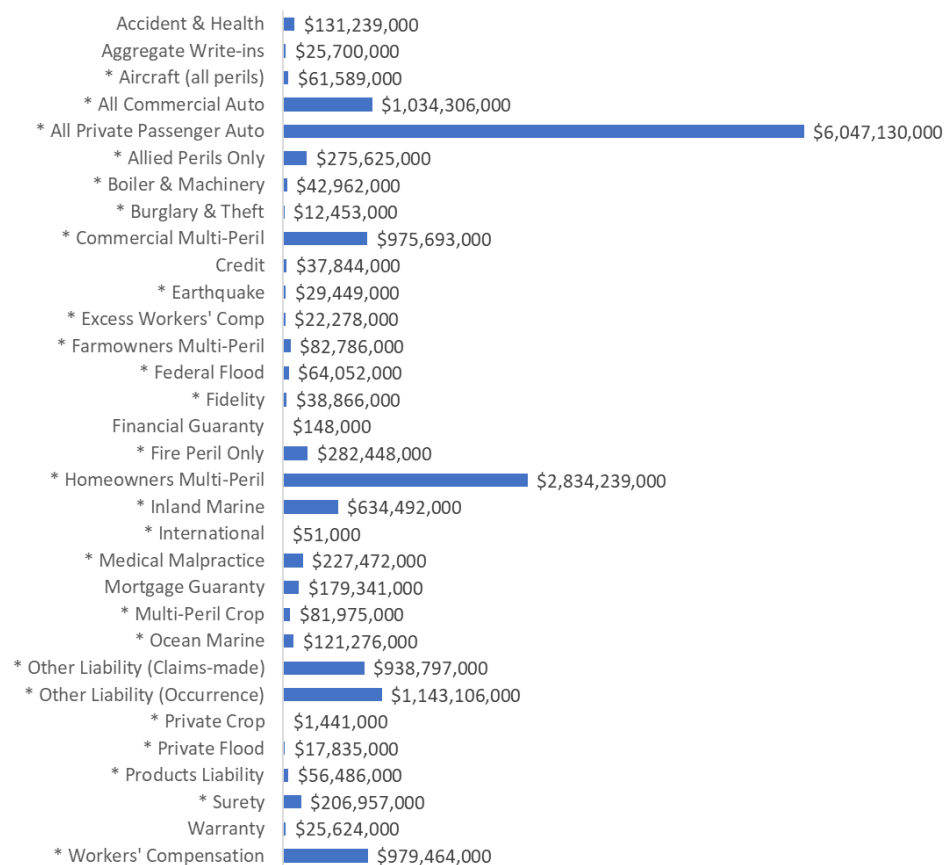
Last, appendices are provided for information on approaches taken to presenting the industry data, definitions and additional information that may further interest the reader.

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

2021 - Virginia: Total Premium For All Lines of Business (\$16,613,114,000)



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

Notes or Comments: The above chart shows all 32 lines of business that P-C insurers are required to report on in their annual statement. The lines of business are listed in alphabetical order. The 26 agent-focused lines of business are emphasized above with an asterisk (*). These are the lines of business that are included whenever a total is provided for Total (IA-Focused Lines) in the remainder of this 2021 Virginia P-C Marketplace Summary. The lines of business that are not included in Total (IA-Focused Lines) are Accident & Health, Aggregate Write-ins, Credit, Financial Guaranty, Mortgage Guaranty, and Warranty. These 6 lines of business are about 2.5% of all premiums in 2021.

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

Virginia Total Premiums Perspective

The previous page showed total premiums and premiums by line of business. To add perspective to that, below are some standardized measures of total premiums for Virginia compared to other states, from data similar to the above.

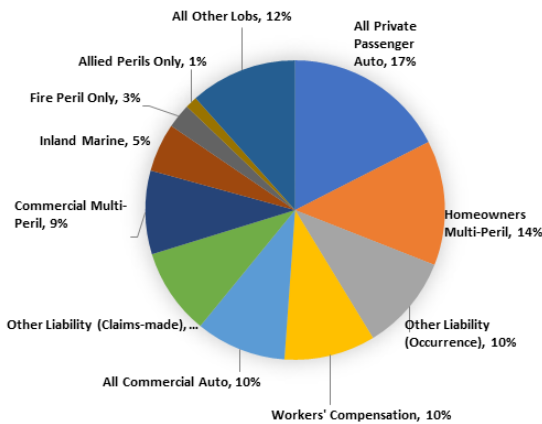
In the below table, Total (All Lines) includes premiums for all 32 lines of business shown above, including Credit. The combined premiums for Personal Lines is All Private Passenger Auto, Homeowners Multi-Peril and Farmowners Multi-Peril. Commercial Lines is all other lines of business except All Private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

	United States	Smallest/Lowest State	Largest/Highest State	Virginia (Rank)
Total (All Lines) Premiums	\$785 Billion	\$1.4 Billion (Vermont-#51)	\$97.3 Billion (California-#1)	\$16.6 Billion (#13)
Total (All Lines) Per Capita Premium	\$2,369	\$1,674 (Ohio-#51)	\$3,839 (North Dakota-#1)	\$1,924 (#46)
Personal Lines Per Capita Premium	\$1,163	\$835 (District of Columbia-#51)	\$1,621 (Florida-#1)	\$1,039 (#34)
Commercial Lines Per Capita Premium	\$1,186	\$730 (West Virginia-#51)	\$2,647 (North Dakota-#1)	\$870 (#44)

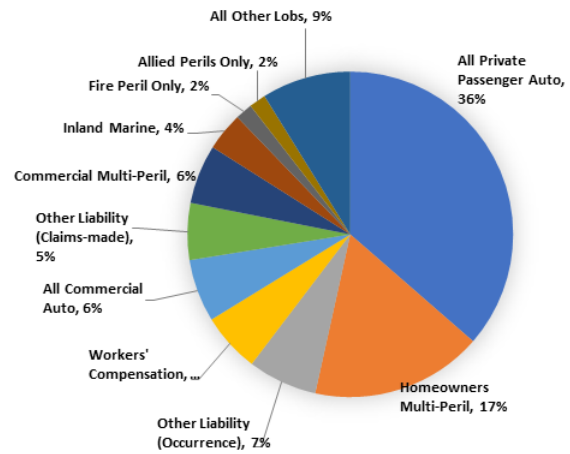
Source: © A.M. Best Company — used by permission.

Premiums: Top Agent Lines of Business

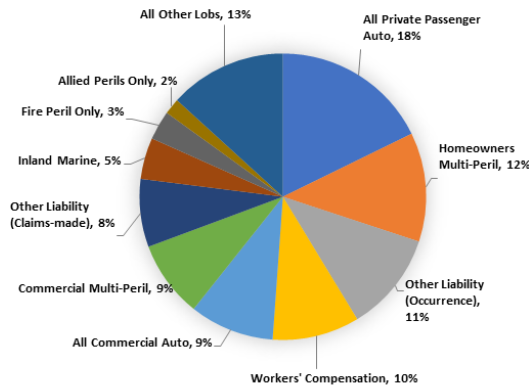
2021 - Virginia: Independent Agent Distribution (\$9,144,237,000)



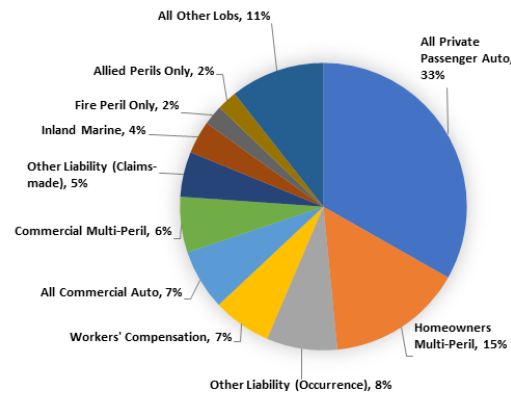
2021 - Virginia: All Distribution Styles (\$16,613,114,000)



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



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



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

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

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

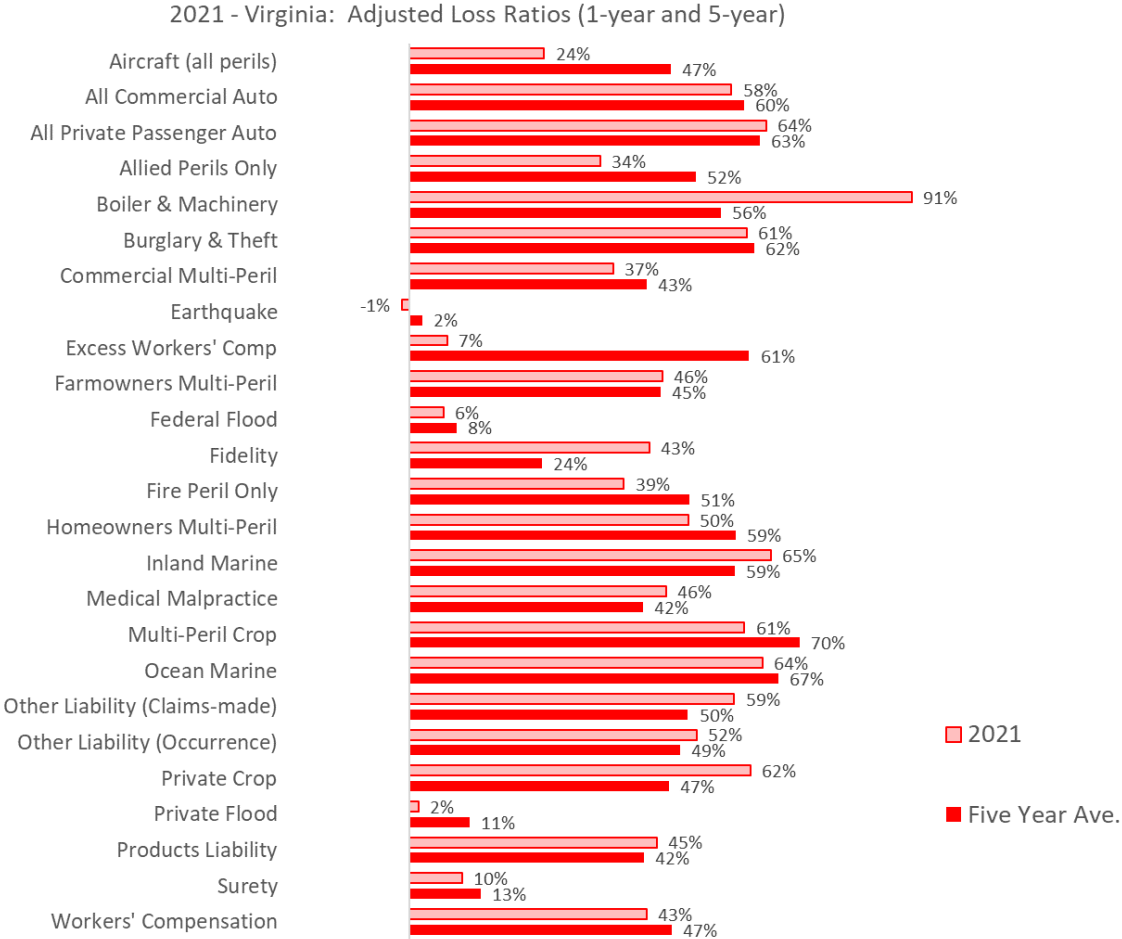
The United States overall, and most states individually, see Private Passenger Auto as the largest premium line of business through independent agents. This is case in about 80% of the states, but there are exceptions. Those exceptions are a handful of Midwest states, which have Multi-Peril Crop as their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

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

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

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Loss Ratios: Agent-Focused Lines of Business



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

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

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

Virginia Loss Ratio Perspective

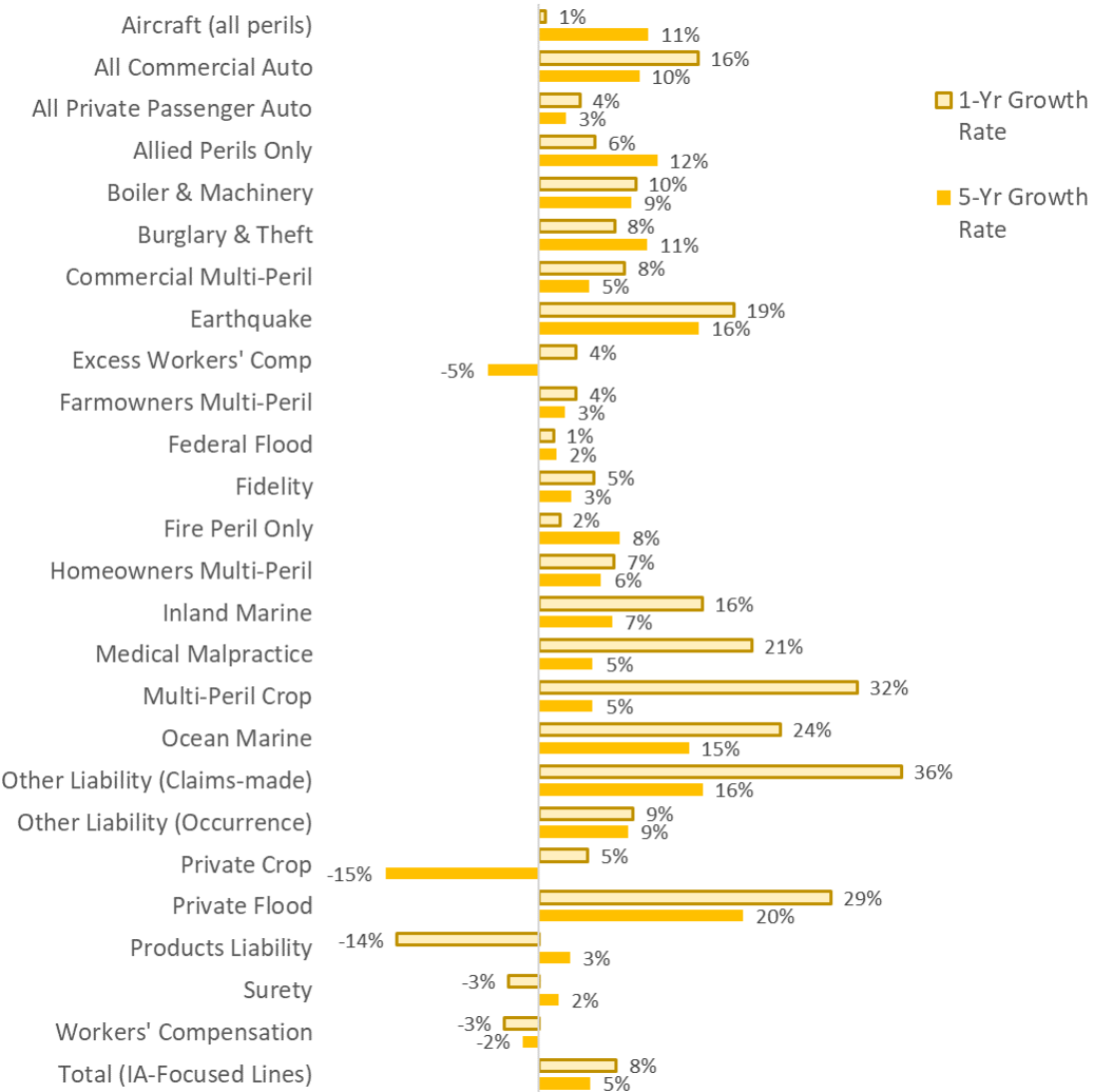
As can be seen in the above, loss ratios can vary in the short run from the long run. Loss ratios can also vary by state. For added perspective on Virginia's loss ratios, below is a table of the 2021 Virginia loss ratios contrasted with the United States average loss ratios.

	2021 Virginia Loss Ratio	2021 United States Loss Ratio
Aircraft (all perils)	24%	54%
All Commercial Auto	58%	64%
All Private Passenger Auto	64%	69%
Allied Perils Only	34%	79%
Boiler & Machinery	91%	38%
Burglary & Theft	61%	52%
Commercial Multi-Peril	37%	61%
Earthquake	-1%	3%
Excess Workers' Comp	7%	41%
Farmowners Multi-Peril	46%	65%
Federal Flood	6%	48%
Fidelity	43%	28%
Fire	39%	68%
Homeowners Multi-Peril	50%	69%
Inland Marine	65%	49%
Medical Malpractice	46%	55%
Multiperil Crop	61%	76%
Ocean Marine	64%	54%
Other Liability (Claims-made)	59%	56%
Other Liability (Occurrence)	52%	61%
Private Crop	62%	89%
Private Flood	2%	46%
Products Liability	45%	52%
Surety	10%	16%
Workers' Compensation (*)	43%	51%
Total (All Lines)	54%	63%

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

Premium Growth Rates: Agent-Focused Lines of Business

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



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

Notes or Comments: The above bar chart shows the percentage change in direct written premiums for the 26 lines of business focused on by independent agents. The 1-year percentage is the percentage change in premiums from 2020 to 2021. The 5-year growth rate is the constant percentage from the first year to the last year to exactly equal the direct written premium in 2021, when applied for the 4 previous annual periods on a compounded basis. The Total (IA-Focused Lines) shown last is the average growth rates for the 26 lines of business focused on by independent agents.

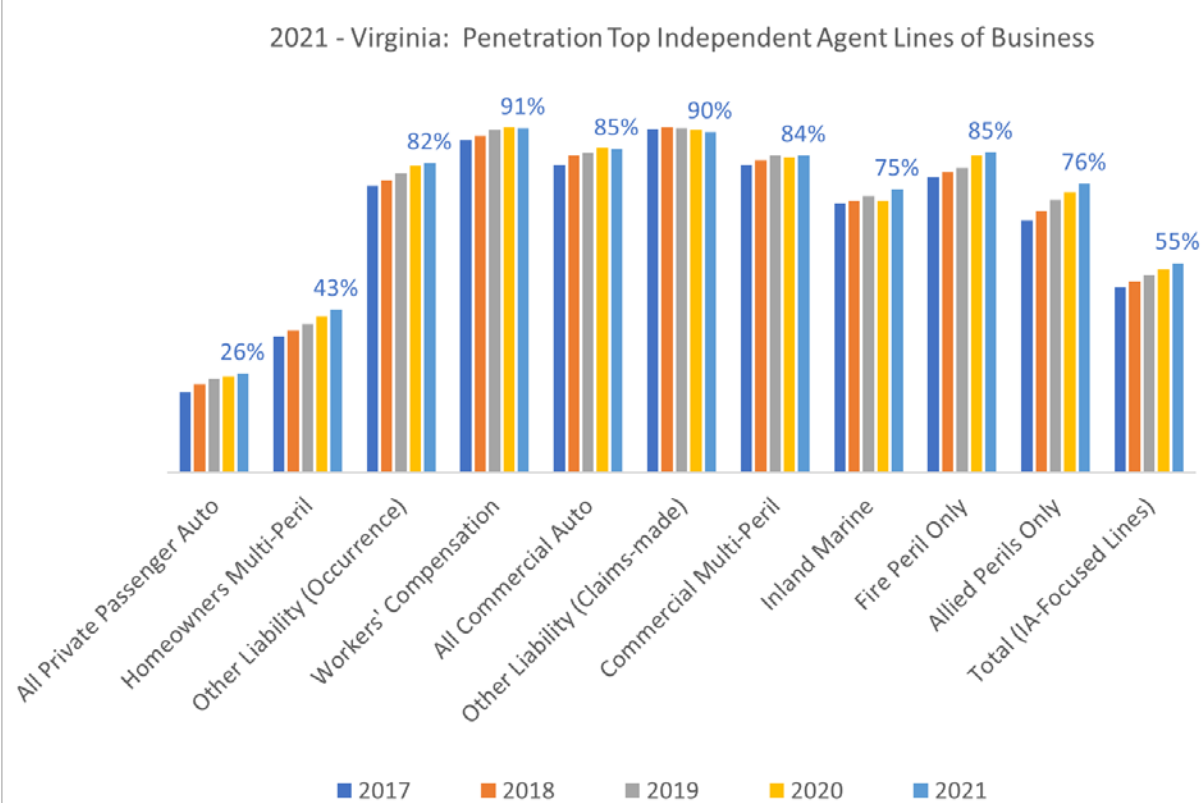
Virginia Growth Rate Perspective

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

	Virginia 1-Year Growth	United States 1-Year Growth
Aircraft (all perils)	1%	14%
All Commercial Auto	16%	17%
All Private Passenger Auto	4%	5%
Allied Perils Only	6%	12%
Boiler & Machinery	10%	11%
Burglary & Theft	8%	7%
Commercial Multi-Peril	8%	8%
Earthquake	19%	11%
Excess Workers' Comp	4%	2%
Farmowners Multi-Peril	4%	5%
Federal Flood	1%	1%
Fidelity	5%	7%
Fire Peril Only	2%	13%
Homeowners Multi-Peril	7%	8%
Inland Marine	16%	15%
Medical Malpractice	21%	10%
Multi-Peril Crop	32%	37%
Ocean Marine	24%	13%
Other Liability (Claims-made)	36%	31%
Other Liability (Occurrence)	9%	16%
Private Crop	5%	14%
Private Flood	29%	45%
Products Liability	-14%	4%
Surety	-3%	7%
Workers' Compensation	-3%	3%
Total (IA-Focused Lines)	8%	10%

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Penetration: Top Agent-Focused Lines of Business



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

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

Notes or Comments: The clustered bar chart above shows independent agent penetration trends for the top lines of business. Shown are the top 10 lines of business in order of direct written premium written through independent agents. The percentages above are calculated based on premiums through independent agents, divided by all premiums for each line of business. The 1-year and 5-year average penetration is available for the 26 lines of business focused on by independent agents in the Lines of Business: Product Details section later in this Summary. The trend for all 26 lines of business focused on by independent agents is provided last.

Information on classification of insurers into distribution styles is in *Appendix #2: Distribution Style Classifications*.

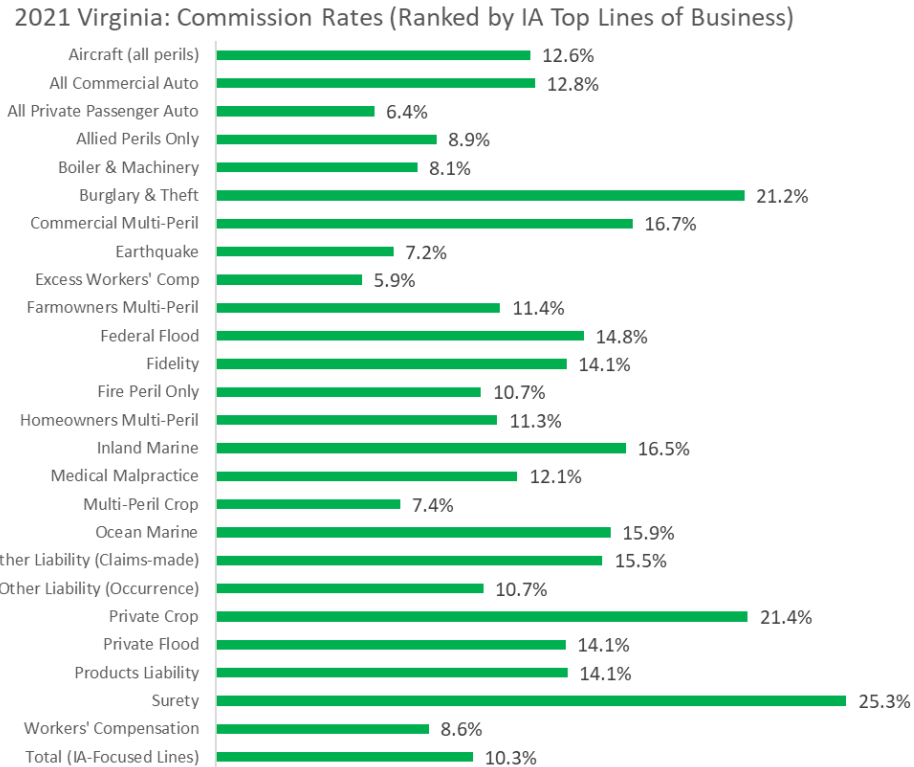
Virginia Penetration Rate Perspective

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

	Virginia Penetration	United States Average
Aircraft (all perils)	93%	95%
All Commercial Auto	85%	85%
All Private Passenger Auto	26%	32%
Allied Perils Only	76%	86%
Boiler & Machinery	95%	93%
Burglary & Theft	98%	96%
Commercial Multi-Peril	84%	84%
Earthquake	75%	87%
Excess Workers' Comp	99%	94%
Farmowners Multi-Peril	29%	40%
Federal Flood	68%	78%
Fidelity	90%	91%
Fire Peril Only	85%	88%
Homeowners Multi-Peril	43%	49%
Inland Marine	75%	77%
Medical Malpractice	84%	75%
Multi-Peril Crop	93%	96%
Ocean Marine	96%	96%
Other Liability (Claims-made)	90%	92%
Other Liability (Occurrence)	82%	86%
Private Crop	75%	96%
Private Flood	85%	84%
Products Liability	92%	94%
Surety	84%	86%
Workers' Compensation	91%	90%
Total (IA-Focused Lines)	55%	62%

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

Commissions: Top Agent-Focused Lines of Business



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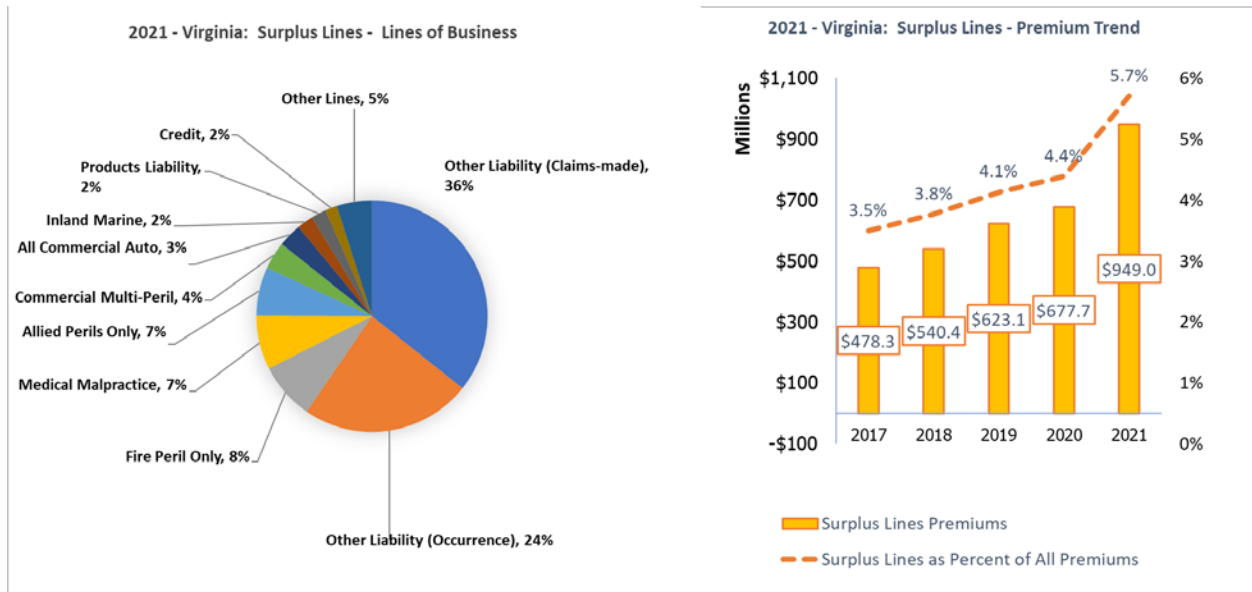
$$\text{Commission \%} = \frac{\text{Line of Business Direct and Contingent Commissions}}{\text{Line of Business Written Premium}}$$

Notes or Comments: The above bar chart shows the commission rate paid by all insurers for 26 independent agent-focused lines of business in alphabetical order. Shown last, Total (All Lines) is the average commission paid on all lines of business.

The formula shows how commission percentages are calculated, where the Commission % *equals* the line of business direct and contingent commissions *divided* by the line of business written premium.

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

Surplus Lines: Top Lines, Premiums and Utilization Rate



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

Notes or Comments:

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

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

Virginia Surplus Lines Perspective

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

Line of Business	Virginia Surplus Lines Usage Rate	United States Surplus Lines Usage Rate
Aircraft(all perils)	1.3%	2.1%
All Commercial Auto	3.0%	6.3%
All Private Passenger Auto	0.0%	0.2%
Allied Perils Only	23.4%	29.8%
Boiler & Machinery	5.4%	7.4%
Burglary & Theft	17.6%	19.8%
Commercial Multi-Peril	3.8%	8.7%
Earthquake	39.1%	44.5%
Excess Workers' Comp	0.0%	0.5%
Farmowners Multi-Peril	0.0%	0.4%
Federal Flood	0.9%	2.4%
Fidelity	1.8%	2.2%
Financial Guaranty	0.0%	0.0%
Fire Peril Only	26.7%	33.1%
Homeowners Multi-Peril	0.4%	2.3%
Inland Marine	3.4%	6.1%
International	0.0%	90.8%
Medical Malpractice	31.5%	24.4%
Multi-Peril Crop	0.0%	0.0%
Ocean Marine	1.2%	3.3%
Other Liability (Claims-made)	36.1%	34.9%
Other Liability (Occurrence)	19.8%	29.6%
Private Crop	0.0%	0.1%
Private Flood	48.0%	41.0%
Products Liability	35.2%	45.4%
Surety	0.4%	0.5%
Workers' Compensation	0.0%	0.5%
Total (All Lines)	5.7%	8.3%

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

Virginia Lines of Business: Product Details

The following pages provide more in-depth detail on the 26 lines of business that independent agents in Virginia focus on. The first line of business provided is a summary for all lines combined, the Total All P-C Lines of Business page. Then, the 26 lines of business detail pages are presented in alphabetical order.

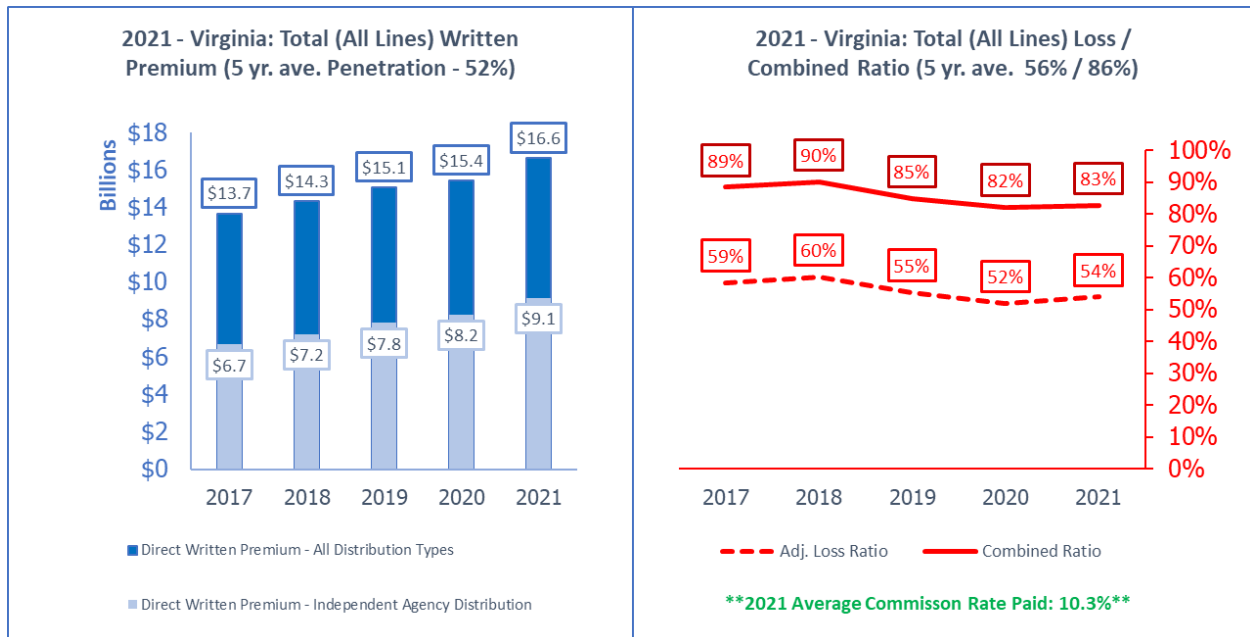
The details provided for each major line of business in Virginia are:

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

As you scroll through the following lines of business pages take notice if a small pie chart thumbnail is presented at the upper-right. If there is a pie chart present, that means the product is in the top 10 lines of business for independent agents in Virginia. The broken-out pie slice in that small pie chart represents the position of that line of business, and its rank-order based on independent agent premium volume. The rank-order is based on direct written premium and corresponds to the pie chart slice highlighted on Page 4 of this 2021 Virginia P-C Marketplace Summary. If a line of business is in the top 10 for a state but not a line of business generally focused on by independent agents it has been added.

For further clarification on lines of business, *Appendix #3: NAIC Line of Business Definitions* is provided for the reader. And, a visual guide to the data and calculations in the product details is provided in *Appendix #4: Product Details Explanation*.

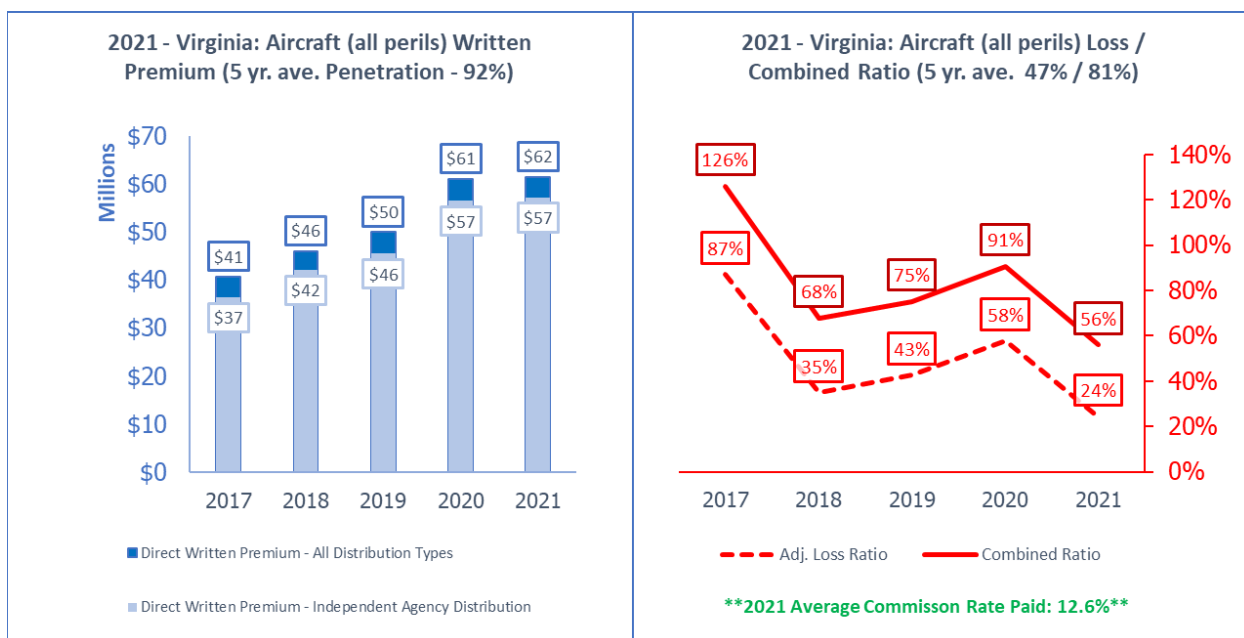
Total All P-C Lines of Business



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$16,613,114,000	\$9,144,237,000	\$3,236,093,000	\$4,071,509,000	\$948,989,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	55%	19%	25%	5.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
964	721	52	113	143
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%	11% / 8%	3% / -1%	4% / 4%	40% / 19%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
State Farm Group (G)	\$1,493,211,000	56%	5%	N/A
USAA Group (G)	\$1,453,717,000	62%	1%	N/A
Berkshire Hathaway Insurance Group (G)	\$1,400,781,000	67%	10%	N/A
Allstate Insurance Group (G)	\$1,042,454,000	53%	5%	N/A
Progressive Insurance Group (G)	\$931,755,000	61%	11%	N/A
Total or Average	\$16,613,052,000	54%	8%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Erie Insurance Exchange	\$532,558,000	59%	-2%	Erie Insurance Group
Progressive Gulf Insurance Company	\$270,887,000	65%	1%	Progressive Insurance Group
Nationwide Insurance Company of America	\$157,109,000	76%	31%	Nationwide Group
Continental Casualty Company	\$156,991,000	73%	6%	CNA Insurance Companies
Progressive Northern Insurance Company	\$147,469,000	53%	43%	Progressive Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Elephant Insurance Company	\$71,762,000	64%	7%	...
Rural Community Insurance Company	\$47,114,000	58%	35%	Zurich Insurance US PC Group
Liberty Mutual Personal Insurance Co	\$43,859,000	68%	419%	Liberty Mutual Insurance Companies
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$826,719,000	63%	2%	State Farm Group
State Farm Fire and Casualty Company	\$656,316,000	47%	8%	State Farm Group
Allstate Property and Casualty Ins Co	\$390,294,000	62%	3%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$697,535,000	65%	0%	USAA Group
USAA Casualty Insurance Company	\$442,613,000	58%	1%	USAA Group
GEICO Advantage Insurance Company	\$431,309,000	76%	15%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$51,358,000	75%	49%	American International Group
Scottsdale Insurance Company	\$41,284,000	64%	24%	Nationwide Group
National Fire & Marine Insurance Co	\$40,196,000	35%	33%	Berkshire Hathaway Insurance Group
Top Individual RRG				
United Educators Ins, a Reciprocal RRG	\$6,605,000	16%	19%	...

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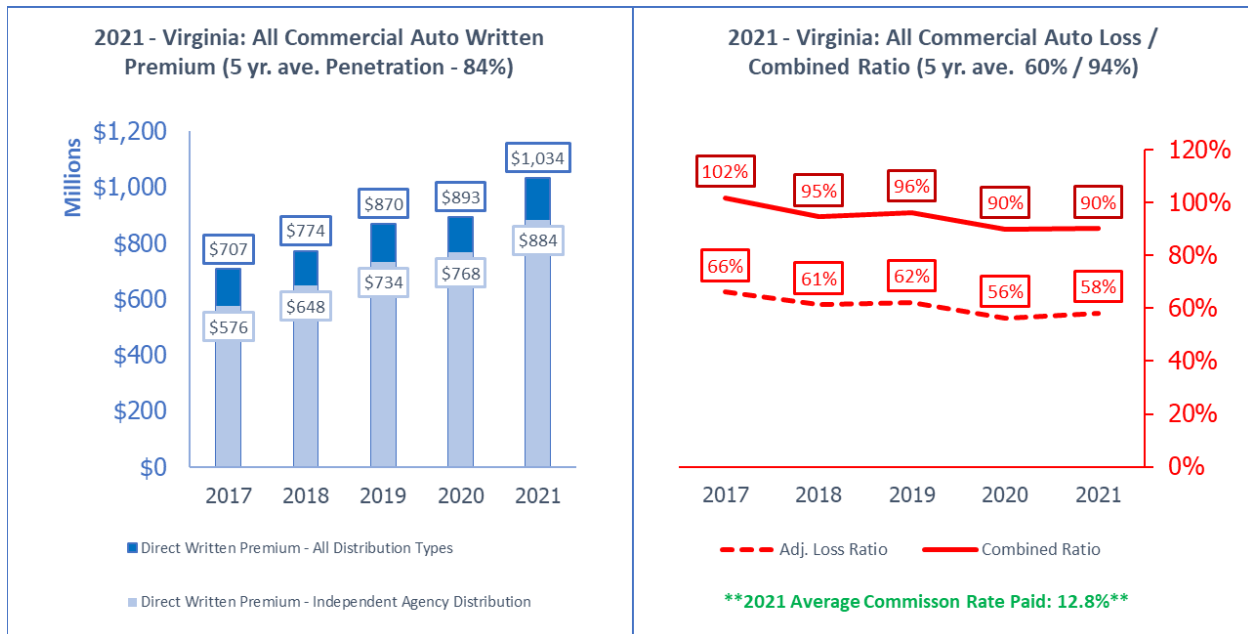
Aircraft (all perils)



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$61,589,000	\$57,313,000	\$283,000	\$3,993,000	\$806,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	0%	6%	1.3%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
29	25	1	3	4
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
1% / 11%	1% / 12%	27% / 12%	-10% / -1%	-66% / -17%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Starr International Group (G)	\$21,645,000	45%	15%	N/A
American International Group (G)	\$8,122,000	43%	0%	N/A
Chubb INA Group (G)	\$5,795,000	2%	29%	N/A
Allianz US PC Insurance Companies (G)	\$3,513,000	16%	-55%	N/A
Old Republic Insurance Group (G)	\$3,212,000	28%	142%	N/A
Total or Average	\$61,586,000	25%	1%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Starr Indemnity & Liability Company	\$21,626,000	46%	25%	Starr International Group
Commerce and Industry Insurance Company	\$8,135,000	45%	0%	American International Group
ACE American Insurance Company	\$5,095,000	0%	24%	Chubb INA Group
Allianz Global Risks US Insurance Co	\$3,513,000	16%	-55%	Allianz US PC Insurance Companies
Old Republic Insurance Company	\$3,212,000	28%	142%	Old Republic Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$749,000	45%	7%	Tokio Marine US PC Group
Harco National Insurance Company	\$355,000	58%	95%	IAT Insurance Group
Prime Insurance Company	\$2,000	0%	0%	Prime Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
American National Property & Casualty Co	\$283,000	88%	27%	American National Prop & Cas Group
Top 3 Direct Policy-Issuing Insurers				
Endurance Risk Solutions Assurance Co	\$3,048,000	-47%	-1%	Sompo Holdings US Group
Avemco Insurance Company	\$919,000	44%	22%	Tokio Marine US PC Group
Liberty Mutual Insurance Company	\$26,000	-100%	-96%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$776,000	-11%	1%	Berkshire Hathaway Insurance Group
Starr Surplus Lines Insurance Company	\$19,000	18%	-99%	Starr International Group
Texas Insurance Company	\$9,000	52%		AU Holding Company Group
Top Individual RRG				

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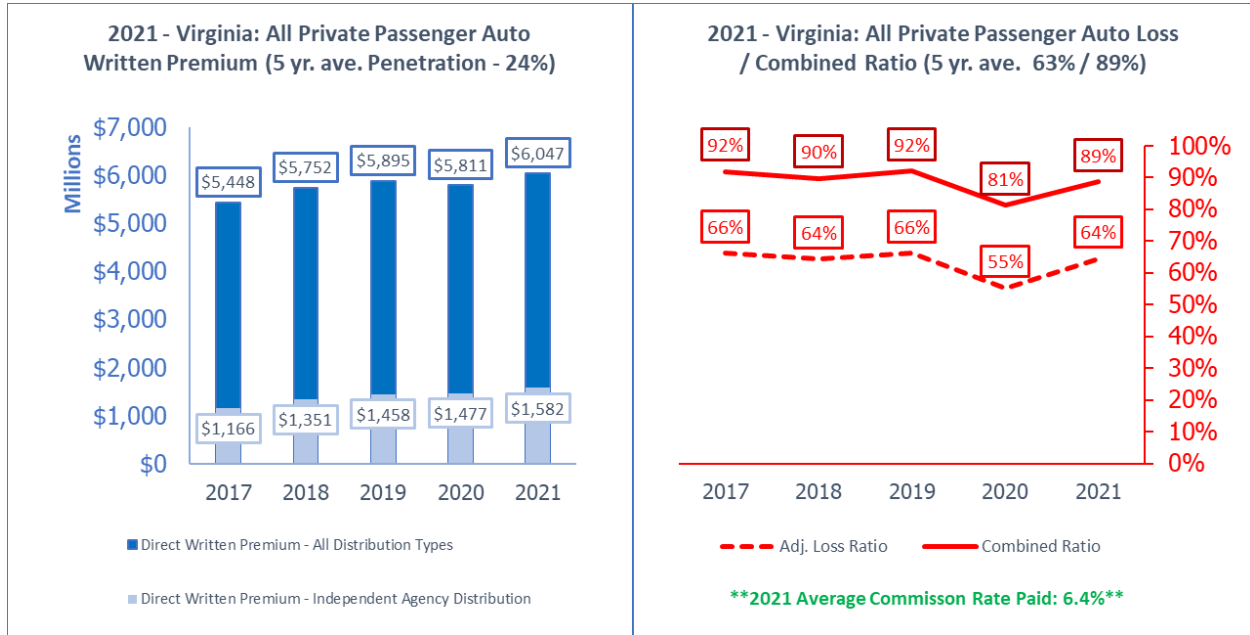
All Commercial Auto



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,034,306,000	\$884,299,000	\$93,555,000	\$44,733,000	\$31,277,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	85%	9%	4%	3.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
377	312	20	28	57
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%	15% / 11%	29% / 10%	3% / 1%	17% / 9%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Progressive Insurance Group (G)	\$171,388,000	50%	40%	N/A
Erie Insurance Group (G)	\$85,547,000	71%	7%	N/A
Travelers Group (G)	\$48,951,000	51%	3%	N/A
Selective Insurance Group (G)	\$44,374,000	60%	14%	N/A
Allstate Insurance Group (G)	\$34,159,000	36%	3%	N/A
Total or Average	\$1,034,243,000	58%	16%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Northern Insurance Company	\$139,462,000	54%	41%	Progressive Insurance Group
Erie Insurance Exchange	\$85,547,000	71%	7%	Erie Insurance Group
Agency Insurance Co of Maryland, Inc.	\$24,085,000	61%	32%	...
Cincinnati Insurance Company	\$23,642,000	50%	6%	The Cincinnati Insurance Companies
National Union Fire Ins Co Pittsburgh PA	\$22,522,000	59%	2%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Incline Casualty Company	\$9,482,000	64%		Incline Insurance Group
National Interstate Insurance Company	\$9,042,000	19%	4%	Great American P & C Insurance Group
Northland Insurance Company	\$7,447,000	58%	11%	Travelers Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Farmers Insurance Exchange	\$25,209,000	145%	577%	Farmers Insurance Group
Federated Mutual Insurance Company	\$9,836,000	61%	9%	Federated Mutual Group
Virginia Farm Bureau Mutual Insurance Co	\$8,625,000	55%	2%	Virginia Farm Bureau Group
Top 3 Direct Policy-Issuing Insurers				
MIC General Insurance Corporation	\$16,169,000	24%	3%	Allstate Insurance Group
Liberty Mutual Fire Insurance Company	\$5,260,000	29%	-8%	Liberty Mutual Insurance Companies
Allied Insurance Company of America	\$4,404,000	53%	-19%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
United Specialty Insurance Company	\$3,909,000	8%	-14%	Markel Corporation Group
Clear Blue Specialty Insurance Company	\$3,397,000	35%	370%	Clear Blue Insurance Group
Prime Insurance Company	\$2,766,000	27%	-10%	Prime Insurance Group
Top Individual RRG				
OOIDA Risk Retention Group, Inc.	\$955,000	81%	13%	...

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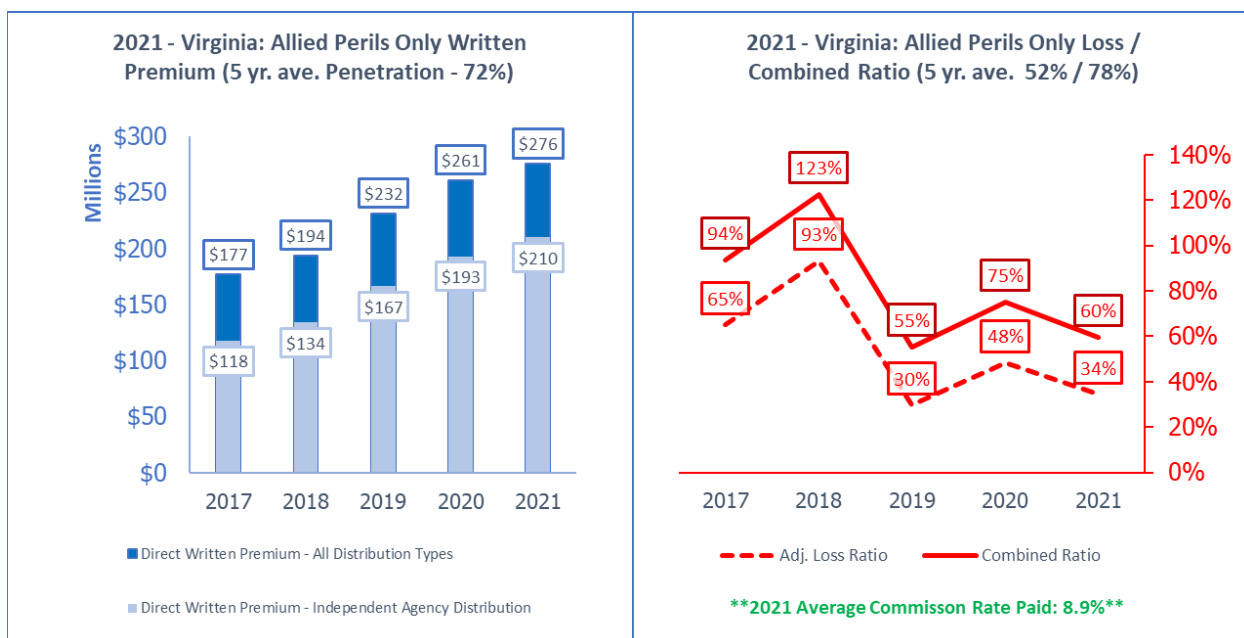
All Private Passenger Auto



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$6,047,130,000	\$1,582,447,000	\$1,826,205,000	\$2,638,478,000	\$102,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	26%	30%	44%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
209	144	25	40	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
4% / 3%	7% / 8%	-1% / -3%	6% / 5%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Berkshire Hathaway Insurance Group (G)	\$1,233,698,000	71%	10%	N/A
State Farm Group (G)	\$879,242,000	63%	3%	N/A
USAA Group (G)	\$821,837,000	69%	0%	N/A
Allstate Insurance Group (G)	\$717,021,000	58%	4%	N/A
Progressive Insurance Group (G)	\$696,494,000	66%	5%	N/A
Total or Average	\$6,047,125,000	64%	4%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Gulf Insurance Company	\$264,094,000	66%	0%	Progressive Insurance Group
Erie Insurance Exchange	\$236,512,000	67%	0%	Erie Insurance Group
Integon General Insurance Corporation	\$136,133,000	57%	23%	Allstate Insurance Group
Travelers Personal Security Insurance Co	\$120,404,000	62%	12%	Travelers Group
Nationwide Insurance Company of America	\$111,392,000	81%	26%	Nationwide Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Elephant Insurance Company	\$71,569,000	64%	7%	...
Liberty Mutual Personal Insurance Co	\$43,859,000	68%	419%	Liberty Mutual Insurance Companies
AssuranceAmerica Insurance Company	\$9,261,000	70%	-20%	AssuranceAmerica Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$791,232,000	63%	2%	State Farm Group
Allstate Property and Casualty Ins Co	\$359,699,000	63%	4%	Allstate Insurance Group
Nationwide Property & Casualty Ins Co	\$129,995,000	60%	-14%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
GEICO Advantage Insurance Company	\$431,309,000	76%	15%	Berkshire Hathaway Insurance Group
Progressive Advanced Insurance Company	\$385,202,000	68%	10%	Progressive Insurance Group
United Services Automobile Association	\$358,391,000	73%	0%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Fortegra Specialty Insurance Company	\$102,000	50%		Fortegra P&C Group
Top Individual RRG				

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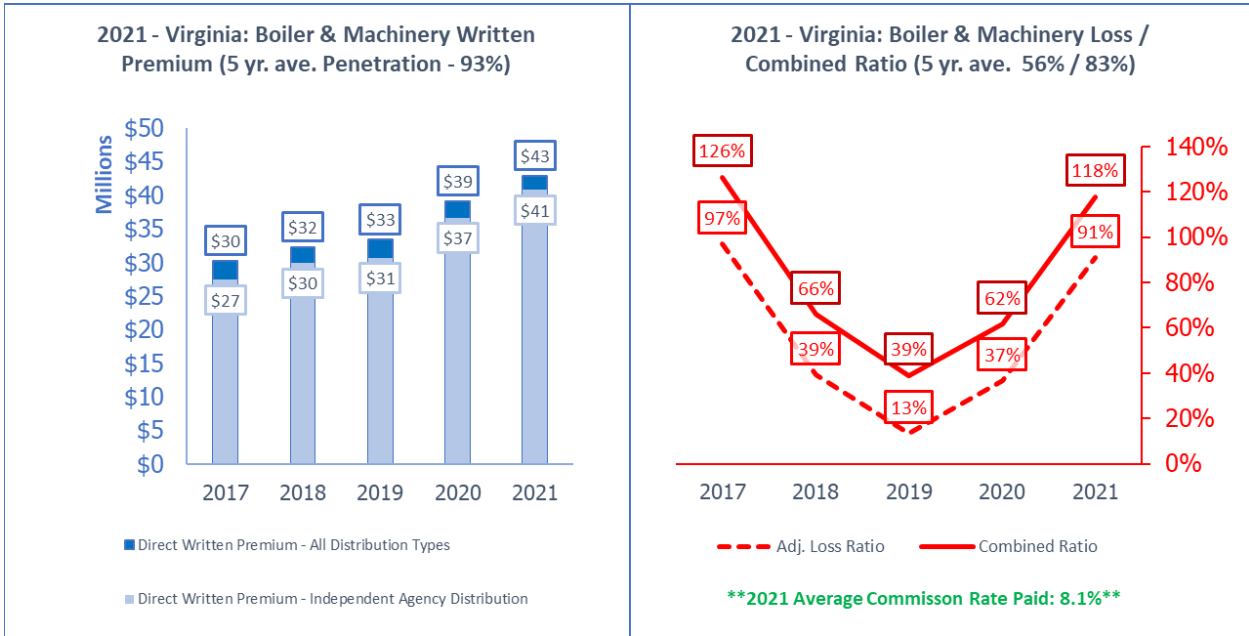
Allied Perils Only



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$275,625,000	\$210,224,000	\$9,279,000	\$55,200,000	\$64,435,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	76%	3%	20%	23.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
281	233	20	22	71
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6% / 12%	9% / 16%	25% / 16%	-7% / 1%	17% / 20%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	\$40,859,000	20%	18%	N/A
USAA Group (G)	\$39,271,000	43%	-7%	N/A
Travelers Group (G)	\$22,616,000	31%	-2%	N/A
Zurich Insurance US PC Group (G)	\$13,636,000	58%	-6%	N/A
Selective Insurance Group (G)	\$12,952,000	17%	12%	N/A
Total or Average	\$275,627,000	34%	6%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Indemnity Company	\$10,158,000	11%	-4%	Travelers Group
Endurance American Specialty Ins Co	\$6,891,000	80%	46%	Sompo Holdings US Group
Lexington Insurance Company	\$6,201,000	-12%	18%	American International Group
XL Insurance America, Inc.	\$5,782,000	6%	-54%	XL Reinsurance America Group
Selective Insurance Co of South Carolina	\$5,154,000	22%	10%	Selective Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Specialty Insurance Company	\$4,127,000	141%	136%	Skyward Specialty Insurance Group
Evanston Insurance Company	\$1,887,000	-9%	-15%	Markel Corporation Group
GuideOne National Insurance Company	\$1,686,000	8%	135%	GuideOne Insurance Companies
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$2,226,000	19%	315%	Nationwide Group
Farm Family Casualty Insurance Company	\$2,028,000	30%	10%	American National Prop & Cas Group
Federated Mutual Insurance Company	\$1,056,000	24%	4%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$26,859,000	44%	-9%	USAA Group
Standard Guaranty Insurance Company	\$9,057,000	20%	3%	Assurant P&C Group
USAA Casualty Insurance Company	\$7,792,000	37%	-2%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Endurance American Specialty Ins Co	\$6,891,000	80%	46%	Sompo Holdings US Group
Lexington Insurance Company	\$6,201,000	-12%	18%	American International Group
Houston Specialty Insurance Company	\$4,127,000	141%	136%	Skyward Specialty Insurance Group
Top Individual RRG				

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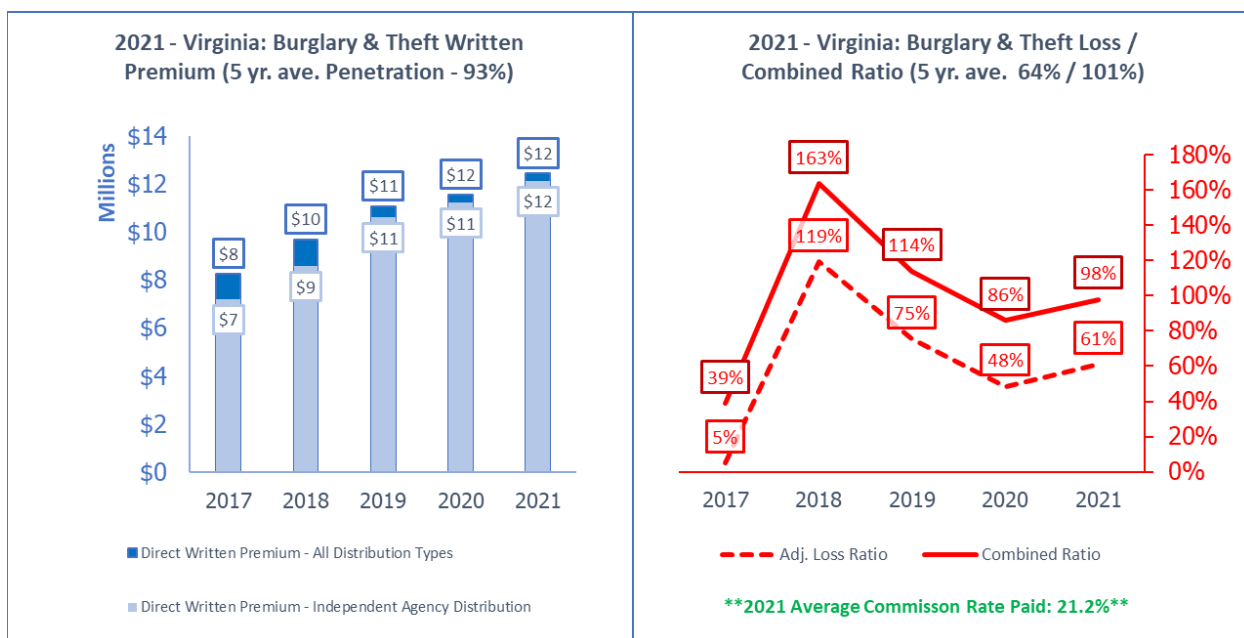
Boiler & Machinery



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$42,962,000	\$40,823,000	\$1,030,000	\$1,053,000	\$2,307,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	95%	2%	2%	5.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
180	156	8	8	42
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
10% / 9%	11% / 10%	-13% / -7%	-14% / -7%	22% / 6%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	\$14,674,000	196%	22%	N/A
American International Group (G)	\$3,187,000	-12%	44%	N/A
Travelers Group (G)	\$2,595,000	165%	-5%	N/A
Zurich Insurance US PC Group (G)	\$2,589,000	4%	13%	N/A
Selective Insurance Group (G)	\$2,412,000	12%	6%	N/A
Total or Average	\$42,961,000	91%	10%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	\$1,733,000	-23%	60%	American International Group
Travelers Property Casualty Co of Amer	\$1,732,000	241%	-5%	Travelers Group
Loudoun Mutual Insurance Company	\$1,396,000	0%	-4%	Loudoun Mutual Group
Hartford Steam Boiler Inspec & Ins	\$1,351,000	611%	16%	Munich-American Holding Corp Companies
Selective Insurance Co of South Carolina	\$1,244,000	10%	4%	Selective Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$15,000	211%	15%	Tokio Marine US PC Group
Watford Specialty Insurance Company	\$13,000	16%	20%	Watford US Insurance Group
Canopus US Insurance, Inc.	\$6,000	-27%	20%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$423,000	50%	-18%	Nationwide Group
Federated Mutual Insurance Company	\$297,000	24%	10%	Federated Mutual Group
Nationwide Property & Casualty Ins Co	\$152,000	3%	-36%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$366,000	-100%	18%	Liberty Mutual Insurance Companies
Westport Insurance Corporation	\$357,000	-13%	-40%	Swiss Reinsurance Group
Nationwide General Insurance Company	\$97,000	102%	126%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
AIG Specialty Insurance Company	\$607,000	-1%	55%	American International Group
Endurance American Specialty Ins Co	\$471,000	4%	227%	Sompo Holdings US Group
Lexington Insurance Company	\$399,000	-4%	7%	American International Group
Top Individual RRG				
ARISE Boiler Inspection & Insurance RRG	\$23,000	-4%	-12%	...

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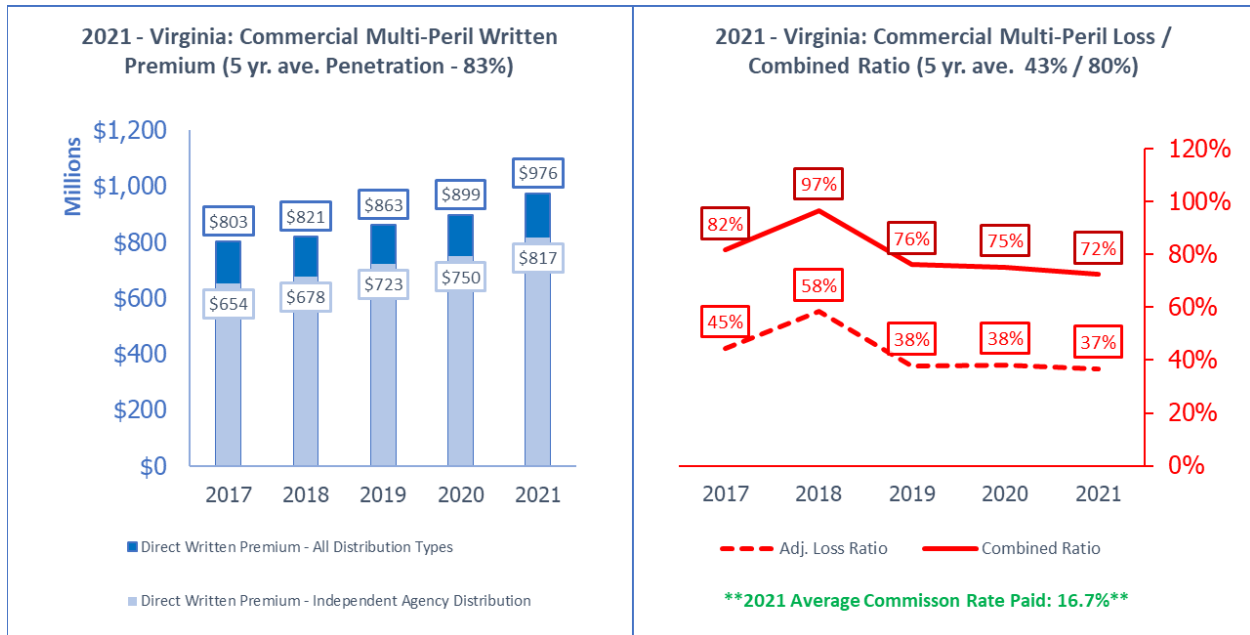
Burglary & Theft



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$12,453,000	\$12,144,000	\$271,000	\$29,000	\$2,188,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	98%	2%	0%	17.6%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
121	106	9	4	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
8% / 11%	8% / 14%	-14% / -17%	12% / -27%	117% / 74%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Zurich Insurance US PC Group (G)	\$2,094,000	15%	112%	N/A
Travelers Group (G)	\$1,821,000	134%	-44%	N/A
The Cincinnati Insurance Companies (G)	\$1,214,000	41%	51%	N/A
XL Reinsurance America Group (G)	\$1,142,000	40%	13%	N/A
Hiscox Insurance Company Inc.	\$1,004,000	98%	11%	N/A
Total or Average	\$12,462,000	61%	8%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$1,779,000	137%	-44%	Travelers Group
Steadfast Insurance Company	\$1,624,000	24%	228%	Zurich Insurance US PC Group
Cincinnati Insurance Company	\$1,148,000	44%	56%	The Cincinnati Insurance Companies
XL Specialty Insurance Company	\$1,090,000	45%	20%	XL Reinsurance America Group
Federal Insurance Company	\$904,000	-24%	-1%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$441,000	225%	112%	Tokio Marine US PC Group
Houston Casualty Company	\$33,000	0%	-37%	Tokio Marine US PC Group
Harco National Insurance Company	\$11,000	51%	0%	IAT Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$215,000	44%	-12%	Nationwide Group
Federated Mutual Insurance Company	\$21,000	10%	-22%	Federated Mutual Group
State Farm Fire and Casualty Company	\$20,000	3%	-13%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Federated Rural Electric Ins Exchange	\$16,000	0%	100%	...
Liberty Mutual Insurance Company	\$8,000	6%	-11%	Liberty Mutual Insurance Companies
Nationwide Mutual Fire Insurance Company	\$3,000	6%	-25%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Steadfast Insurance Company	\$1,624,000	24%	228%	Zurich Insurance US PC Group
Columbia Casualty Company	\$151,000	57%	-4%	CNA Insurance Companies
Tokio Marine Specialty Insurance Company	\$86,000	29%		Tokio Marine US PC Group
Top Individual RRG				

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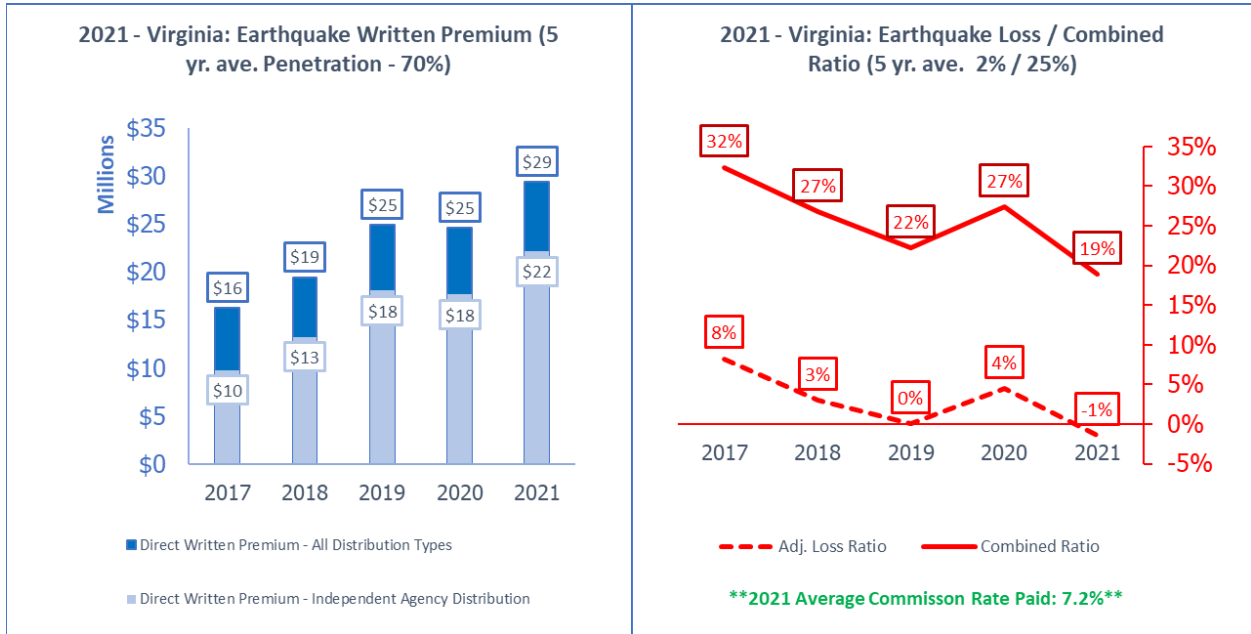
Commercial Multi-Peril



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$975,693,000	\$817,113,000	\$139,537,000	\$15,381,000	\$36,662,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	14%	2%	3.8%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
338	285	25	17	70
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% / 6%	6% / 5%	2% / -5%	13% / 7%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Erie Insurance Group (G)	\$129,891,000	44%	8%	N/A
Travelers Group (G)	\$86,018,000	31%	7%	N/A
Chubb INA Group (G)	\$55,647,000	13%	38%	N/A
Hartford Insurance Group (G)	\$54,285,000	46%	8%	N/A
Nationwide Group (G)	\$51,011,000	36%	-3%	N/A
Total or Average	\$975,690,000	37%	8%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Erie Insurance Exchange	\$104,155,000	45%	-13%	Erie Insurance Group
Cincinnati Insurance Company	\$37,177,000	27%	2%	The Cincinnati Insurance Companies
Philadelphia Indemnity Insurance Company	\$30,772,000	33%	5%	Tokio Marine US PC Group
Erie Insurance Company	\$25,736,000	40%	2889%	Erie Insurance Group
ACE American Insurance Company	\$24,267,000	8%	81%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	\$3,010,000	120%	-6%	Markel Corporation Group
Houston Casualty Company	\$1,684,000	10%	133%	Tokio Marine US PC Group
BCS Insurance Company	\$1,261,000	76%	33%	BCS Financial Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Rockingham Insurance Company	\$42,121,000	41%	56%	Rockingham Group
State Farm Fire and Casualty Company	\$30,911,000	56%	4%	State Farm Group
Nationwide Mutual Insurance Company	\$17,011,000	27%	-21%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$3,810,000	30%	4%	CUMIS Insurance Society Group
Nationwide General Insurance Company	\$2,797,000	58%	244%	Nationwide Group
Allied Insurance Company of America	\$2,784,000	103%	-26%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$5,324,000	38%	8%	Nationwide Group
Ironshore Specialty Insurance Co	\$4,942,000	33%	-9%	Liberty Mutual Insurance Companies
Everest Indemnity Insurance Company	\$2,896,000	-16%	26%	Everest Re U.S. Group
Top Individual RRG				

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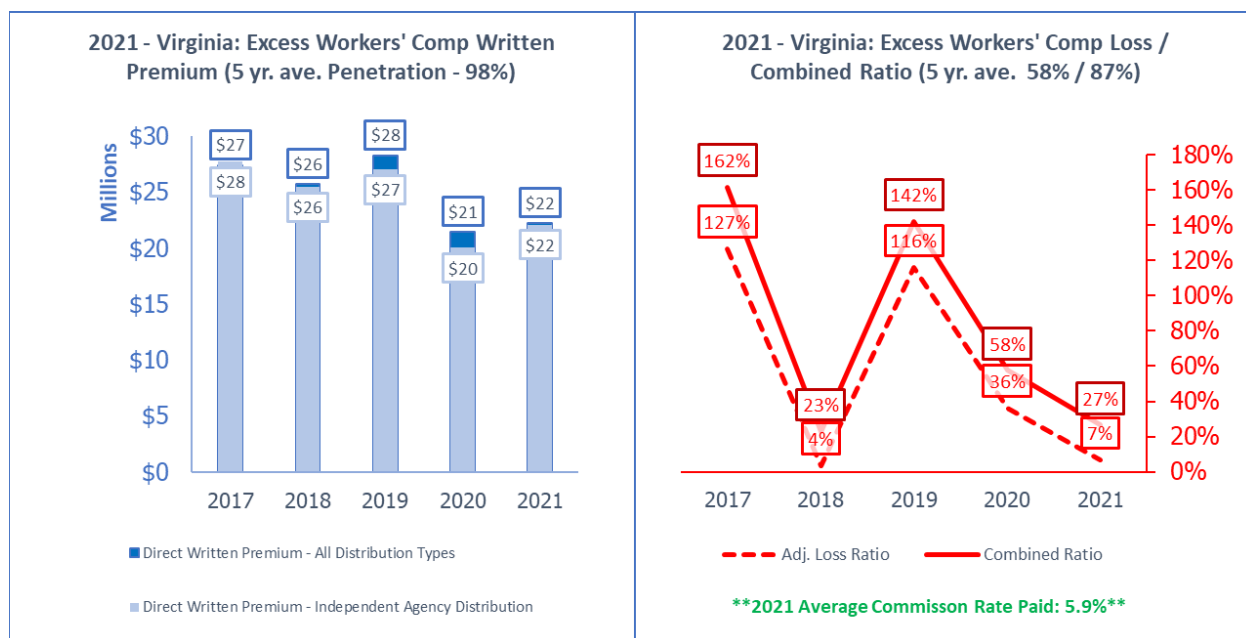
Earthquake



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$29,449,000	\$22,214,000	\$2,718,000	\$4,488,000	\$11,503,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	75%	9%	15%	39.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
174	139	17	16	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
19% / 16%	25% / 23%	4% / 0%	4% / 4%	73% / 29%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Sompo Holdings US Group (G)	\$3,616,000	1%	67%	N/A
USAA Group (G)	\$3,261,000	0%	6%	N/A
Berkshire Hathaway Insurance Group (G)	\$2,806,000	8%	359%	N/A
State Farm Group (G)	\$2,299,000	0%	7%	N/A
XL Reinsurance America Group (G)	\$1,918,000	-22%	-53%	N/A
Total or Average	\$29,451,000	-1%	19%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Endurance American Specialty Ins Co	\$3,616,000	1%	67%	Sompo Holdings US Group
National Fire & Marine Insurance Co	\$2,746,000	8%	384%	Berkshire Hathaway Insurance Group
XL Insurance America, Inc.	\$1,485,000	-24%	-62%	XL Reinsurance America Group
Travelers Indemnity Company	\$740,000	0%	-1%	Travelers Group
Lexington Insurance Company	\$687,000	-19%	144%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$571,000	34%	8%	Tokio Marine US PC Group
Hallmark Specialty Insurance Company	\$569,000	-34%	-13%	Hallmark Insurance Group
Evanston Insurance Company	\$203,000	-5%	-38%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$2,299,000	0%	7%	State Farm Group
Nationwide Property & Casualty Ins Co	\$202,000	0%	-21%	Nationwide Group
Farmers Property and Casualty Ins Co	\$38,000	3%	-5%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$1,916,000	0%	4%	USAA Group
USAA Casualty Insurance Company	\$864,000	0%	8%	USAA Group
Nationwide General Insurance Company	\$470,000	0%	-17%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Endurance American Specialty Ins Co	\$3,616,000	1%	67%	Sompo Holdings US Group
National Fire & Marine Insurance Co	\$2,746,000	8%	384%	Berkshire Hathaway Insurance Group
Lexington Insurance Company	\$687,000	-19%	144%	American International Group
Top Individual RRG				

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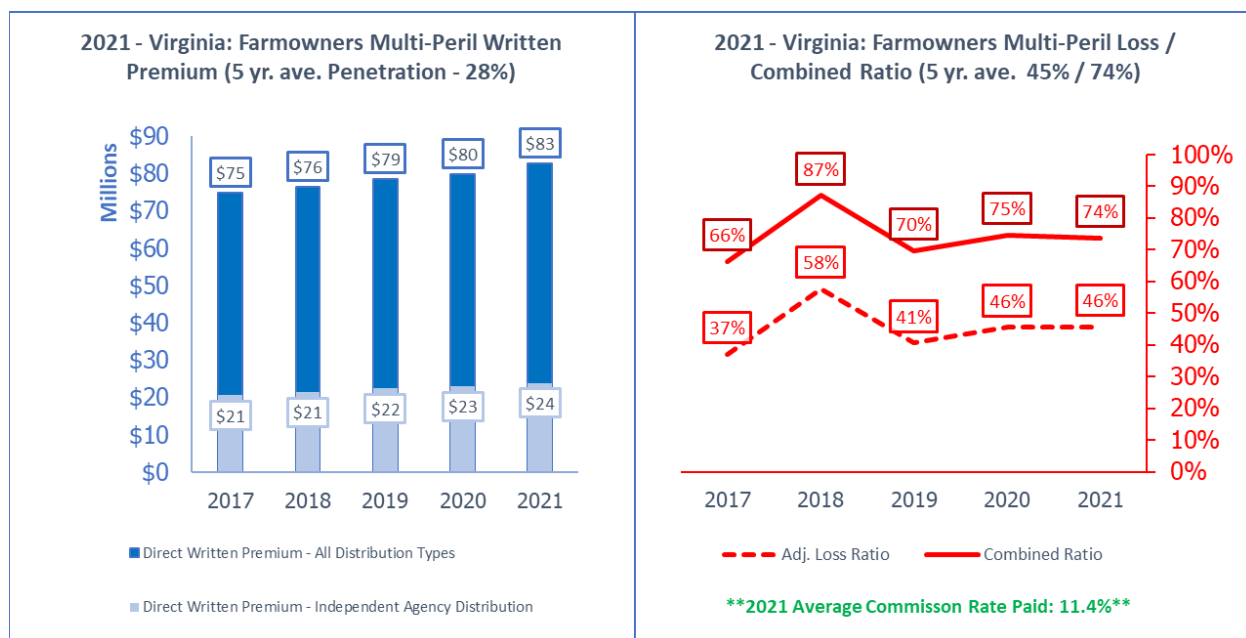
Excess Workers' Comp



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$22,278,000	\$22,131,000	\$0	\$147,000	\$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	99%	0%	1%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
11	10	0	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
4% / -5%	10% / -6%	#DIV/0!	#NUM!	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Tokio Marine US PC Group (G)	\$12,648,000	5%	9%	N/A
American International Group (G)	\$3,234,000	98%	28%	N/A
W. R. Berkley Insurance Group (G)	\$3,020,000	-2%	17%	N/A
Arch Insurance Group (G)	\$1,788,000	48%	-52%	N/A
Chubb INA Group (G)	\$1,238,000	7%	-35%	N/A
Total or Average	\$22,277,000	19%	4%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Safety National Casualty Corporation	\$12,648,000	5%	9%	Tokio Marine US PC Group
National Union Fire Ins Co Pittsburgh PA	\$3,234,000	98%	28%	American International Group
Midwest Employers Casualty Company	\$3,020,000	-2%	17%	W. R. Berkley Insurance Group
Arch Insurance Company	\$1,788,000	48%	-52%	Arch Insurance Group
ACE American Insurance Company	\$1,238,000	7%	-35%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
State National Insurance Company, Inc.	\$3,000	311%	-99%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	\$147,000	-40%	-90%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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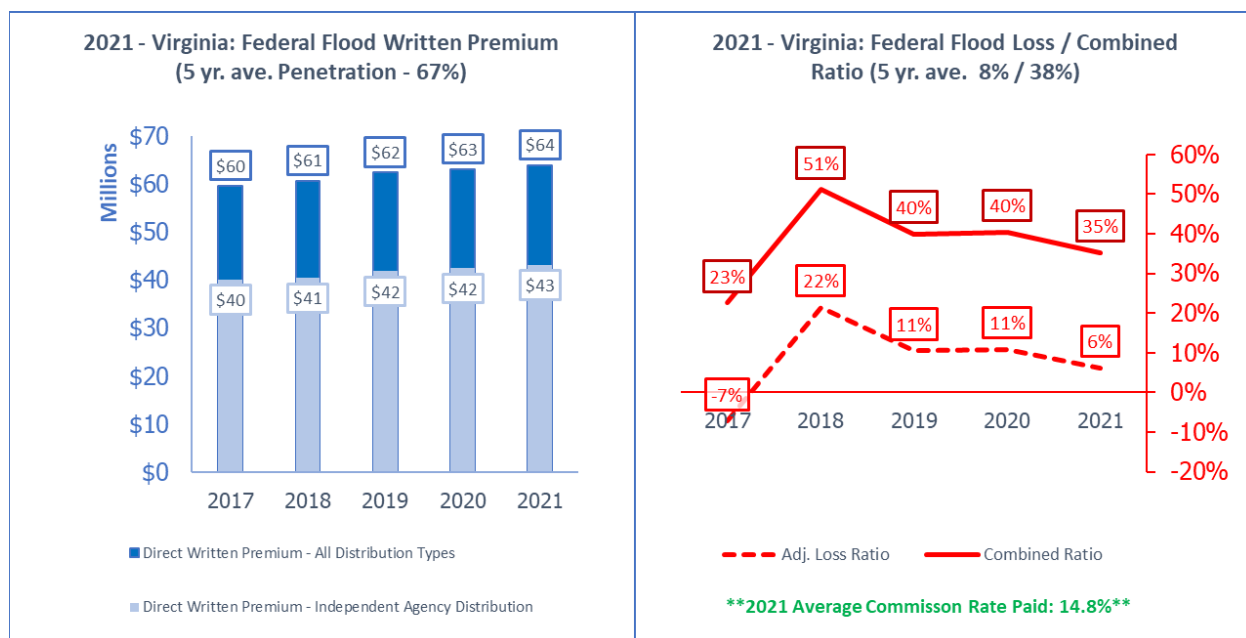
Farmowners Multi-Peril



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$82,786,000	\$23,988,000	\$55,311,000	\$3,487,000	\$22,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	29%	67%	4%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
36	31	3	2	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
4% / 3%	4% / 4%	4% / 2%	-2% / 0%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Virginia Farm Bureau Group (G)	\$47,760,000	57%	4%	N/A
Loudoun Mutual Group (G)	\$8,347,000	29%	2%	N/A
Rockingham Group (G)	\$5,737,000	21%	2%	N/A
Nationwide Group (G)	\$3,491,000	41%	-3%	N/A
Brethren Mutual Insurance Company	\$2,938,000	56%	3%	N/A
Total or Average	\$82,786,000	46%	4%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Loudoun Mutual Insurance Company	\$8,347,000	29%	2%	Loudoun Mutual Group
Brethren Mutual Insurance Company	\$2,938,000	56%	3%	...
Everett Cash Mutual Insurance Company	\$2,446,000	41%	7%	ECM Group
Indemnity Insurance Co of North America	\$1,355,000	19%	25%	Chubb INA Group
Donegal Mutual Insurance Company	\$1,122,000	12%	2%	Donegal Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	\$673,000	19%	-10%	Markel Corporation Group
Accelerant National Insurance Company	\$0	0%		Accelerant US Holdings Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Virginia Farm Bureau Mutual Insurance Co	\$47,760,000	57%	4%	Virginia Farm Bureau Group
Rockingham Insurance Company	\$5,737,000	21%	2%	Rockingham Group
State Farm Fire and Casualty Company	\$1,814,000	15%	11%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$3,469,000	37%	-3%	Nationwide Group
Liberty Mutual Insurance Company	\$18,000	13%	260%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$22,000	639%	10%	Nationwide Group
Top Individual RRG				

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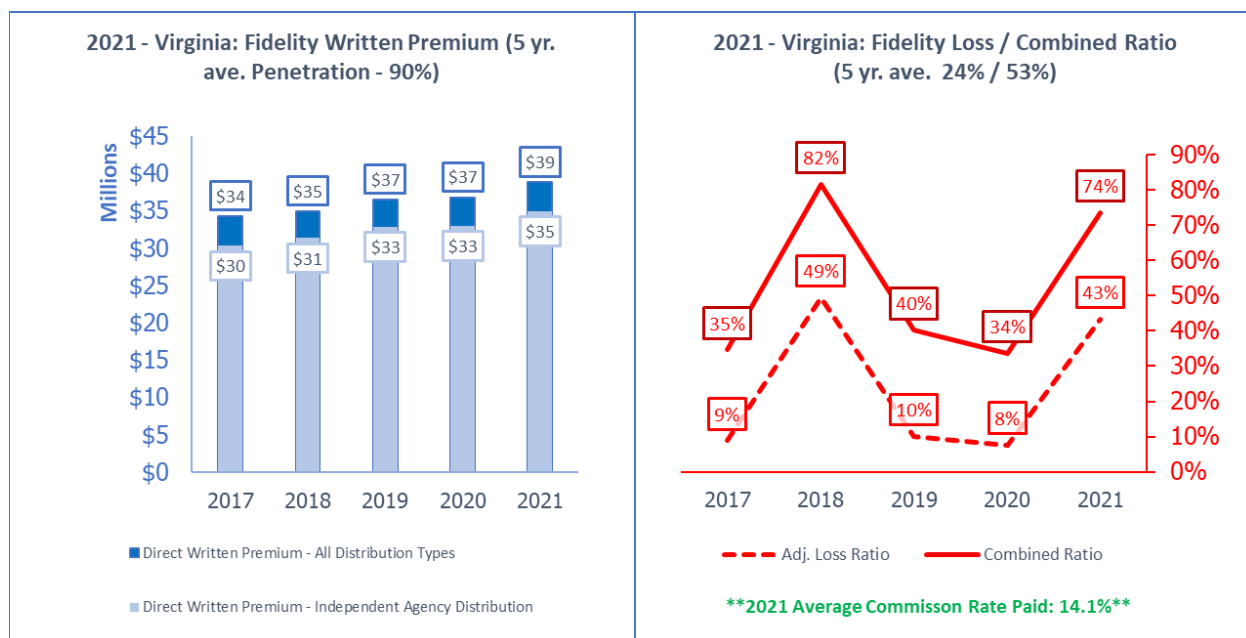
Federal Flood



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$64,052,000	\$43,276,000	\$8,262,000	\$12,514,000	\$573,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	68%	13%	20%	0.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
28	20	5	3	1
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
1% / 2%	2% / 2%	-2% / 0%	2% / 3%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Assurant P&C Group (G)	\$15,979,000	5%	1%	N/A
USAA Group (G)	\$11,173,000	2%	3%	N/A
Selective Insurance Group (G)	\$9,649,000	2%	0%	N/A
Allstate Insurance Group (G)	\$6,997,000	3%	2%	N/A
Wright National Flood Insurance Company	\$6,411,000	2%	1%	N/A
Total or Average	\$64,053,000	6%	1%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
American Bankers Insurance Co of Florida	\$15,979,000	5%	1%	Assurant P&C Group
Selective Insurance Co of the Southeast	\$9,649,000	2%	0%	Selective Insurance Group
Hartford Insurance Co of the Midwest	\$3,944,000	2%	-10%	Hartford Insurance Group
American Strategic Insurance Corp.	\$3,072,000	1%	4%	Progressive Insurance Group
Integon National Insurance Company	\$1,328,000	0%	21%	Allstate Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Wright National Flood Insurance Company	\$6,411,000	2%	1%	...
Trisura Specialty Insurance Company	\$573,000	594%	135%	Trisura US Insurance Group
Occidental Fire and Casualty Co of NC	\$264,000	0%	19%	IAT Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Allstate Insurance Company	\$5,669,000	4%	-1%	Allstate Insurance Group
Virginia Farm Bureau Mutual Insurance Co	\$1,351,000	4%	0%	Virginia Farm Bureau Group
Farmers Insurance Exchange	\$1,043,000	-5%	-7%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
USAA General Indemnity Company	\$11,173,000	2%	3%	USAA Group
Liberty Mutual Fire Insurance Company	\$716,000	5%	-3%	Liberty Mutual Insurance Companies
Homesite Insurance Company	\$625,000	2%	2%	American Family Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Trisura Specialty Insurance Company	\$573,000	594%	135%	Trisura US Insurance Group
Top Individual RRG				

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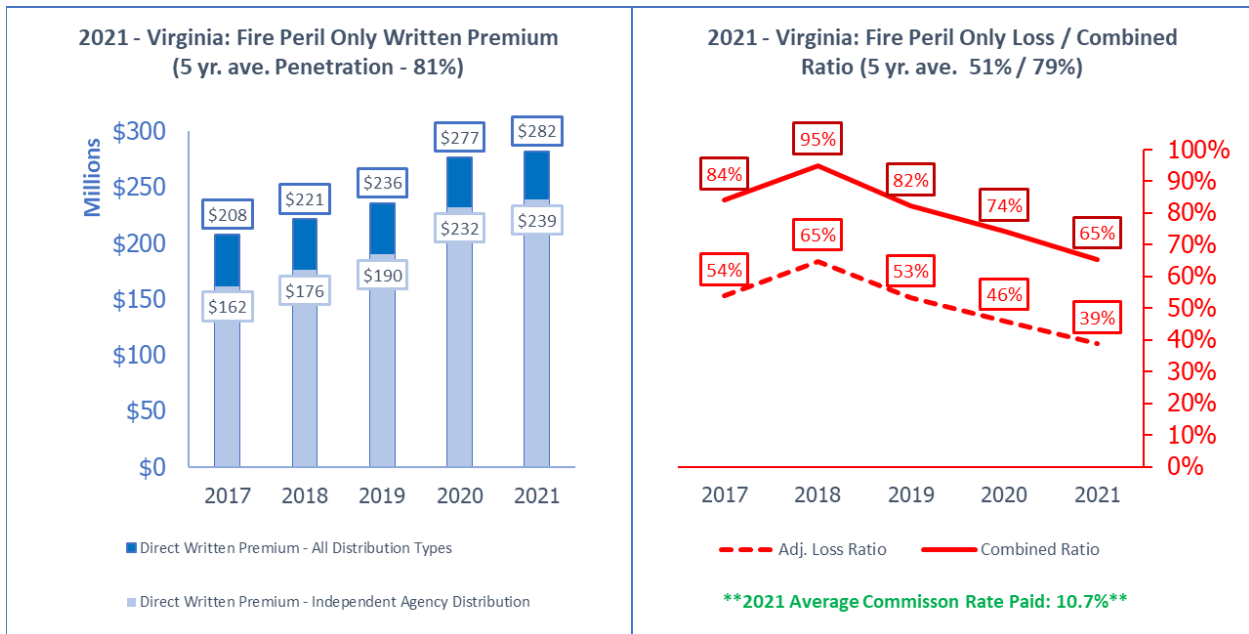
Fidelity



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$38,866,000	\$35,011,000	\$734,000	\$2,914,000	\$685,000
Loss Ratio and Combined Ratio Accuracy				
100%	IA+MGA+IA-Mixed Penetration 90%	Exclusive Penetration 2%	Direct Penetration 7%	Surplus Lines Utilization 1.8%
Active Affiliated and Unaffiliated Insurers				
121	IA+MGA+IA-Mixed Insurers 106	Exclusive Insurers 7	Direct Insurers 7	Surplus Lines Insurers 14
1-Year / 5-Year Premium Growth: All Premium				
5% / 3%	1-yr / 5-yr: IA+MGA+IA-Mixed 6% / 4%	1-yr / 5-yr: Exclusive -12% / -2%	1-yr / 5-yr: Direct 3% / -1%	1-yr / 5-yr: Surplus Lines -10% / 3%
Top 5 Groups or Unaffiliated Single(s)				
	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$6,112,000	175%	-1%	N/A
American International Group (G)	\$5,602,000	38%	2%	N/A
Chubb INA Group (G)	\$5,200,000	10%	6%	N/A
CNA Insurance Companies (G)	\$2,605,000	5%	2%	N/A
Hartford Insurance Group (G)	\$2,391,000	3%	11%	N/A
Total or Average	\$38,862,000	43%	5%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$6,084,000	175%	-1%	Travelers Group
National Union Fire Ins Co Pittsburgh PA	\$5,141,000	40%	1%	American International Group
Federal Insurance Company	\$5,032,000	13%	7%	Chubb INA Group
AXIS Insurance Company	\$1,697,000	30%	8%	AXIS US Operations
Continental Casualty Company	\$1,619,000	3%	12%	CNA Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Southwest Marine and General Ins Co	\$603,000	63%	39%	ProSight Specialty Group
U.S. Specialty Insurance Company	\$241,000	162%	101%	Tokio Marine US PC Group
RLI Insurance Company	\$128,000	-1%	753%	RLI Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$412,000	0%	3%	State Farm Group
Federated Mutual Insurance Company	\$132,000	61%	-44%	Federated Mutual Group
Nationwide Mutual Insurance Company	\$77,000	2%	-3%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$2,291,000	14%	1%	CUMIS Insurance Society Group
Liberty Mutual Insurance Company	\$569,000	84%	23%	Liberty Mutual Insurance Companies
Federated Rural Electric Ins Exchange	\$25,000	100%	-36%	...
Top 3 Surplus Lines Policy Issuing Insurers				
AIG Specialty Insurance Company	\$460,000	14%	12%	American International Group
Aspen Specialty Insurance Company	\$81,000	-36%	-1%	Aspen US Insurance Group
Steadfast Insurance Company	\$54,000	2%	-4%	Zurich Insurance US PC Group
Top Individual RRG				

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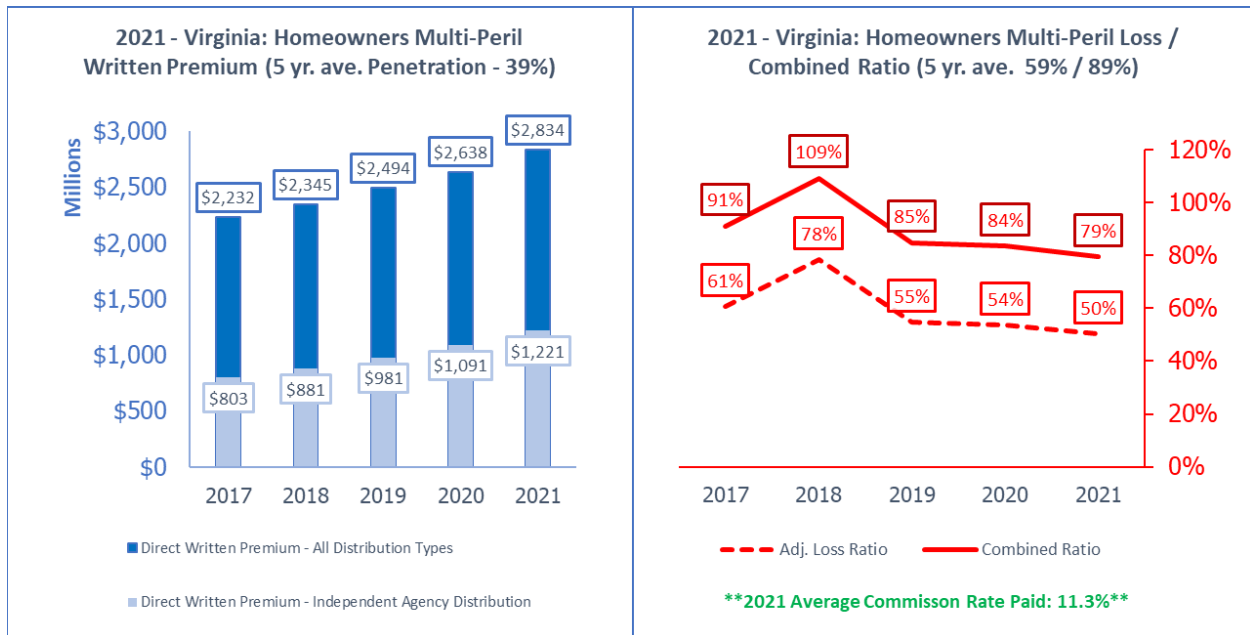
Fire Peril Only



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$282,448,000	\$238,920,000	\$13,663,000	\$28,978,000	\$75,533,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	85%	5%	10%	26.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
307	261	20	20	78
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% / 8%	3% / 10%	2% / -1%	-6% / -2%	26% / 17%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$25,599,000	8%	4%	N/A
FM Global Group (G)	\$21,368,000	40%	21%	N/A
American International Group (G)	\$20,933,000	18%	40%	N/A
Starr International Group (G)	\$14,405,000	17%	14%	N/A
Zurich Insurance US PC Group (G)	\$13,974,000	39%	-7%	N/A
Total or Average	\$282,447,000	39%	2%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Starr Surplus Lines Insurance Company	\$14,402,000	17%	15%	Starr International Group
Travelers Property Casualty Co of Amer	\$8,857,000	-20%	23%	Travelers Group
Lexington Insurance Company	\$7,663,000	19%	86%	American International Group
XL Insurance America, Inc.	\$7,333,000	-10%	-48%	XL Reinsurance America Group
Fireman's Fund Insurance Company	\$6,767,000	19%	19%	Allianz US PC Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$1,382,000	119%	26%	Tokio Marine US PC Group
Watford Specialty Insurance Company	\$864,000	58%	-16%	Watford US Insurance Group
Evanston Insurance Company	\$842,000	241%	-9%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Virginia Farm Bureau Mutual Insurance Co	\$4,824,000	34%	3%	Virginia Farm Bureau Group
Rockingham Insurance Company	\$3,125,000	17%	-8%	Rockingham Group
State Farm Fire and Casualty Company	\$1,478,000	63%	-13%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$8,240,000	59%	-8%	USAA Group
Standard Guaranty Insurance Company	\$5,969,000	41%	1%	Assurant P&C Group
Nationwide Mutual Fire Insurance Company	\$3,365,000	33%	-30%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$14,402,000	17%	15%	Starr International Group
Lexington Insurance Company	\$7,663,000	19%	86%	American International Group
StarStone Specialty Insurance Company	\$5,517,000	119%	14811%	Core Specialty Insurance Group
Top Individual RRG				

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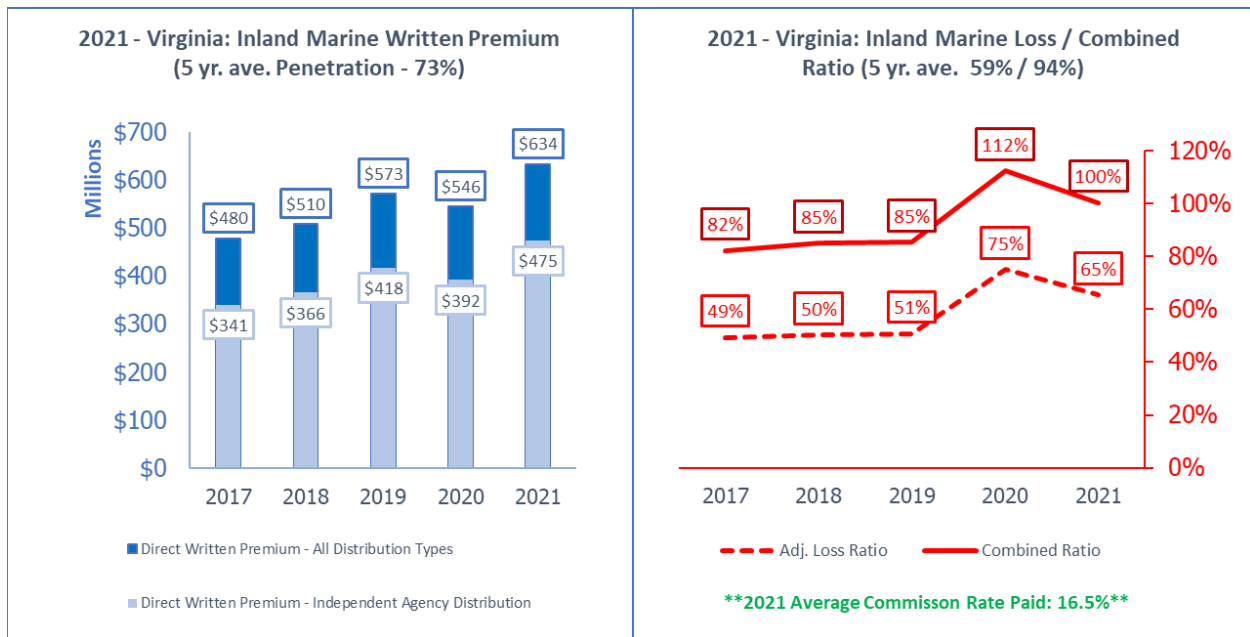
Homeowners



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$2,834,239,000	\$1,220,856,000	\$785,926,000	\$823,437,000	\$12,421,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	43%	28%	29%	0.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
180	132	20	26	16
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
7% / 6%	12% / 11%	6% / 2%	3% / 4%	6% / -2%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
USAA Group (G)	\$524,413,000	54%	4%	N/A
State Farm Group (G)	\$491,671,000	43%	9%	N/A
Travelers Group (G)	\$281,054,000	55%	12%	N/A
Allstate Insurance Group (G)	\$243,804,000	45%	7%	N/A
Nationwide Group (G)	\$187,425,000	59%	6%	N/A
Total or Average	\$2,834,240,000	50%	7%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Personal Insurance Company	\$114,070,000	58%	57%	Travelers Group
Erie Insurance Company	\$105,363,000	58%	16%	Erie Insurance Group
Allstate Vehicle and Property Ins Co	\$105,038,000	48%	21%	Allstate Insurance Group
TravCo Insurance Company	\$102,714,000	56%	-7%	Travelers Group
Montgomery Mutual Insurance Company	\$57,441,000	65%	20%	Liberty Mutual Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Occidental Fire and Casualty Co of NC	\$27,703,000	58%	12%	IAT Insurance Group
Universal Property & Casualty Ins Co	\$20,932,000	54%	4%	Universal Insurance Holdings Group
Praetorian Insurance Company	\$8,727,000	70%	16%	QBE North America Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$491,671,000	43%	9%	State Farm Group
Allstate Insurance Company	\$49,928,000	35%	1%	Allstate Insurance Group
Virginia Farm Bureau Mutual Insurance Co	\$45,621,000	44%	6%	Virginia Farm Bureau Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$278,093,000	59%	3%	USAA Group
USAA Casualty Insurance Company	\$155,581,000	48%	5%	USAA Group
USAA General Indemnity Company	\$55,943,000	53%	5%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
QBE Specialty Insurance Company	\$4,611,000	58%	-1%	QBE North America Insurance Group
Scottsdale Insurance Company	\$3,510,000	21%	20%	Nationwide Group
Evanston Insurance Company	\$1,248,000	47%	7%	Markel Corporation Group
Top Individual RRG				

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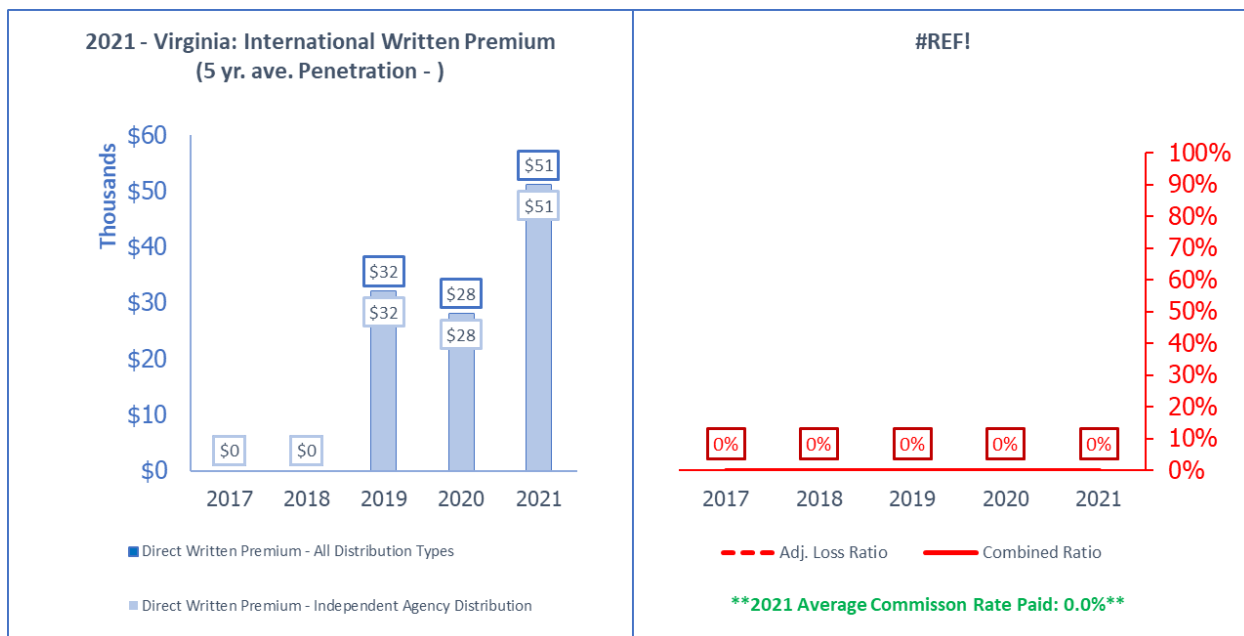
Inland Marine



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$634,492,000	\$474,794,000	\$116,117,000	\$40,873,000	\$21,622,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	75%	18%	6%	3.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
382	318	24	30	62
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% / 7%	21% / 9%	5% / 2%	0% / 8%	21% / 23%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Liberty Mutual Insurance Companies (G)	\$93,108,000	77%	6%	N/A
CNA Insurance Companies (G)	\$67,209,000	54%	1%	N/A
Chubb INA Group (G)	\$42,573,000	46%	8%	N/A
Nationwide Group (G)	\$39,681,000	60%	16%	N/A
Allianz US PC Insurance Companies (G)	\$30,490,000	13%	105%	N/A
Total or Average	\$634,491,000	65%	16%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	\$67,138,000	54%	1%	CNA Insurance Companies
National Casualty Company	\$29,595,000	74%	18%	Nationwide Group
National Union Fire Ins Co Pittsburgh PA	\$14,824,000	5%	114%	American International Group
Travelers Property Casualty Co of Amer	\$13,751,000	63%	6%	Travelers Group
Arch Insurance Company	\$13,544,000	16%	47%	Arch Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
American Pet Insurance Company	\$16,670,000	62%	45%	Trupanion Insurance Group
Occidental Fire and Casualty Co of NC	\$7,388,000	7%	20%	IAT Insurance Group
Securian Casualty Company	\$3,968,000	39%	22%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Liberty Insurance Underwriters, Inc.	\$84,827,000	76%	6%	Liberty Mutual Insurance Companies
State Farm Fire and Casualty Company	\$16,194,000	38%	4%	State Farm Group
Virginia Farm Bureau Mutual Insurance Co	\$2,786,000	39%	7%	Virginia Farm Bureau Group
Top 3 Direct Policy-Issuing Insurers				
United Services Automobile Association	\$9,985,000	31%	0%	USAA Group
USAA Casualty Insurance Company	\$6,015,000	20%	2%	USAA Group
American Security Insurance Company	\$4,830,000	1%	-26%	Assurant P&C Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$3,418,000	59%	-16%	American International Group
Westchester Surplus Lines Insurance Co	\$2,394,000	44%	81%	Chubb INA Group
Houston Specialty Insurance Company	\$1,399,000	21%	-35%	Skyward Specialty Insurance Group
Top Individual RRG				

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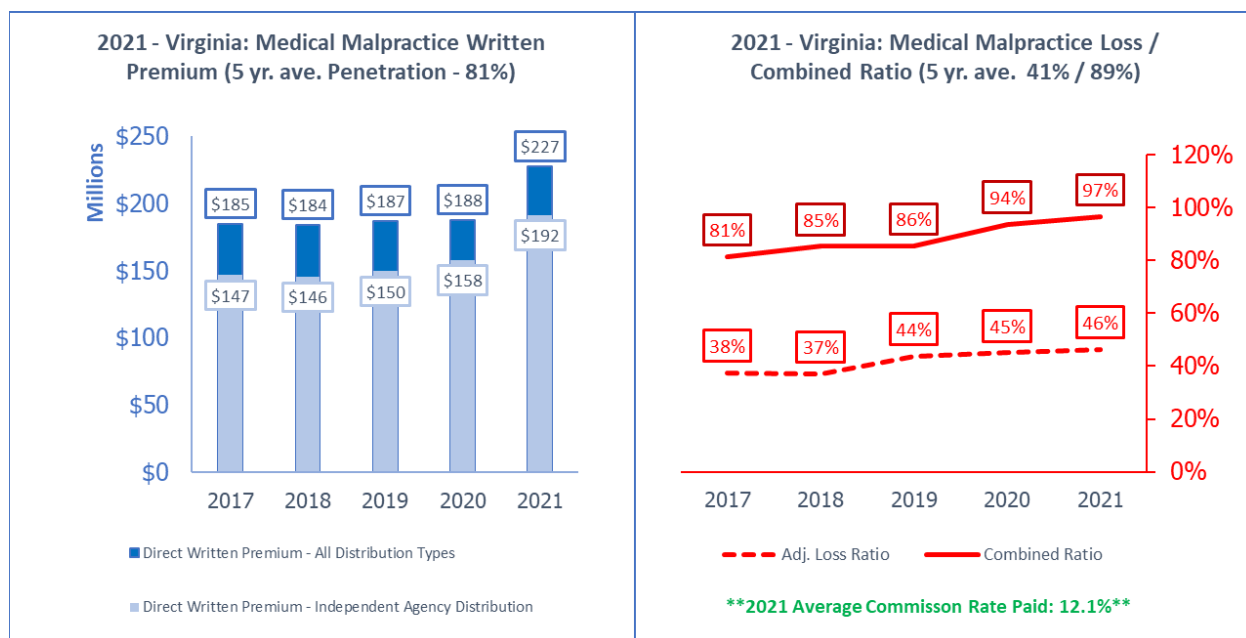
International



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$51,000	\$51,000	\$0	\$0	\$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
#REF!	100%	0%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
1	1	0	0	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Total or Average	#REF!	#REF!	82%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Colony Insurance Company	\$51,000	0%	82%	Argo Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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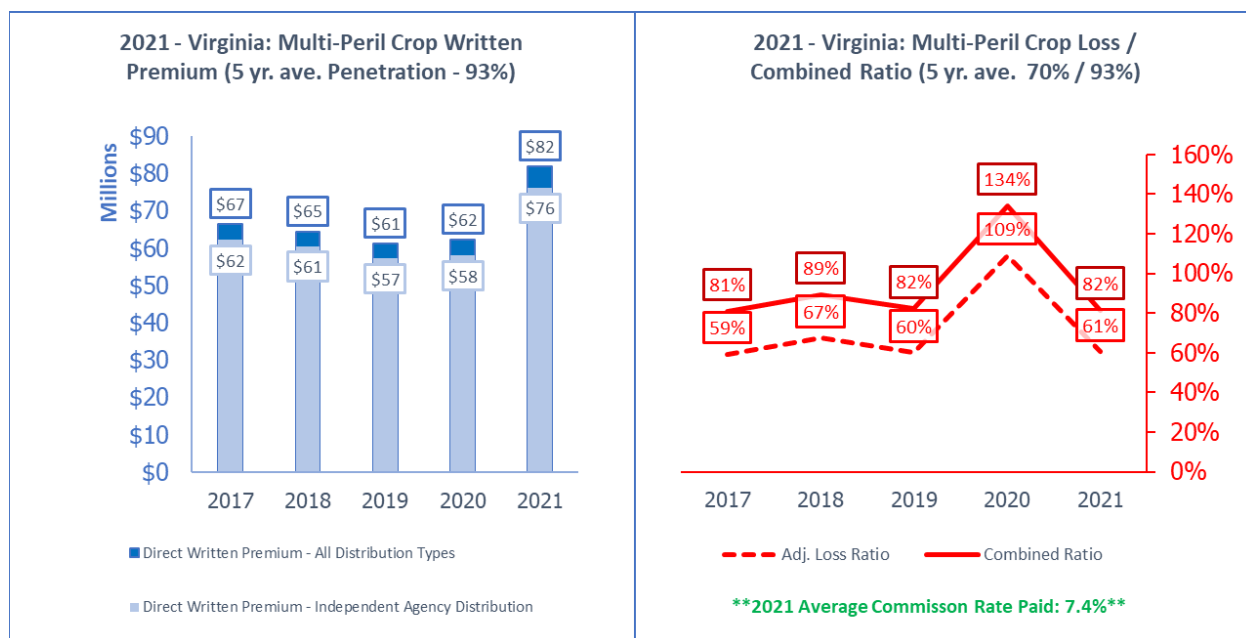
Medical Malpractice



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$227,472,000	\$191,630,000	\$18,588,000	\$11,539,000	\$71,641,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	8%	5%	31.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
105	70	7	14	38
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
21% / 5%	21% / 7%	-1% / -9%	51% / 15%	48% / 16%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Doctors Company Insurance Group (G)	\$45,571,000	50%	20%	N/A
CNA Insurance Companies (G)	\$21,929,000	26%	145%	N/A
Berkshire Hathaway Insurance Group (G)	\$19,970,000	13%	9%	N/A
ProAssurance Group (G)	\$17,315,000	45%	13%	N/A
Curi Holdings Group (G)	\$15,932,000	-18%	2%	N/A
Total or Average	\$227,475,000	47%	21%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Medical Mutual Ins Co of North Carolina	\$15,845,000	15%	2%	Curi Holdings Group
Columbia Casualty Company	\$15,731,000	35%	370%	CNA Insurance Companies
Professionals Advocate Insurance Company	\$13,418,000	31%	18%	Medical Mutual Group (MD)
Ironshore Specialty Insurance Co	\$10,571,000	40%	24%	Liberty Mutual Insurance Companies
ProSelect Insurance Company	\$6,685,000	83%	82%	Coverys Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
TDC Specialty Insurance Company	\$5,366,000	40%	12%	Doctors Company Insurance Group
Health Care Industry Liab Recip Ins RRG	\$4,821,000	59%	-1%	...
Evanston Insurance Company	\$1,229,000	-26%	10%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
MAG Mutual Insurance Company	\$14,079,000	23%	-4%	MAG Mutual Companies
Health Care Indemnity, Inc.	\$2,038,000	42%	17%	...
Liberty Insurance Underwriters, Inc.	\$1,647,000	-19%	4%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
Ophthalmic Mutual Insurance Co (A RRG)	\$2,763,000	32%	5%	...
Graph Insurance Group, a RRG, LLC	\$2,055,000	69%
Preferred Physicians Med RRG, Mut Ins Co	\$1,875,000	40%	1%	ProAssurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Columbia Casualty Company	\$15,731,000	35%	370%	CNA Insurance Companies
Ironshore Specialty Insurance Co	\$10,571,000	40%	24%	Liberty Mutual Insurance Companies
National Fire & Marine Insurance Co	\$5,990,000	48%	11%	Berkshire Hathaway Insurance Group
Top Individual RRG				
Health Care Industry Liab Recip Ins RRG	\$4,821,000	59%	-1%	...

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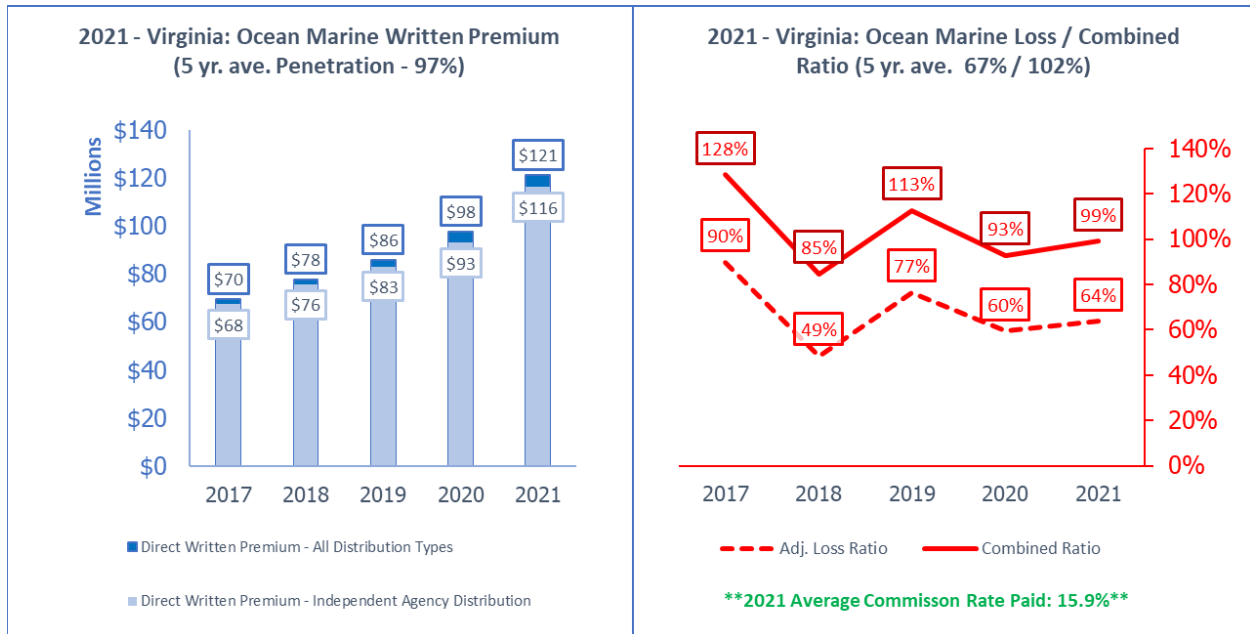
Multi-Peril Crop



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$81,975,000	\$76,231,000	\$0	\$5,744,000	\$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	0%	7%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
11	10	0	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
32% / 5%	31% / 5%	#DIV/0!	34% / 8%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Zurich Insurance US PC Group (G)	\$46,145,000	58%	36%	N/A
Chubb INA Group (G)	\$15,078,000	133%	7%	N/A
QBE North America Insurance Group (G)	\$9,508,000	85%	46%	N/A
American Agricultural Insurance Company	\$5,744,000	4%	34%	N/A
Tokio Marine US PC Group (G)	\$2,438,000	37%	162%	N/A
Total or Average	\$81,974,000	61%	32%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
ACE Property and Casualty Insurance Co	\$14,893,000	136%	11%	Chubb INA Group
NAU Country Insurance Company	\$9,508,000	85%	46%	QBE North America Insurance Group
Producers Agriculture Insurance Company	\$2,438,000	37%	162%	Tokio Marine US PC Group
Farmers Mutual Hail Insurance Co of Iowa	\$679,000	46%	31%	FMH Insurance Group
Agri General Insurance Company	\$184,000	55%	-68%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Rural Community Insurance Company	\$46,145,000	58%	36%	Zurich Insurance US PC Group
FMH Ag Risk Insurance Company	\$1,672,000	7%	29%	FMH Insurance Group
Stratford Insurance Company	\$10,000	-18%	-55%	American International Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
American Agricultural Insurance Company	\$5,744,000	4%	34%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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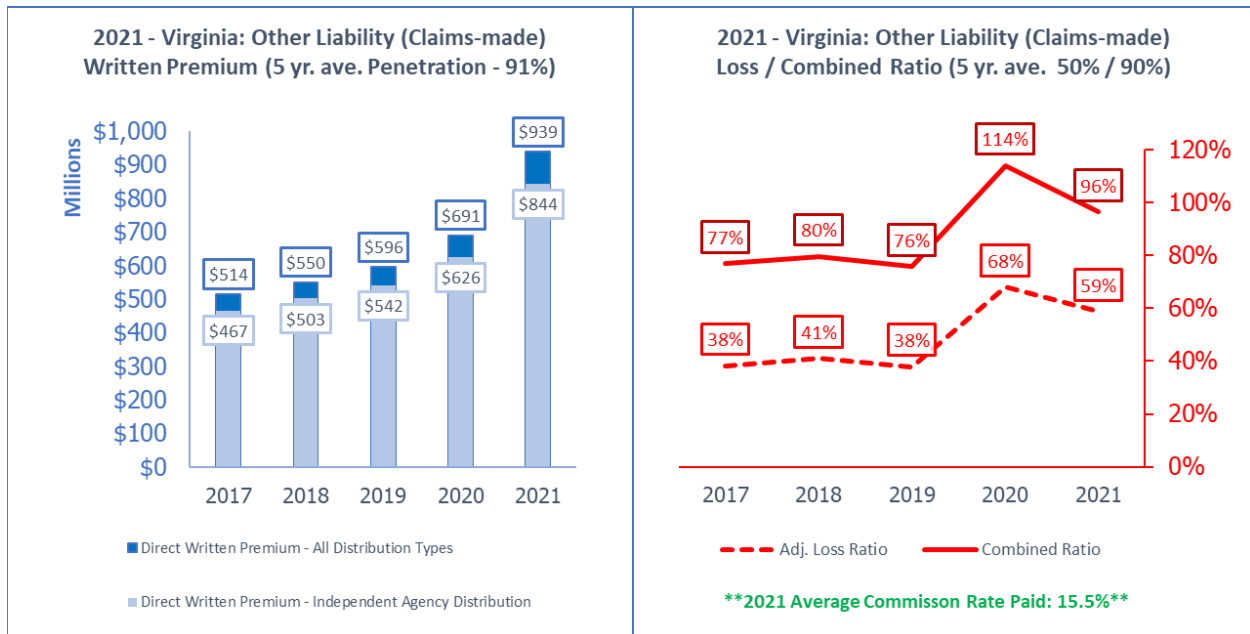
Ocean Marine



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$121,276,000	\$116,379,000	\$0	\$4,835,000	\$1,475,000
Loss Ratio and Combined Ratio Accuracy				
100%	96%	0%	4%	1.2%
Active Affiliated and Unaffiliated Insurers				
75	65	0	8	5
1-Year / 5-Year Premium Growth: All Premium				
24% / 15%	25% / 15%	#NUM!	7% / 27%	412% / 85%
Top 5 Groups or Unaffiliated Single(s)				
	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
American International Group (G)	\$21,454,000	28%	57%	N/A
Chubb INA Group (G)	\$17,431,000	103%	56%	N/A
Travelers Group (G)	\$10,303,000	28%	5%	N/A
Berkshire Hathaway Insurance Group (G)	\$8,932,000	56%	-5%	N/A
Hartford Insurance Group (G)	\$8,758,000	74%	3%	N/A
Total or Average	\$121,279,000	64%	24%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	\$18,546,000	28%	52%	American International Group
Indemnity Insurance Co of North America	\$14,277,000	117%	62%	Chubb INA Group
GEICO Marine Insurance Company	\$8,931,000	57%	-5%	Berkshire Hathaway Insurance Group
Navigators Insurance Company	\$8,768,000	70%	7%	Hartford Insurance Group
Travelers Property Casualty Co of Amer	\$8,362,000	20%	5%	Travelers Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
RLI Insurance Company	\$1,625,000	4%	5%	RLI Group
Western World Insurance Company	\$1,063,000	85%	3566%	American International Group
State National Insurance Company, Inc.	\$996,000	70%	98%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$2,755,000	380%	-9%	Liberty Mutual Insurance Companies
Endurance Risk Solutions Assurance Co	\$1,341,000	82%	49%	Sompo Holdings US Group
Westport Insurance Corporation	\$386,000	68%	86%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Western World Insurance Company	\$1,063,000	85%	3566%	American International Group
Houston Casualty Company	\$209,000	-2%	318%	Tokio Marine US PC Group
Century Surety Company	\$80,000	29%	51%	AmeriTrust Group
Top Individual RRG				

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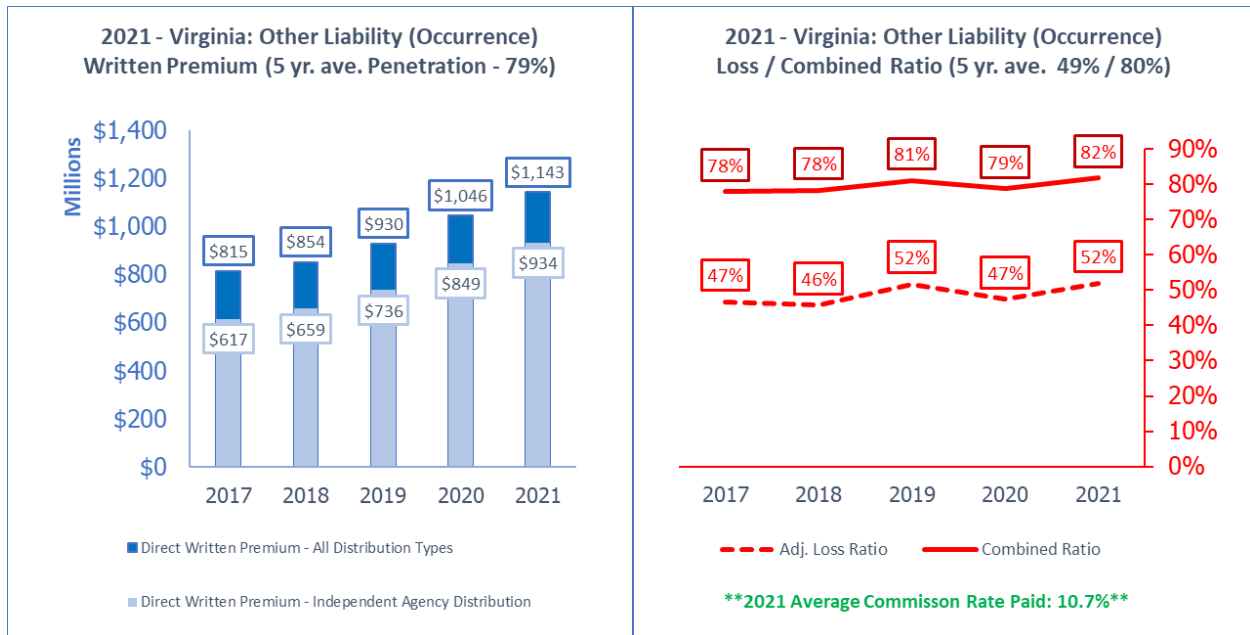
Other Liability (Claims-made)



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$938,797,000	\$844,130,000	\$5,879,000	\$54,933,000	\$338,845,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	90%	1%	6%	36.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
343	276	17	24	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
36% / 16%	35% / 16%	37% / 5%	51% / 19%	78% / 25%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$92,032,000	19%	16%	N/A
American International Group (G)	\$80,739,000	136%	36%	N/A
XL Reinsurance America Group (G)	\$67,075,000	79%	41%	N/A
CNA Insurance Companies (G)	\$53,241,000	93%	-3%	N/A
Travelers Group (G)	\$49,906,000	39%	22%	N/A
Total or Average	\$938,792,000	59%	36%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Continental Casualty Company	\$50,493,000	73%	20%	CNA Insurance Companies
Federal Insurance Company	\$45,481,000	2%	22%	Chubb INA Group
Travelers Casualty and Surety Co of Amer	\$38,947,000	41%	13%	Travelers Group
National Union Fire Ins Co Pittsburgh PA	\$37,413,000	175%	3%	American International Group
XL Specialty Insurance Company	\$36,777,000	68%	28%	XL Reinsurance America Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$10,384,000	261%	24%	Tokio Marine US PC Group
Houston Casualty Company	\$10,198,000	134%	147%	Tokio Marine US PC Group
Evanston Insurance Company	\$9,379,000	30%	38%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Ironshore Indemnity Inc.	\$2,446,000	104%	39%	Liberty Mutual Insurance Companies
Liberty Insurance Underwriters, Inc.	\$1,241,000	1000%	80%	Liberty Mutual Insurance Companies
State Farm Fire and Casualty Company	\$993,000	43%	8%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Surplus Insurance Corporation	\$22,127,000	50%	370%	Liberty Mutual Insurance Companies
Endurance Risk Solutions Assurance Co	\$13,106,000	44%	1%	Sompo Holdings US Group
ALPS Property & Casualty Insurance Co	\$9,657,000	14%	1%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$23,377,000	166%	101%	American International Group
Liberty Surplus Insurance Corporation	\$22,127,000	50%	370%	Liberty Mutual Insurance Companies
Indian Harbor Insurance Company	\$21,321,000	158%	129%	XL Reinsurance America Group
Top Individual RRG				
Attorneys' Liab Assr Society Ltd., A RRG	\$5,188,000	8%	5%	...

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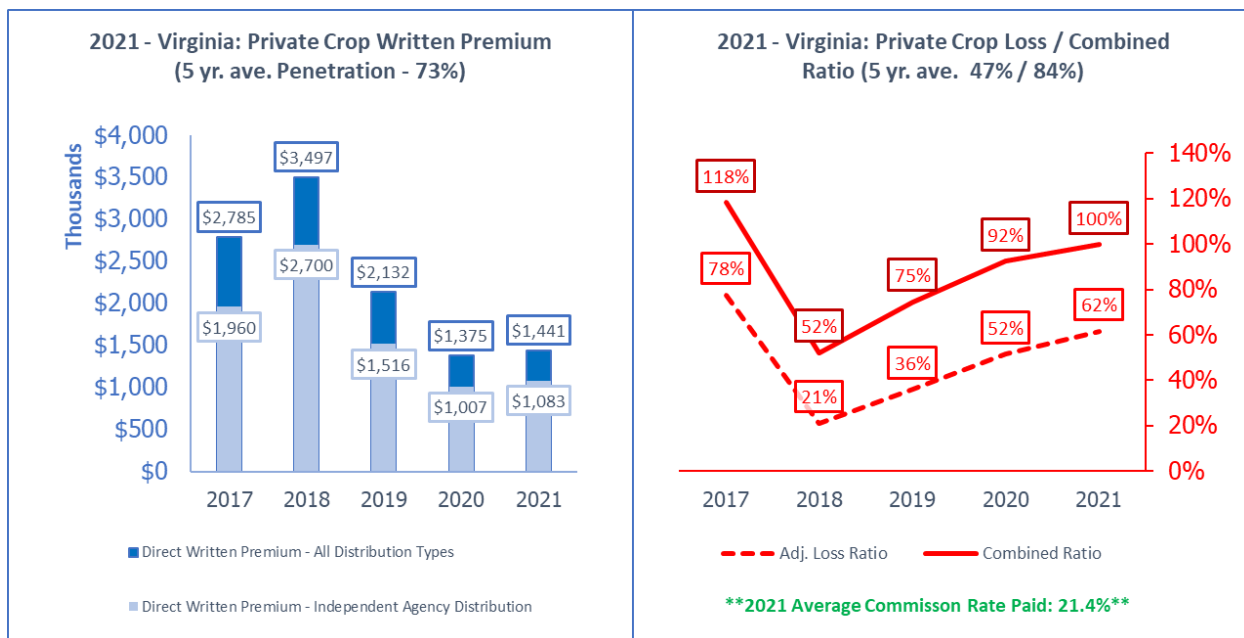
Other Liability (Occurrence)



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,143,106,000	\$934,260,000	\$70,902,000	\$116,061,000	\$226,462,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	82%	6%	10%	19.8%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
533	435	31	41	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
9% / 9%	10% / 11%	9% / 5%	5% / -1%	31% / 17%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$107,698,000	63%	19%	N/A
American International Group (G)	\$70,193,000	62%	2%	N/A
Assurant P&C Group (G)	\$59,380,000	49%	0%	N/A
Travelers Group (G)	\$47,418,000	39%	10%	N/A
Everest Re U.S. Group (G)	\$45,028,000	55%	-14%	N/A
Total or Average	\$1,143,098,000	52%	9%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
ACE American Insurance Company	\$39,534,000	49%	12%	Chubb INA Group
Insurance Company of State of PA	\$36,737,000	67%	-9%	American International Group
Travelers Property Casualty Co of Amer	\$32,838,000	48%	9%	Travelers Group
ACE Property and Casualty Insurance Co	\$30,572,000	67%	23%	Chubb INA Group
Cincinnati Insurance Company	\$24,798,000	83%	12%	The Cincinnati Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$14,166,000	29%	43%	Markel Corporation Group
Gemini Insurance Company	\$6,417,000	101%	32%	W. R. Berkley Insurance Group
States Self-Insrs RRG, Inc	\$5,223,000	65%	-6%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$22,972,000	31%	4%	State Farm Group
Nationwide Mutual Insurance Company	\$10,772,000	45%	2%	Nationwide Group
Virginia Farm Bureau Mutual Insurance Co	\$7,348,000	96%	9%	Virginia Farm Bureau Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$26,766,000	68%	-10%	CUMIS Insurance Society Group
United Services Automobile Association	\$13,887,000	53%	4%	USAA Group
Toyota Motor Insurance Company	\$8,189,000	48%	1%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Evanston Insurance Company	\$14,166,000	29%	43%	Markel Corporation Group
Scottsdale Insurance Company	\$10,208,000	28%	6%	Nationwide Group
Nautilus Insurance Company	\$9,836,000	49%	2%	W. R. Berkley Insurance Group
Top Individual RRG				
States Self-Insrs RRG, Inc	\$5,223,000	65%	-6%	...

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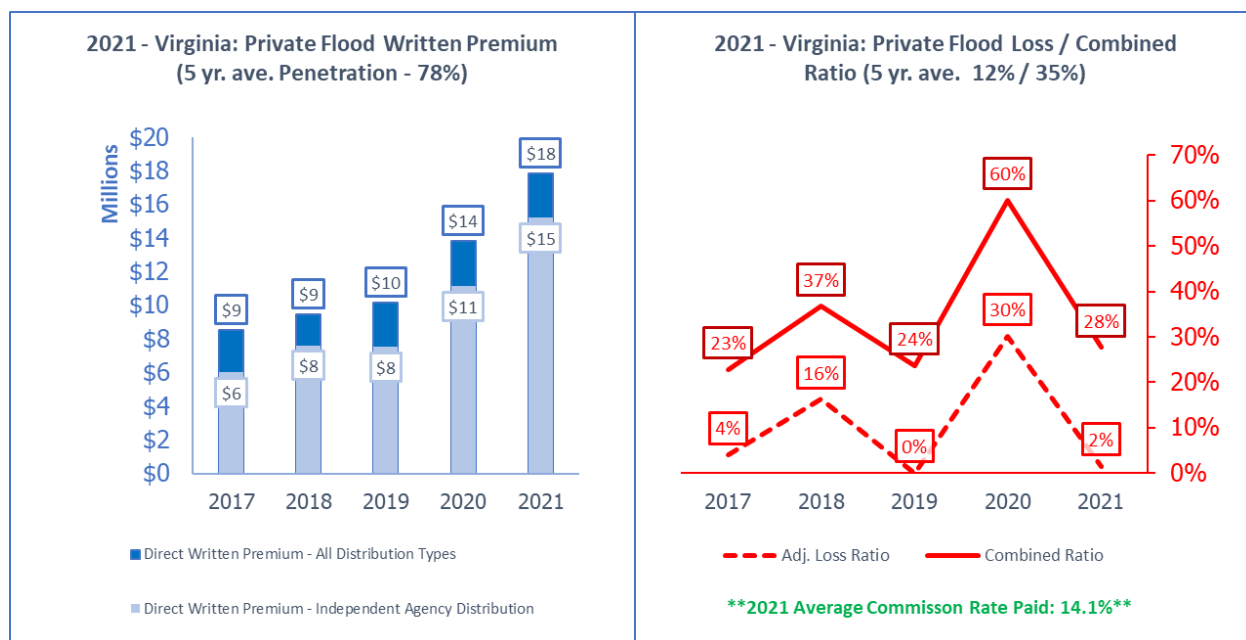
Private Crop



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,441,000	\$1,083,000	\$0	\$358,000	\$0
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	75%	0%	25%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
7	6	0	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
5% / -15%	8% / -14%	#DIV/0!	-3% / -19%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Zurich Insurance US PC Group (G)	\$969,000	73%	10%	N/A
American Agricultural Insurance Company	\$358,000	34%	-3%	N/A
QBE North America Insurance Group (G)	\$43,000	8%	43%	N/A
FMH Insurance Group (G)	\$41,000	153%	64%	N/A
Chubb INA Group (G)	\$26,000	-23%	-26%	N/A
Total or Average	\$1,441,000	62%	5%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
NAU Country Insurance Company	\$43,000	8%	43%	QBE North America Insurance Group
ACE Property and Casualty Insurance Co	\$26,000	58%	-26%	Chubb INA Group
Farmers Mutual Hail Insurance Co of Iowa	\$17,000	80%	325%	FMH Insurance Group
Hudson Insurance Company	\$4,000	-6%	-43%	Fairfax Financial (USA) Group
1st Atlantic Surety Company	\$0	0%		...
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Rural Community Insurance Company	\$969,000	73%	10%	Zurich Insurance US PC Group
FMH Ag Risk Insurance Company	\$24,000	206%	9%	FMH Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Top 3 Direct Policy-Issuing Insurers				
American Agricultural Insurance Company	\$358,000	34%	-3%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Top Individual RRG				

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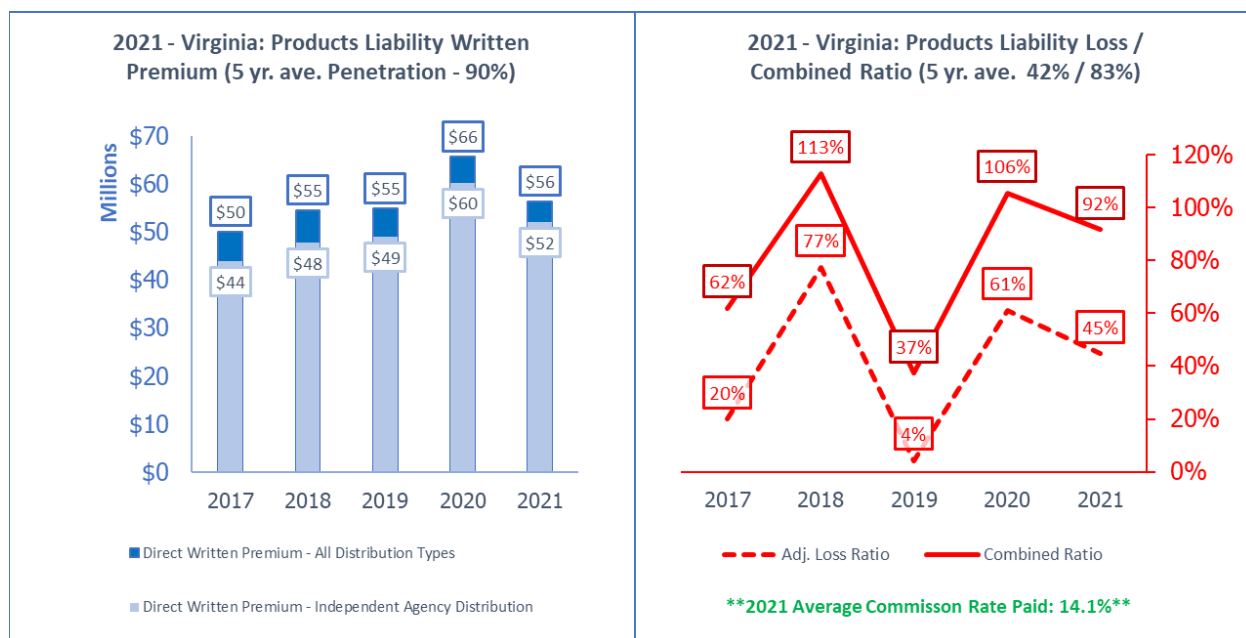
Private Flood



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$17,835,000	\$15,201,000	\$26,000	\$2,348,000	\$8,557,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	85%	0%	13%	48.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
80	71	2	6	21
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Exclusive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
29% / 20%	37% / 26%	#DIV/0!	-12% / -2%	65% / 113%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
XL Reinsurance America Group (G)	\$3,121,000	-17%	2%	N/A
Zurich Insurance US PC Group (G)	\$2,935,000	3%	30%	N/A
American International Group (G)	\$2,556,000	26%	177%	N/A
Assurant P&C Group (G)	\$1,983,000	2%	5%	N/A
Allianz US PC Insurance Companies (G)	\$946,000	-24%	51%	N/A
Total or Average	\$17,835,000	2%	29%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Indian Harbor Insurance Company	\$2,586,000	-15%	80%	XL Reinsurance America Group
American Guarantee and Liability Ins Co	\$1,225,000	2%	23%	Zurich Insurance US PC Group
Lexington Insurance Company	\$1,173,000	28%	4089%	American International Group
Allianz Global Risks US Insurance Co	\$672,000	2%	87%	Allianz US PC Insurance Companies
National Fire & Marine Insurance Co	\$625,000	2%	82%	Berkshire Hathaway Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Transverse Specialty Insurance Company	\$542,000	36%		Transverse Insurance Group
United Specialty Insurance Company	\$287,000	15%	-40%	Markel Corporation Group
Trisura Specialty Insurance Company	\$195,000	41%	122%	Trisura US Insurance Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Florists' Mutual Insurance Company	\$23,000	16%	5%	Sentry Insurance Group
Sentry Insurance Company	\$3,000	11%	0%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
American Security Insurance Company	\$1,478,000	2%	2%	Assurant P&C Group
Voyager Indemnity Insurance Company	\$506,000	2%	14%	Assurant P&C Group
Westport Insurance Corporation	\$218,000	2%	-52%	Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Indian Harbor Insurance Company	\$2,586,000	-15%	80%	XL Reinsurance America Group
Lexington Insurance Company	\$1,173,000	28%	4089%	American International Group
National Fire & Marine Insurance Co	\$625,000	2%	82%	Berkshire Hathaway Insurance Group
Top Individual RRG				

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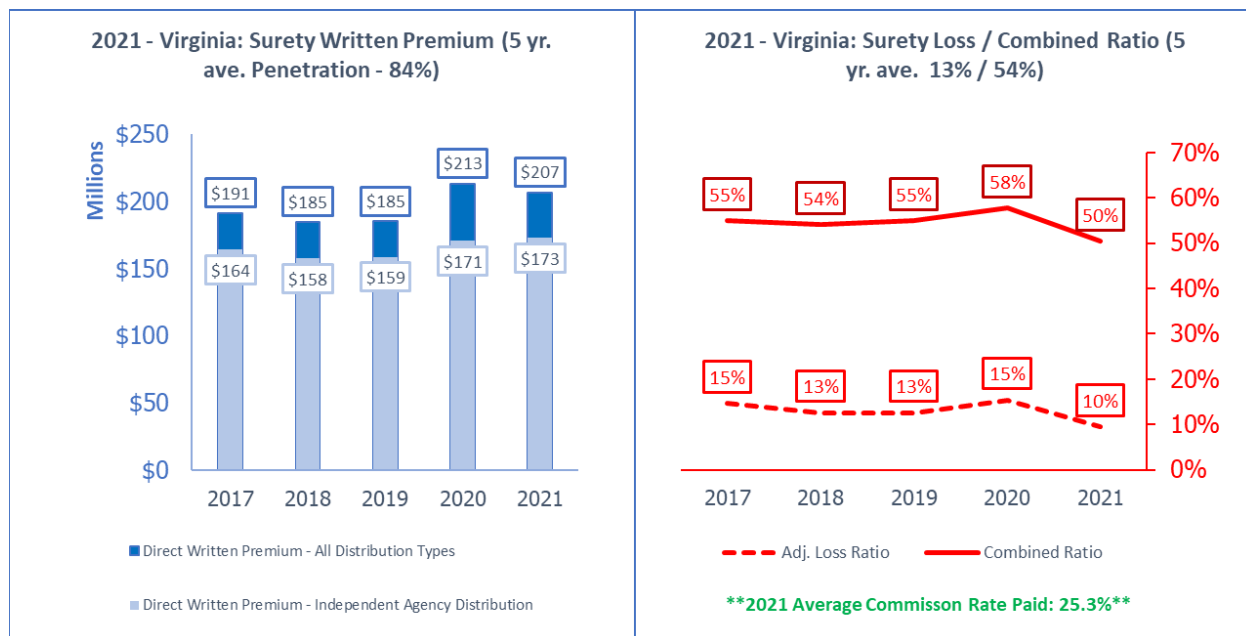
Products Liability



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$56,486,000	\$52,110,000	\$2,501,000	\$1,112,000	\$19,873,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	92%	4%	2%	35.2%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
199	180	10	7	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
-14% / 3%	-14% / 4%	11% / 2%	-56% / -23%	-1% / 11%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Selective Insurance Group (G)	\$6,044,000	57%	3%	N/A
Chubb INA Group (G)	\$4,557,000	29%	-11%	N/A
Builders Mutual Insurance Group (G)	\$3,292,000	112%	18%	N/A
Fairfax Financial (USA) Group (G)	\$3,229,000	198%	62%	N/A
Hartford Insurance Group (G)	\$3,053,000	18%	51%	N/A
Total or Average	\$56,492,000	45%	-14%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Builders Mutual Insurance Company	\$3,246,000	113%	18%	Builders Mutual Insurance Group
Crum & Forster Specialty Insurance Co	\$2,593,000	32%	85%	Fairfax Financial (USA) Group
Selective Insurance Co of South Carolina	\$2,274,000	101%	9%	Selective Insurance Group
Selective Insurance Co of the Southeast	\$1,717,000	15%	14%	Selective Insurance Group
Lexington Insurance Company	\$1,434,000	57%	-20%	American International Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$867,000	11%	-41%	Markel Corporation Group
Colony Specialty Insurance Company	\$797,000	92%	-33%	Argo Group
Houston Casualty Company	\$330,000	5%	-30%	Tokio Marine US PC Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Virginia Farm Bureau Mutual Insurance Co	\$940,000	1%	11%	Virginia Farm Bureau Group
Federated Mutual Insurance Company	\$781,000	5%	27%	Federated Mutual Group
Sentry Insurance Company	\$252,000	-56%	-8%	Sentry Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$516,000	22%	-58%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	\$255,000	-1%	42%	Nationwide Group
LM Insurance Corporation	\$238,000	349%	-60%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Crum & Forster Specialty Insurance Co	\$2,593,000	32%	85%	Fairfax Financial (USA) Group
Lexington Insurance Company	\$1,434,000	57%	-20%	American International Group
Kinsale Insurance Company	\$1,320,000	28%	35%	...
Top Individual RRG				

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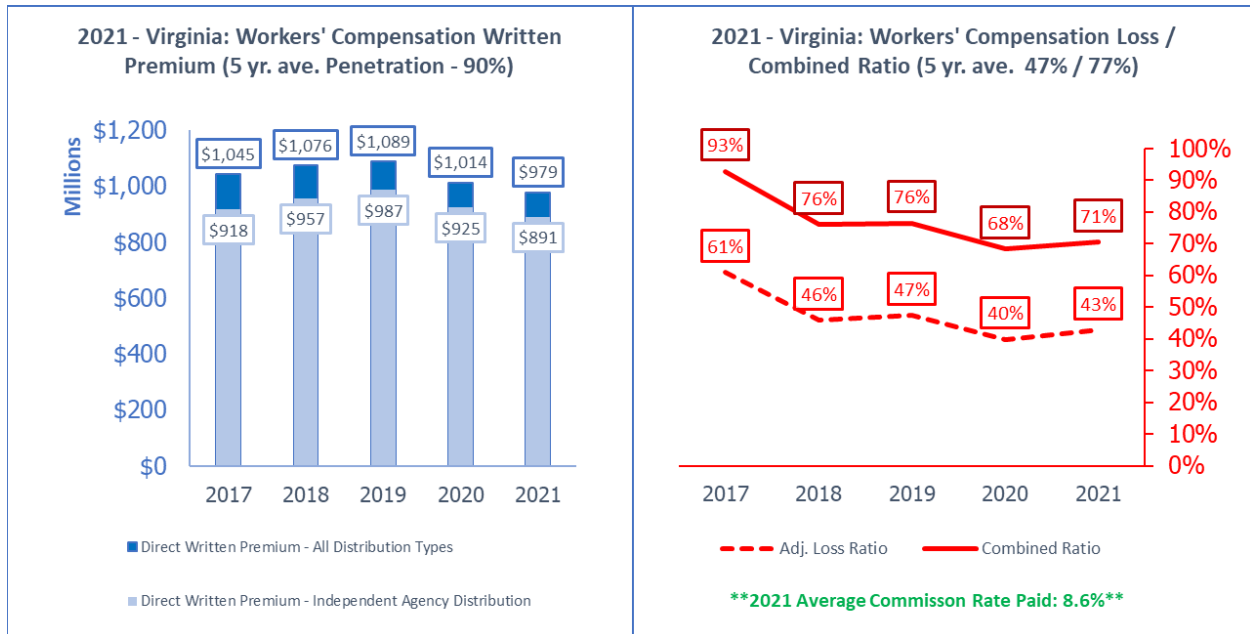
Surety



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$206,957,000	\$173,041,000	\$7,944,000	\$22,113,000	\$771,000
Loss Ratio and Combined Ratio Accuracy	IA+MGA+IA-Mixed Penetration	Exclusive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	4%	11%	0.4%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Exclusive Insurers	Direct Insurers	Surplus Lines Insurers
136	122	6	4	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
-3% / 2%	1% / 1%	243% / 30%	-39% / 2%	117% / -31%
Top 5 Groups or Unaffiliated Single(s)	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$28,385,000	14%	-9%	N/A
Liberty Mutual Insurance Companies (G)	\$27,762,000	-2%	-33%	N/A
Zurich Insurance US PC Group (G)	\$20,574,000	-10%	6%	N/A
Chubb INA Group (G)	\$10,755,000	3%	5%	N/A
Hartford Insurance Group (G)	\$10,376,000	-31%	15%	N/A
Total or Average	\$206,958,000	10%	-3%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$28,047,000	13%	-7%	Travelers Group
Fidelity and Deposit Company of Maryland	\$20,598,000	-10%	7%	Zurich Insurance US PC Group
Federal Insurance Company	\$9,474,000	7%	12%	Chubb INA Group
Western Surety Company	\$8,213,000	23%	0%	CNA Insurance Companies
Argonaut Insurance Company	\$8,194,000	10%	26%	Argo Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
RLI Insurance Company	\$2,764,000	14%	1%	RLI Group
Harco National Insurance Company	\$2,513,000	8%	89%	IAT Insurance Group
Markel Insurance Company	\$2,378,000	-8%	28%	Markel Corporation Group
Top 3 Captive-Exclusive Policy-Issuing Insurers				
Euler Hermes North America Insurance Co.	\$5,669,000	40%	26895%	Allianz US PC Insurance Companies
Nationwide Mutual Insurance Company	\$1,550,000	10%	-8%	Nationwide Group
State Farm Fire and Casualty Company	\$632,000	-4%	26%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$21,968,000	0%	-39%	Liberty Mutual Insurance Companies
Protective Insurance Company	\$111,000	0%		Progressive Insurance Group
Westport Insurance Corporation	\$30,000	31%		Swiss Reinsurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
Canopus US Insurance, Inc.	\$616,000	98%	129%	...
Accelerant Specialty Insurance Company	\$106,000	30%		Accelerant US Holdings Group
Scottsdale Insurance Company	\$31,000	68%	3000%	Nationwide Group
Top Individual RRG				

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Workers' Compensation



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Exclusive Agents DPW	Direct DPW	Surplus Lines DPW
\$979,464,000	\$891,375,000	\$31,346,000	\$42,895,000	\$11,000
Loss Ratio and Combined Ratio Accuracy				
100%	91%	3%	4%	0.0%
Active Affiliated and Unaffiliated Insurers				
342	301	17	15	1
1-Year / 5-Year Premium Growth: All Premium				
-3% / -2%	-4% / -1%	-4% / -5%	-2% / -11%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)				
	2021 DPW	2021 Adj. Loss Ratio	2020-2021 Growth Rate	Group Name or ALL L.O.B. DPW
Hartford Insurance Group (G)	\$92,975,000	44%	0%	N/A
AF Group (G)	\$74,100,000	65%	-5%	N/A
Travelers Group (G)	\$73,695,000	17%	-8%	N/A
Erie Insurance Group (G)	\$66,965,000	45%	-10%	N/A
Builders Mutual Insurance Group (G)	\$57,979,000	48%	3%	N/A
Total or Average	\$979,459,000	43%	-3%	N/A
Top 10 Pure Independent Agent-Broker Policy-Issuing Insurers				
Builders Mutual Insurance Company	\$44,110,000	43%	2%	Builders Mutual Insurance Group
Accident Fund Ins Co of America	\$41,920,000	60%	-11%	AF Group
Erie Insurance Exchange	\$28,794,000	55%	-9%	Erie Insurance Group
Accident Fund General Insurance Co	\$24,003,000	48%	13%	AF Group
Flagship City Insurance Company	\$20,449,000	31%	-13%	Erie Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	\$3,226,000	29%	11%	Markel Corporation Group
National Specialty Insurance Company	\$2,921,000	105%	1170%	Markel Corporation Group
Carolina Mutual Insurance, Inc.	\$2,728,000	46%	-19%	...
Top 3 Captive-Exclusive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$6,143,000	60%	-12%	State Farm Group
Federated Mutual Insurance Company	\$5,620,000	62%	-22%	Federated Mutual Group
Virginia Farm Bureau Fire & Casualty Ins	\$5,597,000	24%	-4%	Virginia Farm Bureau Group
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	\$21,483,000	77%	10%	Liberty Mutual Insurance Companies
Liberty Insurance Corporation	\$8,410,000	-26%	-14%	Liberty Mutual Insurance Companies
First Liberty Insurance Corporation	\$3,007,000	65%	26%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$11,000	97%		Starr International Group
Top Individual RRG				

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Appendix #1: All Lines of Business-Additional Details

2021 - Virginia: All Lines of Business Additional Details							
All P-C Lines of P-C Business	All Direct Written Premium	1-Year Loss Ratio	5-Year Loss Ratio	1-Year Growth	5-Year Growth	1-Year Penetration	5-Year Penetration
Accident & Health	131,239,000	64%	79%	-6%	-3%	66%	66%
Aggregate Write-ins	25,700,000	39%	47%	35%	9%	30%	31%
<u>Aircraft (all perils)</u>	61,589,000	24%	47%	1%	11%	93%	92%
<u>All Commercial Auto</u>	1,034,306,000	58%	60%	16%	10%	85%	84%
<u>All Private Passenger Auto</u>	6,047,130,000	64%	63%	4%	3%	26%	24%
<u>Allied Perils Only</u>	275,625,000	34%	52%	6%	12%	76%	72%
<u>Boiler & Machinery</u>	42,962,000	91%	56%	10%	9%	95%	93%
<u>Burglary & Theft</u>	12,453,000	61%	62%	8%	11%	98%	94%
<u>Commercial Multi-Peril</u>	975,693,000	37%	43%	8%	5%	84%	83%
Credit	37,844,000	38%	43%	31%	11%	85%	82%
<u>Earthquake</u>	29,449,000	-1%	2%	19%	16%	75%	71%
<u>Excess Workers' Comp</u>	22,278,000	7%	61%	4%	-5%	99%	98%
<u>Farmowners Multi-Peril</u>	82,786,000	46%	45%	4%	3%	29%	28%
<u>Federal Flood</u>	64,052,000	6%	8%	1%	2%	68%	67%
<u>Fidelity</u>	38,866,000	43%	24%	5%	3%	90%	90%
Financial Guaranty	148,000	29%	3%	-74%	-30%	0%	0%
<u>Fire Peril Only</u>	282,448,000	39%	51%	2%	8%	85%	82%
<u>Homeowners Multi-Peril</u>	2,834,239,000	50%	59%	7%	6%	43%	40%
<u>Inland Marine</u>	634,492,000	65%	59%	16%	7%	75%	73%
<u>International</u>	51,000	#REF!	#REF!	82%		100%	100%
<u>Medical Malpractice</u>	227,472,000	46%	42%	21%	5%	84%	82%
Mortgage Guaranty	179,341,000	3%	13%	0%	3%	13%	11%
<u>Multi-Peril Crop</u>	81,975,000	61%	70%	32%	5%	93%	93%
<u>Ocean Marine</u>	121,276,000	64%	67%	24%	15%	96%	96%
<u>Other Liability (Claims-made)</u>	938,797,000	59%	50%	36%	16%	90%	91%
<u>Other Liability (Occurrence)</u>	1,143,106,000	52%	49%	9%	9%	82%	79%
<u>Private Crop</u>	1,441,000	62%	47%	5%	-15%	75%	74%
<u>Private Flood</u>	17,835,000	2%	11%	29%	20%	85%	79%
<u>Products Liability</u>	56,486,000	45%	42%	-14%	3%	92%	90%
<u>Surety</u>	206,957,000	10%	13%	-3%	2%	84%	84%
Warranty	25,624,000	56%	58%	43%	6%	52%	53%
<u>Workers' Compensation</u>	979,464,000	43%	47%	-3%	-2%	91%	90%
Total (All Lines)	16,613,114,000	54%	56%	8%	5%	55%	52%

Source: © A.M. Best Company — used by permission. (Note: Independent Agent-focused lines of business are bold and underlined, and the total for just 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 classifies insurers into distribution styles based on the insurer's reported marketing type(s). These marketing types are provided in what is known as a "Gallery Report" and made available by A.M. Best as part of various insurer attributes in their Best's Financial Suite. Below 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 take each insurer's reported marketing type and put data from that insurer into one of 6 distribution styles. Some insurer classifications are obvious and straight forward. Others are less so. When insurers list multiple market types more weight is given to the marketing type listed first that closest aligns to each distribution style. About 10% of insurers have "Not Available" for their listed marketing type. These insurers represent less than 1% of all written premiums in 2021 and those insurers are categorized as "Other."

Highlighted in the table below is All Distribution and then the 6 possible distribution styles used is 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. It allows determination of approximate penetrations of the distributions styles by line of business. 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 in Virginia.

Proprietary Premium Classifications by Line of Business

2021 - Virginia: All Lines of Business Distribution Style - DPW (Premiums) in Millions of Dollars							
Virginia 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	131	73	12	2	33	8	3
Aggregate Write-ins	26	3	5	0	6	12	0
Aircraft (all perils)	62	56	1	0	0	4	0
All Commercial Auto	1,034	797	58	30	94	45	12
All Private Passenger Auto	6,047	1,410	132	40	1,826	2,638	0
Allied Perils Only	276	150	13	47	9	55	1
Boiler & Machinery	43	26	0	15	1	1	0
Burglary & Theft	12	11	0	1	0	0	0
Commercial Multi-Peril	976	777	17	23	140	15	4
Credit	38	28	5	(0)	4	2	0
Earthquake	29	19	1	2	3	4	0
Excess Workers' Comp	22	22	0	0	0	0	0
Farmowners Multi-Peril	83	23	1	0	55	3	0
Federal Flood	64	36	7	0	8	13	0
Fidelity	39	33	1	1	1	3	0
Financial Guaranty	0	0	0	0	0	0	0
Fire Peril Only	282	199	8	32	14	29	1
Homeowners Multi-Peril	2,834	1,116	85	20	786	823	4
Inland Marine	634	381	50	44	116	41	3
International	0	0	0	0	0	0	0
Medical Malpractice	227	113	16	63	19	12	6
Mortgage Guaranty	179	23	0	0	0	103	53
Multi-Peril Crop	82	28	48	1	0	6	0
Ocean Marine	121	110	6	0	0	5	0
Other Liability (Claims-made)	939	766	68	10	6	55	34
Other Liability (Occurrence)	1,143	778	71	86	71	116	22
Private Crop	1	0	1	0	0	0	0
Private Flood	18	13	1	1	0	2	0
Products Liability	56	48	3	1	3	1	1
Surety	207	159	13	1	8	22	4
Warranty	26	13	0	0	2	10	0
Workers' Compensation	979	848	17	26	31	43	14
Total (All Lines)	16,613	8,058	640	446	3,236	4,072	161
Total (IA-Focused Lines)	16,213	7,918	619	444	3,190	3,938	104

Source: © A.M. Best Company — used by 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			
Virginia Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Erie Insurance Exchange	Erie Insurance Group	532.6	Independent Agency
Progressive Gulf Insurance Company	Progressive Insurance Group	270.9	Independent Agency
Nationwide Insurance Company of America	Nationwide Group	157.1	Independent Agency
Progressive Northern Insurance Company	Progressive Insurance Group	147.5	Independent Agency
Cincinnati Insurance Company	The Cincinnati Insurance Companies	145.8	Independent Agency
Continental Casualty Company	CNA Insurance Companies	142.2	Independent Agency
Integon General Insurance Corporation	Allstate Insurance Group	142.0	Independent Agency
Erie Insurance Company	Erie Insurance Group	141.1	Independent Agency
ACE American Insurance Company	Chubb INA Group	137.4	Independent Agency
National Union Fire Ins Co Pittsburgh PA	American International Group	127.8	Broker

Top 10 Insurers Classified as MGA/Wholesale - DPW (Premiums) in Millions of Dollars			
Virginia Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Elephant Insurance Company	...	71.8	General Agent
Rural Community Insurance Company	Zurich Insurance US PC Group	47.1	Managing General Agent
Liberty Mutual Personal Insurance Co	Liberty Mutual Insurance Companies	43.9	Managing General Agent
Occidental Fire and Casualty Co of NC	IAT Insurance Group	36.9	General Agent
Evanston Insurance Company	Markel Corporation Group	31.8	Managing General Agent
Universal Property & Casualty Ins Co	Universal Insurance Holdings Group	20.9	Managing General Agent
Houston Casualty Company	Tokio Marine US PC Group	18.0	Managing General Agent, Independent Agency
RLI Insurance Company	RLI Group	17.0	Broker, General Agent
American Pet Insurance Company	Trupanion Insurance Group	16.7	Managing General Agent
Gemini Insurance Company	W. R. Berkley Insurance Group	14.6	Managing General Agent

Top 10 Insurers Classified as IA-Mixed - DPW (Premiums) in Millions of Dollars			
Virginia Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
Factory Mutual Insurance Company	FM Global Group	79.4	Direct Response, Broker
Virginia Surety Company, Inc.	Assurant P&C Group	48.1	Direct Response, Independent Agency
Doctors Company, An Interinsurance Exch	Doctors Company Insurance Group	38.4	Independent Agency, Direct Response
Jefferson Insurance Company	Allianz US PC Insurance Companies	26.2	Internet, Independent Agency
Everest Reinsurance Company	Everest Re U.S. Group	24.3	Direct Response, Broker
United Financial Casualty Company	Progressive Insurance Group	24.0	Independent Agency, Direct Response
CSAA General Insurance Company	CSAA Insurance Group	22.6	Independent Agency, Exclusive/Captive Agent
Church Mutual Insurance Company, S.I.	Church Mutual Insurance Group	21.3	Direct Response, Independent Agency
Affiliated FM Insurance Company	FM Global Group	15.8	Broker, Direct Response
Bristol West Insurance Company	Farmers Insurance Group	13.4	Independent Agency, Exclusive/Captive Agent

Top 10 Insurers Classified as Exclusive-Captive - DPW (Premiums) in Millions of Dollars			
Virginia Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
State Farm Mutual Automobile Ins Co	State Farm Group	798.3	Exclusive/Captive Agent
State Farm Fire and Casualty Company	State Farm Group	656.3	Exclusive/Captive Agent
Allstate Property and Casualty Ins Co	Allstate Insurance Group	390.3	Exclusive/Captive Agent
Allstate Insurance Company	Allstate Insurance Group	194.5	Exclusive/Captive Agent
Nationwide Property & Casualty Ins Co	Nationwide Group	178.6	Exclusive/Captive Agent
Nationwide Mutual Insurance Company	Nationwide Group	147.4	Exclusive/Captive Agent
Virginia Farm Bureau Mutual Insurance Co	Virginia Farm Bureau Group	141.4	Exclusive/Captive Agent
Liberty Insurance Underwriters, Inc.	Liberty Mutual Insurance Companies	89.2	Exclusive/Captive Agent, Direct Response
Virginia Farm Bureau Fire & Casualty Ins	Virginia Farm Bureau Group	76.6	Exclusive/Captive Agent
Rockingham Insurance Company	Rockingham Group	72.6	Exclusive/Captive Agent, Independent Agency

Top 10 Insurers Classified as Direct - DPW (Premiums) in Millions of Dollars			
Virginia Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
United Services Automobile Association	USAA Group	697.5	Direct Response
USAA Casualty Insurance Company	USAA Group	442.6	Direct Response
GEICO Advantage Insurance Company	Berkshire Hathaway Insurance Group	431.3	Direct Response
Progressive Advanced Insurance Company	Progressive Insurance Group	385.2	Direct Response
GEICO Choice Insurance Company	Berkshire Hathaway Insurance Group	274.2	Direct Response
USAA General Indemnity Company	USAA Group	193.6	Direct Response
GEICO General Insurance Company	Berkshire Hathaway Insurance Group	144.4	Direct Response
Garrison Property and Casualty Ins Co	USAA Group	120.0	Direct Response
Government Employees Insurance Company	Berkshire Hathaway Insurance Group	118.4	Direct Response
GEICO Secure Insurance Company	Berkshire Hathaway Insurance Group	117.9	Direct Response

Top 10 Insurers Classified as Other - DPW (Premiums) in Millions of Dollars			
Virginia Policy-Issuing Insurers	Group	2021 DPW	Listed Marketing Type
National Mortgage Insurance Corporation	National Mortgage Insurance Group	25.3	Not Available
Essent Guaranty, Inc.	Essent Guaranty Group	23.2	Not Available
Building Industry Insurance Association	...	19.3	Not Available
Berkshire Hathaway Specialty Ins Co	Berkshire Hathaway Insurance Group	17.9	Not Available
Greenwich Insurance Company	XL Reinsurance America Group	14.0	Not Available
Endurance Assurance Corporation	Sompo Holdings US Group	9.2	Not Available
Cincinnati Specialty Underwriters Ins Co	The Cincinnati Insurance Companies	9.0	Not Available
Attorneys' Liab Assr Society Ltd., A RRG	...	5.2	Not Available
FBAliance Insurance, Inc.	FBAliance Insurance Group	3.9	Not Available
Vanliner Insurance Company	Great American P & C Insurance Group	3.8	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 (L.O.B. 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.

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 National Association of Insurance Commissioners: 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 Line of Business.

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.

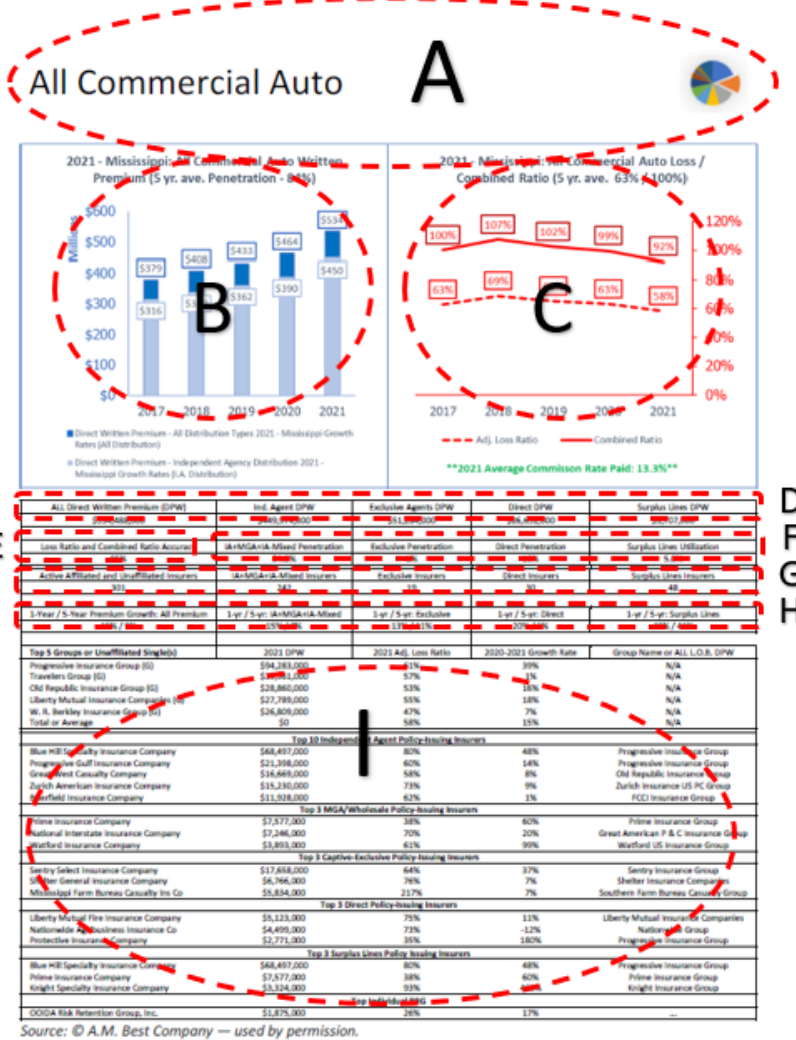
D: Direct written premium dollars are provided for all distribution, Independent Agents, Exclusive and Direct. Surplus Lines premiums are also provided for all distribution styles.

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.

This 2021 Virginia P-C Marketplace Summary has provided the reader with both visual and numeric presentations of the Virginia P-C marketplace data, as a benefit of your membership with the **Independent Insurance Agents of Virginia**. All questions and comments, or need for further analysis, are welcomed at the contact information below.

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