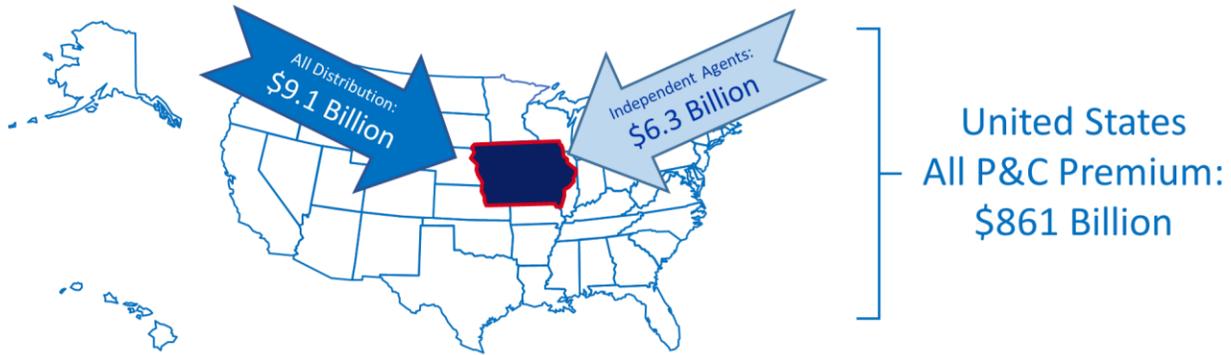


2023 Iowa Annual P&C Marketplace Summary



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You are being provided this *2023 Iowa Annual P&C Marketplace Summary* covering the Iowa property and casualty (P&C) insurance marketplace as a benefit of your membership in the **Independent Insurance Agents of Iowa**.

What follows is a graphic and numeric presentation of the Iowa P&C industry data from an independent agent's perspective. The data used is the most recently available from A.M. Best Company. For this *Summary* that is the annual data for 2022.

This *Summary* emphasizes direct premiums, direct losses, and the associated direct underwriting results before reinsurance. Also included is data from nearly 3,000 insurers that are domiciled in the United States, and if they have written premiums in Iowa then their data is incorporated. As independent agents, this is the marketplace experience for the business we place (or compete against) for our clients in Iowa.

This *2023 Iowa Annual P&C Marketplace Summary* provides you with the following important information on the Iowa P&C Marketplace:

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

United States national data on each of the above is also furnished, to give perspective.

For those readers interested in line of business details, a separate page is provided for each of the lines of business that independent agents work with most in Iowa. For each of these lines of business data on premiums, loss and combined ratios, top insurers, surplus lines utilization rates and other facts are provided.

For detailed information on approaches taken in the research, formulation, and presentation of this *2023 Iowa P&C Marketplace Summary*, four appendices are provided for the reader.

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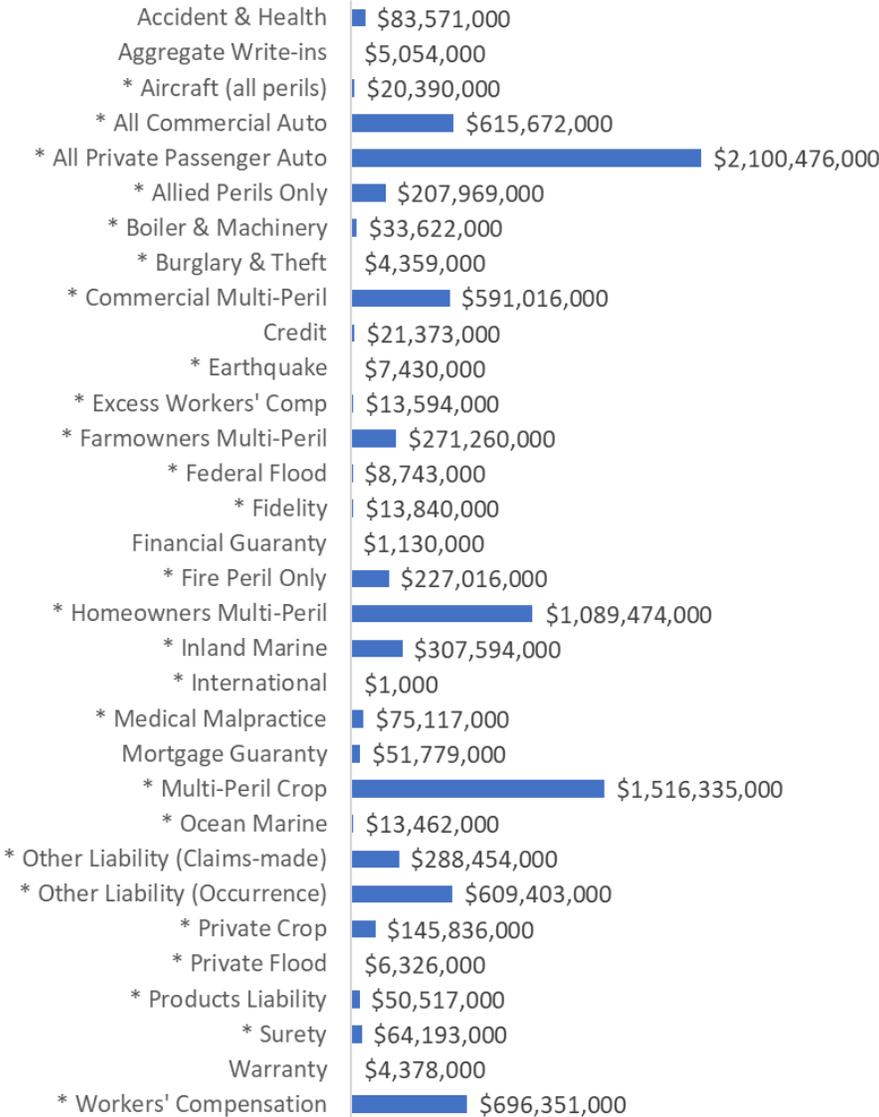
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Iowa Premiums: All 32 P&C Lines of Business

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

For more detail *Appendix #1: All Lines of Business-Additional Details* provides further data on the premiums, loss ratios, growth and penetration of these 32 P&C lines of business.

Premiums: By Line of Business



Source: © A.M. Best Company — used by permission. (Note: Independent Agent-focused lines of business are designated by an asterisk (*)).

Iowa Total Premium Comparisons

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

Each of these groupings are organized as follows:

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

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

Groupings of Premiums	Iowa (Rank)	Smallest/Lowest State	Largest/Highest State	United States (Average State)
Total (All Lines) Premiums	\$9.1 Billion	Vermont (\$1.5 Billion)	California (\$104.8 Billion)	\$861,485,443,000 (\$16.9 Billion)
Total (All Lines) Per Capita Premium	\$2,858 (Rank is 14 of 51)	Ohio (\$1,803)	North Dakota (\$4,657)	\$2,585
Personal Lines Per Capita Premium	\$997 (Rank is 47 of 51)	District of Columbia (\$885)	Florida (\$1,788)	\$1,233
Commercial Lines Per Capita Premium	\$891 (Rank is 15 of 51)	Ohio (\$512)	District of Columbia (\$1,830)	\$860
Agricultural Lines Per Capita Premium	\$604 (Rank is 4 of 51)	District of Columbia (\$0)	North Dakota (\$2,315)	\$77

Source: © A.M. Best Company — used by permission and U.S. Census Bureau, Population Division and Annual Estimates of Resident Population (Release Date: December 2022)

Iowa Top 10 Independent Agent Lines of Business

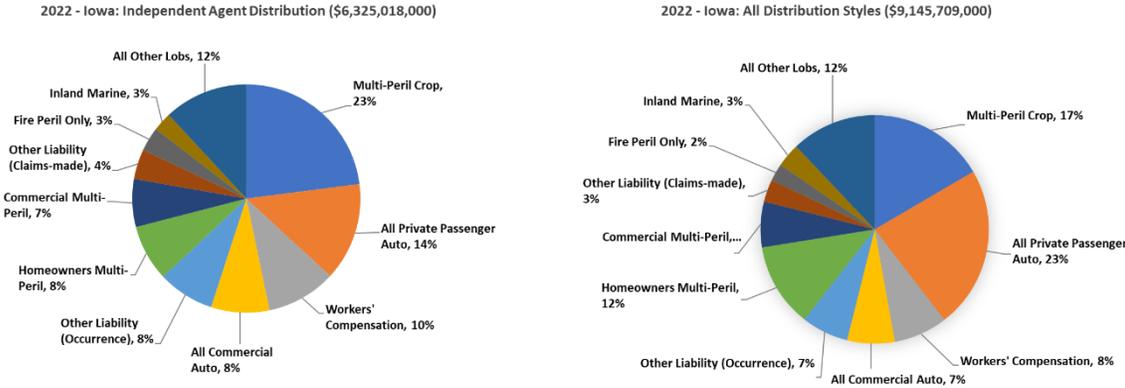
The below pie charts show which lines of business are the most important to independent agents, based on direct written premiums. The top 10 lines of business are shown in each pie chart, with premiums from all other lines of business combined in the “All Other” pie section.

Data for Iowa is used in the top two pie charts, with the lines of business ordered by rank order of premiums through independent agents in Iowa. The left pie chart includes premiums only through independent agents. The right pie chart adds all premiums from all distribution styles included in each pie section.

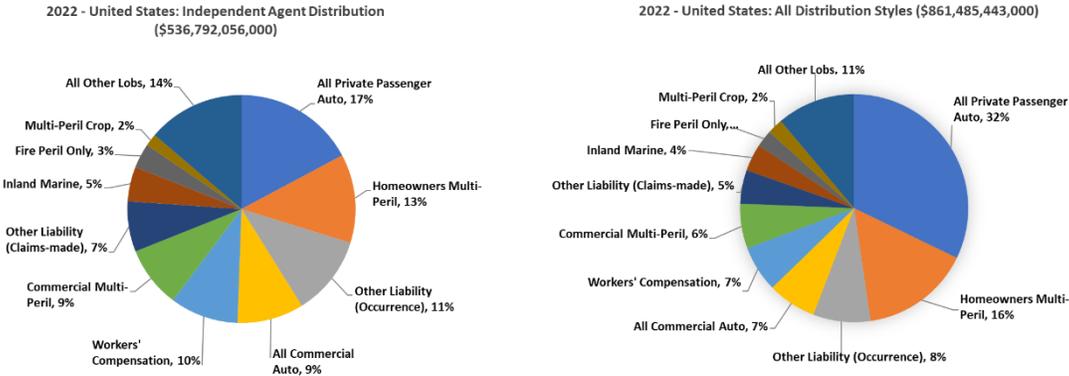
For comparison, data for the United States is used for the second two pie charts. The rank-order for the United States pie charts is based on premiums through independent agents in all of the United States.

For further information *Appendix #2: Distribution Style Classifications* gives the reader a detailed explanation of the classification of insurers into distribution styles, based on insurer reported marketing types. Also included in *Appendix #2* is additional data on premiums by line of business for each distribution style, as well as the Top 10 insurers for each distribution style.

Iowa Top 10 Lines of Business



United States Top 10 Lines of Business



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

Top 10 Independent Agent Lines of Business Comparison

To illustrate how Iowa relates to other states, below is a table of comparative data on all 32 P&C lines of business. The top 10 lines of business shown for Iowa are the same as those shown in the previous pie chart. Then, data on top lines of business in other states is provided.

As can be seen in the third column labeled “Percent of Time #1 LOB (All States),” the #1 line of business is most often All Private Passenger Auto which equals 73% of the time, meaning it is #1 in 37 states. However, that is not the case in every state. And the fourth column labeled “Percent of Time in Top 10 LOB (All States)” shows that some lines of business are always in a state’s top 10 lines of business. For example, Commercial Multi-Peril is in every state’s Top 10 lines of business.

Line of Business	Iowa LOB Ranking	Percent of Time #1 LOB (All States)	Percent of Time in Top 10 LOB (All States)
Accident & Health			4%
Aggregate Write-ins			
Aircraft (all perils)			2%
All Commercial Auto	#4-LOB		98%
All Private Passenger Auto	#2-LOB	73%	100%
Allied Perils Only			45%
Boiler & Machinery			
Burglary & Theft			
Commercial Multi-Peril	#7-LOB		100%
Credit			
Earthquake			6%
Excess Workers' Comp			
Farmowners Multi-Peril			6%
Federal Flood			
Fidelity			
Financial Guaranty			
Fire Peril Only	#9-LOB		90%
Homeowners Multi-Peril	#6-LOB	2%	98%
Inland Marine	#10-LOB		100%
International			
Medical Malpractice			14%
Mortgage Guaranty			
Multi-Peril Crop	#1-LOB	10%	39%
Ocean Marine			2%
Other Liability (Claims-made)	#8-LOB	2%	92%
Other Liability (Occurrence)	#5-LOB	8%	100%
Private Crop			4%
Private Flood			
Products Liability			
Surety			6%
Warranty			2%
Workers' Compensation	#3-LOB	6%	92%

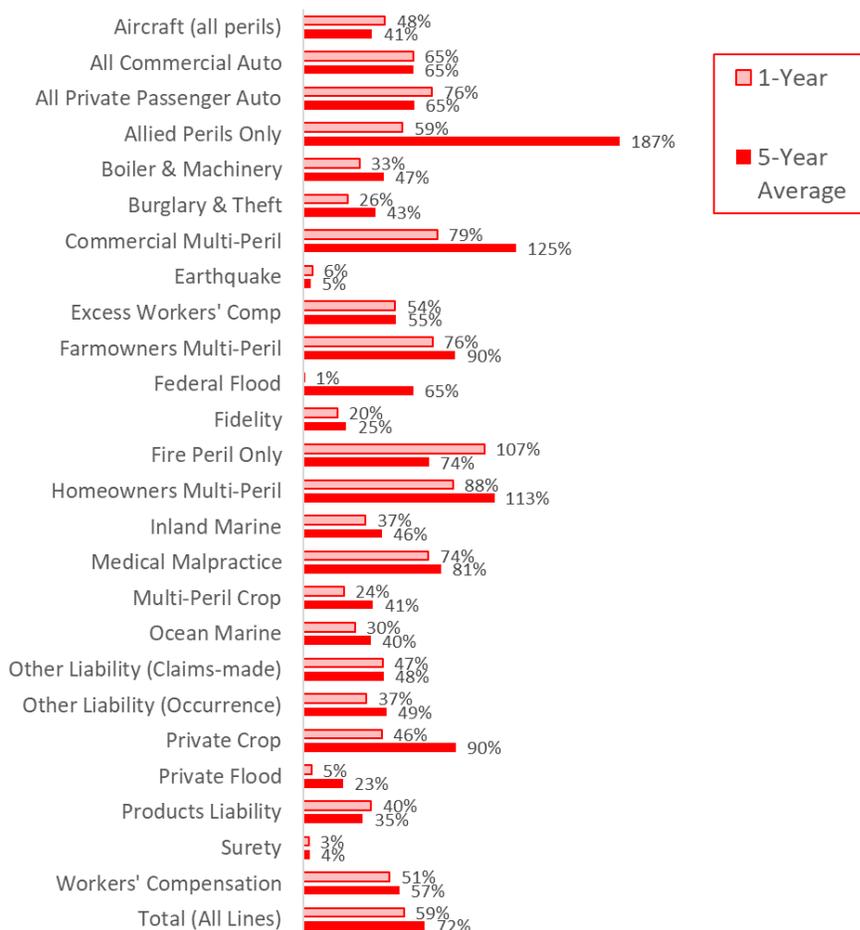
Source: © A.M. Best Company — used by permission.

Iowa Loss Ratios

The below bar chart shows loss ratios for the 26 P&C lines of business mainly focused on by independent agents. These lines of business were indicated with an asterisk on Page 3 of this *Summary*. The 1-year loss ratio is for 2022. The 5-year is the average loss ratio for 2018 to 2022.

Loss ratios are calculated as “adjusted calendar year loss ratios” as shown in the formula below the loss ratio bar chart. 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, then the loss ratio is adjusted for that cost. When dividends paid out is a minor factor, the adjusted loss ratio and the unadjusted loss ratio are nearly the same. Where dividends are a factor, it is important to include them in the calculation whenever loss ratios of different lines of business are compared.

1-year and 5-year Loss Ratios by Line of Business



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

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

Average Loss Ratio Comparisons

The first table below shows data which illustrates Iowa's 1-Year and 5-Year average loss ratios, as compared to the United States. Also provided is the state with the highest, and the lowest 1-Year and 5-Year loss ratios.

For additional perspective, the second table shows average loss ratios for the 26 P&C lines of business focused on by independent agents in Iowa, as compared to United States averages.

All Lines Average Loss Ratio	Iowa	United States	Highest State	Lowest State
1-Year Loss Ratio	59%	68%	South Dakota (101%)	Wyoming (45%)
5-Year Loss Ratio	72%	63%	Louisiana (90%)	District of Columbia (47%)

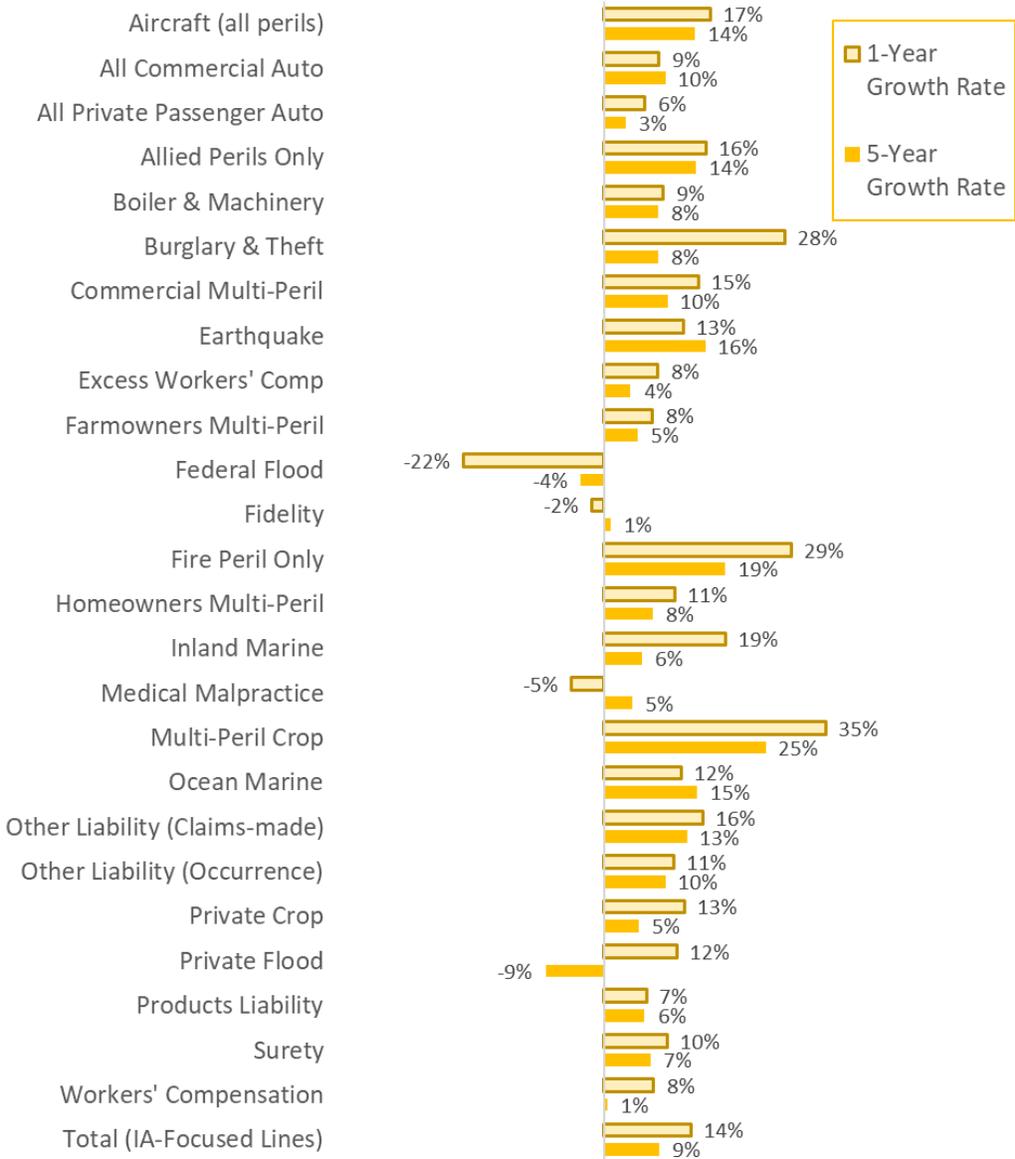
Line of Business Average Loss Ratios	Iowa 1-Year Loss Ratio	Iowa 5-Year Loss Ratio	United States 1-Year Loss Ratio	United States 5-Year Loss Ratio
Aircraft (all perils)	48%	41%	58%	59%
All Commercial Auto	65%	65%	70%	68%
All Private Passenger Auto	76%	65%	81%	68%
Allied Perils Only	59%	187%	77%	78%
Boiler & Machinery	33%	47%	39%	40%
Burglary & Theft	26%	43%	30%	47%
Commercial Multi-Peril	79%	125%	60%	59%
Earthquake	6%	5%	2%	3%
Excess Workers' Comp	54%	55%	47%	61%
Farmowners Multi-Peril	76%	90%	77%	66%
Federal Flood	1%	65%	119%	57%
Fidelity	20%	25%	32%	35%
Fire Peril Only	107%	74%	63%	63%
Homeowners Multi-Peril	88%	113%	71%	67%
Inland Marine	37%	46%	47%	51%
International	-5000%	-5000%	-511%	86%
Medical Malpractice	74%	81%	55%	55%
Multi-Peril Crop	24%	41%	94%	85%
Ocean Marine	30%	40%	63%	58%
Other Liability (Claims-made)	47%	48%	51%	53%
Other Liability (Occurrence)	37%	49%	68%	66%
Private Crop	46%	90%	78%	96%
Private Flood	5%	23%	48%	48%
Products Liability	40%	35%	46%	50%
Surety	3%	0%	13%	17%
Workers' Compensation	51%	57%	46%	48%

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

Iowa Premium Growth Rates

The below bar chart shows the percentage change in direct written premiums for the 26 P&C lines of business focused on by independent agents. The 1-year growth rate is the percentage change in premiums from 2021 to 2022. The 5-year growth rate is the constant percentage from the first year to the last year, so the first year (2018) premium exactly equals the direct written premium in 2022. The Total (IA-Focused Lines) shown last is the average growth rates for the 26 P&C lines of business focused on by independent agents.

1-Year and 5-Year Premium Growth Rates



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

Average Growth Rate Comparisons

The first table below shows average growth rate data, to provide perspective on Iowa's 1-year and 5-year premium growth rates, as compared to the United States. Also provided is the state with the fastest, and the slowest 1-year and 5-year growth rates.

The second table provides the 1-year and 5-year average line of business premium growth rates for the 26 P&C lines of business focused on by independent agents in Iowa, as compared to United States averages.

Total (IA-Focused Lines) Average Growth	Iowa	United States	Fastest State	Slowest State
1-Year Growth	14%	10%	North Dakota (22%)	Delaware (2%)
5-Year Growth	9%	7%	South Dakota (10%)	West Virginia (2%)

Line of Business Average Growth Rates	Iowa 1-Year Growth	Iowa 5-Year Growth	United States 1- Year Growth	United States 5- Year Growth
Aircraft (all perils)	17%	14%	11%	14%
All Commercial Auto	9%	10%	11%	10%
All Private Passenger Auto	6%	3%	6%	3%
Allied Perils Only	16%	14%	19%	16%
Boiler & Machinery	9%	8%	10%	9%
Burglary & Theft	28%	8%	16%	12%
Commercial Multi-Peril	15%	10%	10%	7%
Earthquake	13%	16%	10%	12%
Excess Workers' Comp	8%	4%	8%	3%
Farmowners Multi-Peril	8%	5%	7%	5%
Federal Flood	-22%	-4%	-12%	-1%
Fidelity	-2%	1%	5%	4%
Fire Peril Only	29%	19%	17%	14%
Homeowners Multi-Peril	11%	8%	12%	8%
Inland Marine	19%	6%	14%	8%
International	N/A	N/A	182%	N/A
Medical Malpractice	-5%	5%	5%	6%
Multi-Peril Crop	35%	25%	35%	18%
Ocean Marine	12%	15%	8%	10%
Other Liability (Claims-made)	16%	13%	3%	16%
Other Liability (Occurrence)	11%	10%	12%	12%
Private Crop	13%	5%	16%	9%
Private Flood	12%	-9%	24%	19%
Products Liability	7%	6%	13%	8%
Surety	10%	7%	15%	7%
Workers' Compensation	8%	1%	9%	0%

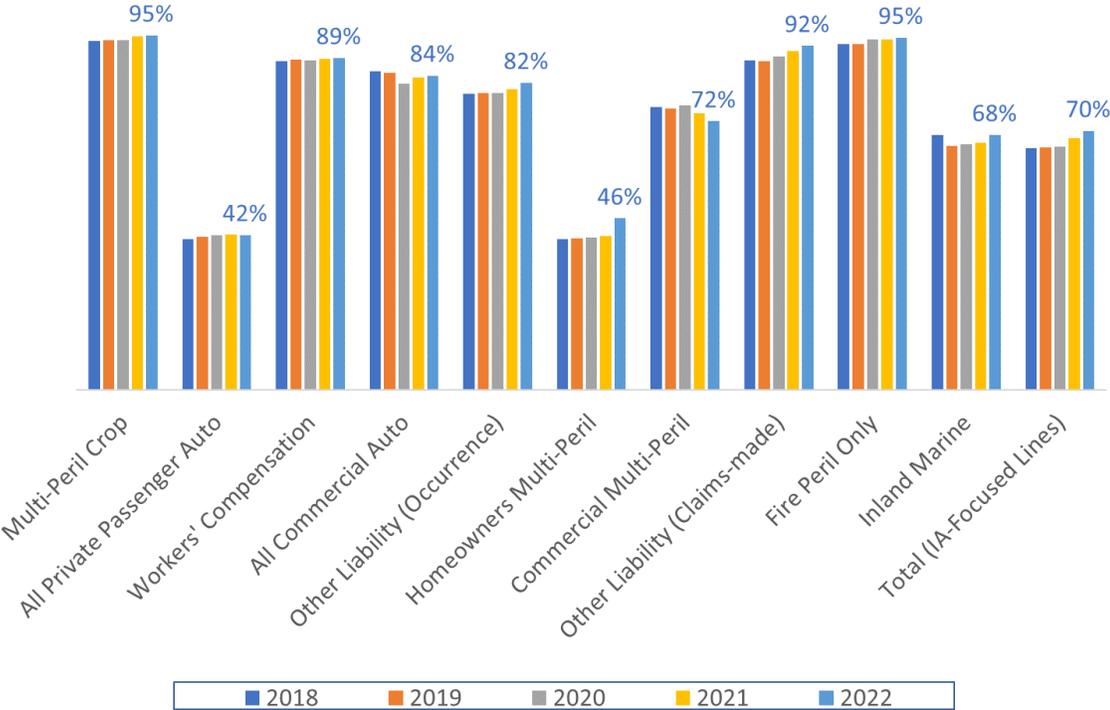
Source: © A.M. Best Company — used by permission.

Iowa Penetration Rates

The clustered bar chart below shows 5 years of penetration rates for the top 10 lines of business, written through independent agents, in order of direct written premium. The final cluster of bars labeled *Total (IA-Focused Lines)* is the trend for all 26 P&C lines of business focused on by independent agents in Iowa.

The formula shown below the clustered bar chart shows how the percentages are calculated, based on premiums written through independent agents in Iowa, divided by all premiums for each line of business in Iowa.

Independent Agent Top 10 Lines of Business: 5-Year Penetration Rates



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

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

Independent Agent Penetration Comparisons by Line of Business

The first table below shows comparative data to give perspective on Iowa's independent agent penetration rates. Provided are the 1-year and 5-year average penetration rates. For additional perspective, the state with the highest, and the lowest independent agent penetration rate is shown.

The second table shows penetration rates for the 26 P&C lines of business focused on by independent agents in Iowa, as compared to the United States averages.

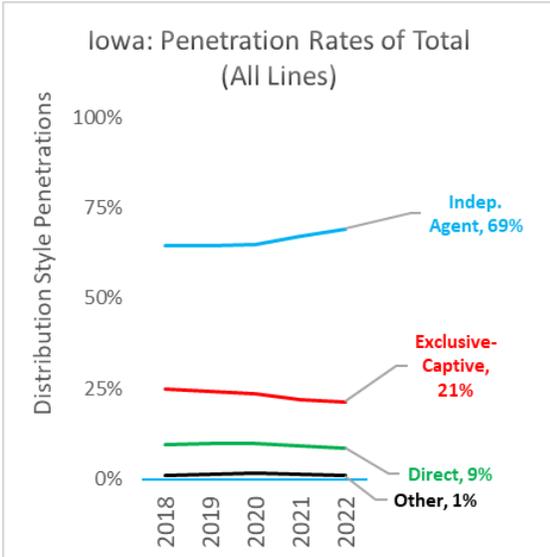
Total (IA-Focused Lines) Average Penetration	Iowa	United States	Highest State	Lowest State
1-Year Penetration	70%	63%	Massachusetts (80%)	New Mexico (51%)
5-Year Penetration	67%	60%	Massachusetts (78%)	Alabama (48%)

Line of Business Average Penetration Rates	Iowa 1-Year Penetration	Iowa 5-Year Penetration	United States 1- Year Penetration	United States 5- Year Penetration
Aircraft (all perils)	97%	95%	95%	94%
All Commercial Auto	84%	84%	84%	84%
All Private Passenger Auto	42%	41%	33%	32%
Allied Perils Only	94%	93%	86%	83%
Boiler & Machinery	93%	91%	93%	93%
Burglary & Theft	97%	96%	96%	95%
Commercial Multi-Peril	72%	75%	84%	84%
Earthquake	87%	85%	86%	85%
Excess Workers' Comp	89%	90%	93%	95%
Farmowners Multi-Peril	19%	20%	40%	40%
Federal Flood	89%	88%	79%	77%
Fidelity	90%	91%	91%	90%
Fire Peril Only	95%	94%	89%	86%
Homeowners Multi-Peril	46%	42%	50%	46%
Inland Marine	68%	67%	78%	76%
International	100%	100%	100%	100%
Medical Malpractice	85%	89%	74%	74%
Multi-Peril Crop	95%	95%	96%	96%
Ocean Marine	99%	99%	95%	95%
Other Liability (Claims-made)	92%	90%	92%	92%
Other Liability (Occurrence)	82%	81%	86%	85%
Private Crop	96%	96%	97%	96%
Private Flood	91%	91%	86%	82%
Products Liability	84%	82%	92%	93%
Surety	90%	92%	85%	86%
Workers' Compensation	89%	89%	90%	91%

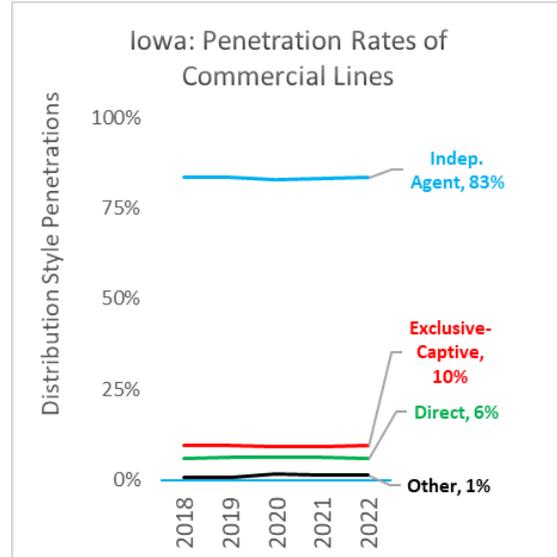
Source: © A.M. Best Company — used by permission.

All Distribution Styles: 5-Year Penetration Trends

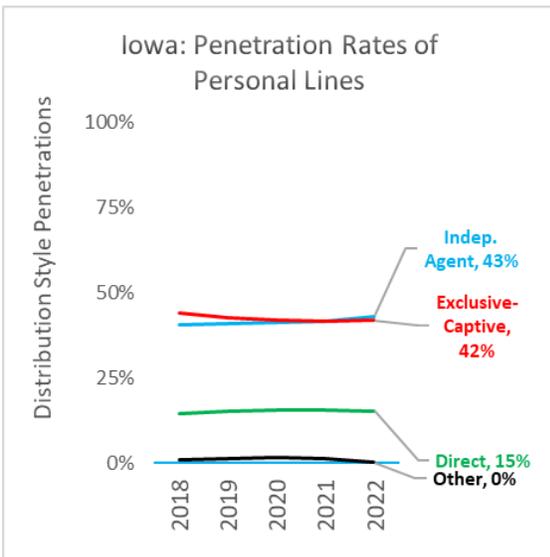
Below are 5-year penetration trends in Iowa shown for distribution styles and 4 groupings of lines of business. If the reader needs a reminder of what is included in these lines of business groupings, refer to the Iowa Total Premiums Comparisons section on page 4.



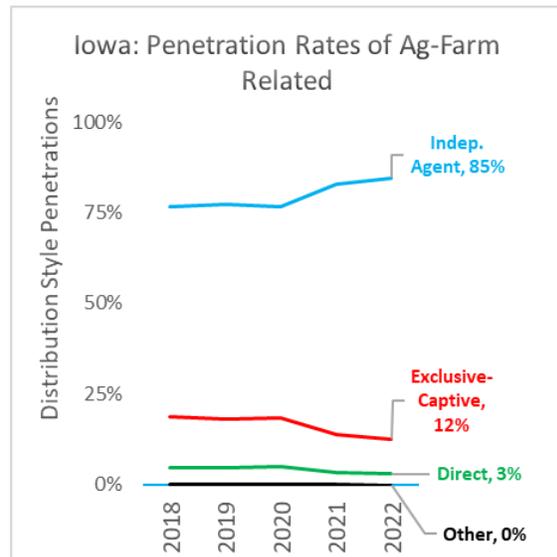
Total (All Lines)	2018	2019	2020	2021	2022
Indep. Agent	64%	65%	65%	67%	69%
Exclusive-Captive	25%	24%	24%	22%	21%
Direct	10%	10%	10%	9%	9%
Other	1%	1%	2%	1%	1%



Commercial Lines	2018	2019	2020	2021	2022
Indep. Agent	84%	83%	83%	83%	83%
Exclusive-Captive	10%	10%	9%	9%	10%
Direct	6%	6%	6%	6%	6%
Other	1%	1%	2%	1%	1%



Personal Lines	2018	2019	2020	2021	2022
Indep. Agent	40%	41%	41%	42%	43%
Exclusive-Captive	44%	43%	42%	42%	42%
Direct	15%	15%	16%	16%	15%
Other	1%	1%	1%	1%	0%



Ag-Farm Related	2018	2019	2020	2021	2022
Indep. Agent	77%	77%	77%	83%	85%
Exclusive-Captive	19%	18%	18%	14%	12%
Direct	5%	5%	5%	3%	3%
Other	0%	0%	0%	0%	0%

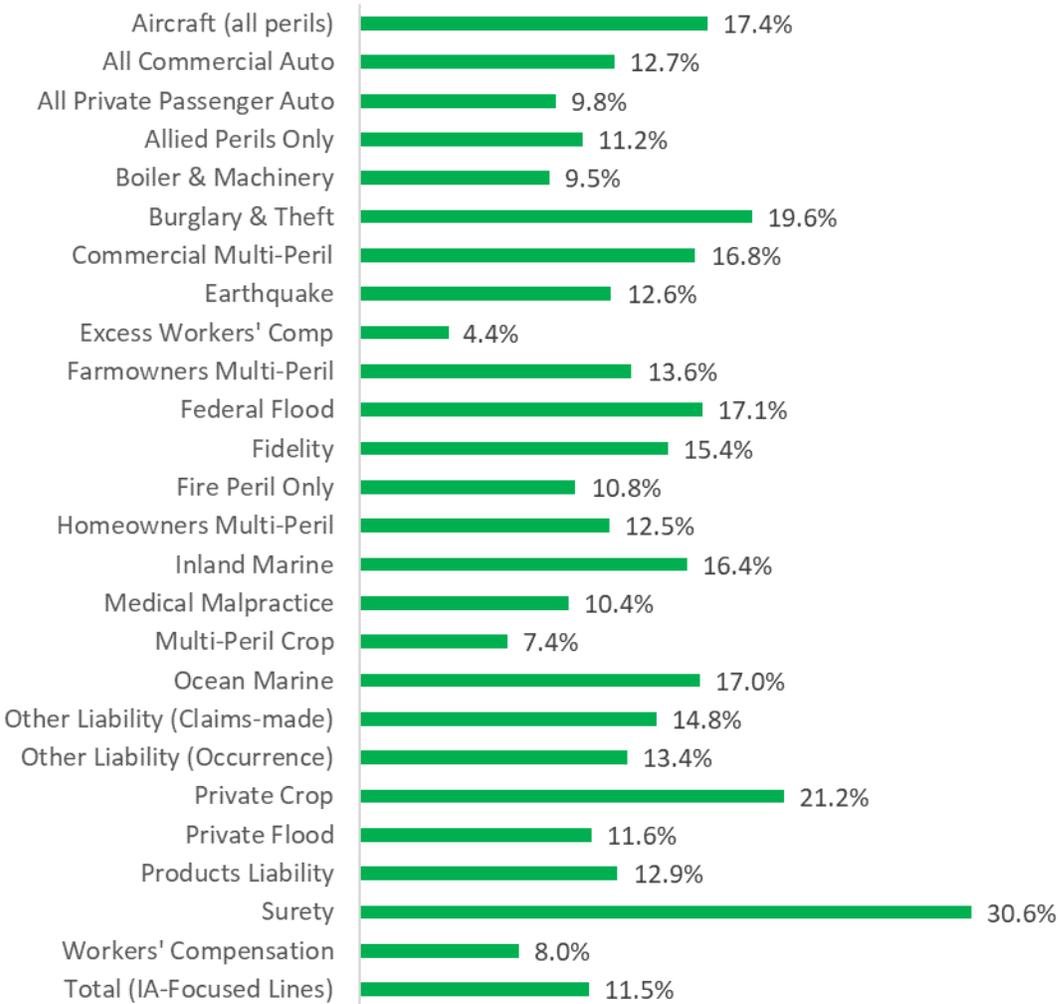
Source: © A.M. Best Company — used by permission.

Iowa Commission Rates

The below bar chart shows the commission rate paid by all insurers for 26 independent agent-focused P&C lines of business, in alphabetical order. Shown last (*Total IA-Focused Lines*) is the average commission paid on all lines of business focused on by independent agents.

The formula below the bar chart 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.

Iowa Commission Rates: Top Independent Agent Lines of Business



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

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

Average Commission Comparisons

The first table below gives comparative data to provide perspective on Iowa's 1-year commission rates. Provided is the overall average commission for all lines of business in Iowa, compared with the United States. For additional perspective, the state with the highest, and the lowest 1-year commission rate is shown.

The second table gives 1-year commission data for the 26 P&C lines of business focused on by independent agents in Iowa, as compared to the United States.

Total (IA-Focused Lines) Average Commission	Iowa	United States	Highest State	Lowest State
1-Year Commission	11.5%	11.6%	Massachusetts (13.7%)	Maryland (10.4%)

Line of Business Average Commission Rates	Iowa 1-Year Commission	United States 1-Year Commission
Aircraft (all perils)	17.4%	14.6%
All Commercial Auto	12.7%	12.7%
All Private Passenger Auto	9.8%	7.7%
Allied Perils Only	11.2%	12.1%
Boiler & Machinery	9.5%	9.5%
Burglary & Theft	19.6%	21.8%
Commercial Multi-Peril	16.8%	17.1%
Earthquake	12.6%	13.3%
Excess Workers' Comp	4.4%	7.9%
Farmowners Multi-Peril	13.6%	14.8%
Federal Flood	17.1%	17.8%
Fidelity	15.4%	16.3%
Fire Peril Only	10.8%	13.1%
Homeowners Multi-Peril	12.5%	12.4%
Inland Marine	16.4%	17.8%
International	0.0%	2209.5%
Medical Malpractice	10.4%	9.3%
Multi-Peril Crop	7.4%	6.9%
Ocean Marine	17.0%	16.1%
Other Liability (Claims-made)	14.8%	15.8%
Other Liability (Occurrence)	13.4%	13.6%
Private Crop	21.2%	19.8%
Private Flood	11.6%	14.2%
Products Liability	12.9%	14.3%
Surety	30.6%	26.6%
Workers' Compensation	8.0%	9.2%

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

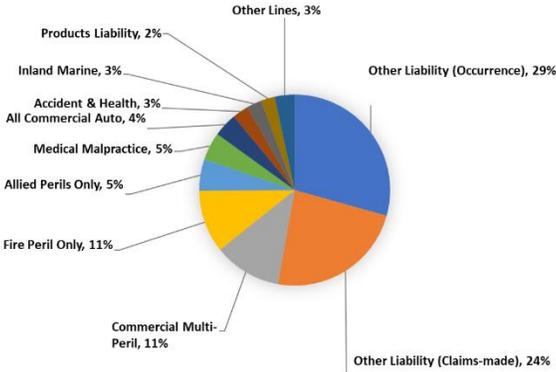
Iowa Surplus Lines

Below is information on surplus lines in Iowa. The pie chart shows the Top 10 lines of business by percentage of all surplus lines premiums in Iowa for 2022.

Next is the total surplus lines premiums in Iowa for 2018 to 2022, with the corresponding percentage provided of those surplus lines premiums to all P&C premiums in Iowa.

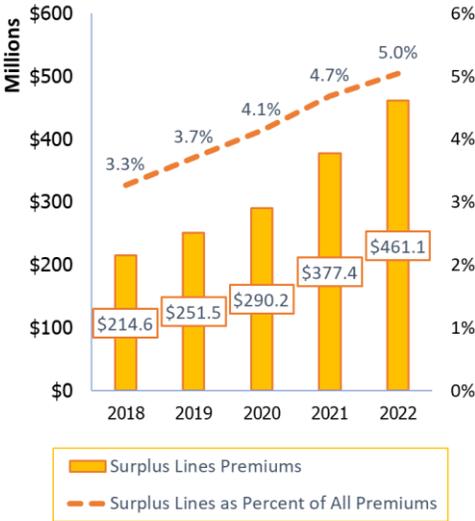
Readers should note the below data does not include alien insurers (insurers not domiciled in one of the 51 states). If alien premiums were included, it would increase the amount of surplus lines premiums by about 1 percentage point. An example of an alien surplus lines insurer is Lloyds of London. Alien insurer data is not included, as it is not tracked as consistently across states nor in the same time-frame.

Surplus Lines: Top 10 Lines of Business



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

Total Premiums and Percentage of All Premiums



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

Average Surplus Lines Comparison

The first table below gives comparative data to give perspective on Iowa's surplus lines utilization rates. Provided is the average 1-year and 5-year surplus lines utilization rate in Iowa, as compared to the United States. For additional perspective, the state with the highest, and the lowest average 1-year and 5-year surplus lines utilization rates is shown.

The second table gives surplus lines utilization rates for the 26 P&C lines of business focused on by independent agents in Iowa, as compared to the United States.

All Lines Surplus Lines Utilization Rates	Iowa	United States	Highest State	Lowest State
1-Year Surplus Lines	5%	9%	District of Columbia (17%)	South Dakota (2%)
5-Year Surplus Lines	4%	7%	District of Columbia (14%)	South Dakota (2%)

Line of Business Surplus Lines Utilization Rates	Iowa 1-Year Surplus Lines	Iowa 5-Year Surplus Lines	United States 1-Year Surplus Lines	United States 5-Year Surplus Lines
Aircraft (all perils)	0%	0%	2%	3%
All Commercial Auto	3%	2%	7%	6%
All Private Passenger Auto	0%	0%	0%	0%
Allied Perils Only	12%	11%	31%	28%
Boiler & Machinery	4%	4%	8%	7%
Burglary & Theft	21%	10%	25%	15%
Commercial Multi-Peril	9%	6%	9%	8%
Earthquake	46%	41%	47%	45%
Excess Workers' Comp	0%	0%	1%	1%
Farmowners Multi-Peril	0%	0%	0%	0%
Federal Flood	1%	0%	3%	2%
Fidelity	2%	1%	2%	2%
Fire Peril Only	21%	19%	36%	31%
Homeowners Multi-Peril	0%	0%	2%	2%
Inland Marine	4%	4%	7%	6%
International	0%	0%	4%	83%
Medical Malpractice	29%	33%	25%	23%
Multi-Peril Crop	0%	0%	0%	0%
Ocean Marine	3%	2%	5%	3%
Other Liability (Claims-made)	38%	29%	38%	33%
Other Liability (Occurrence)	22%	20%	32%	28%
Private Crop	0%	0%	0%	0%
Private Flood	51%	30%	45%	36%
Products Liability	21%	19%	43%	42%
Surety	1%	0%	1%	0%
Workers' Compensation	0%	0%	0%	1%

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Iowa Line of Business Details

The following pages provide in-depth detail on the 26 P&C lines of business focused on by independent agents in Iowa. The lines of business are presented in alphabetical order.

The facts and details provided on the following pages, for each line of business focused on by independent agents in Iowa include the following.

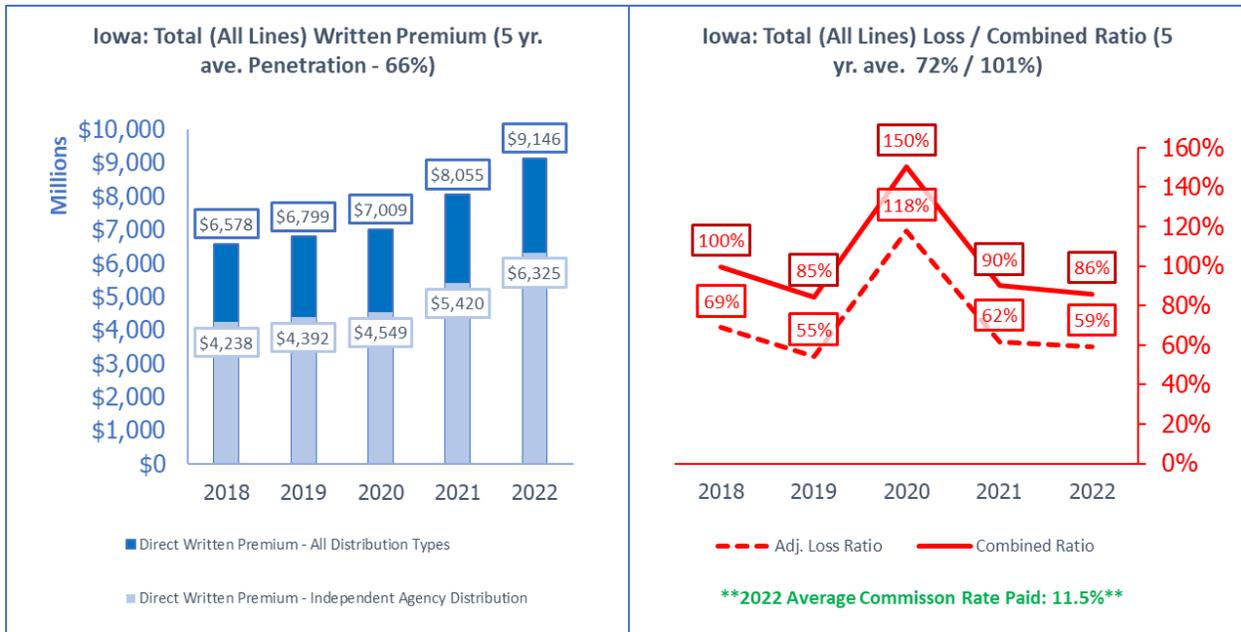
- A bar chart of 5-years data on premiums for all distribution types (dark blue), and premiums written through independent agents (light blue). For the premium chart the classification of premiums through independent agents is based on a categorization of agents by distribution style. The categorization approach is explained in *Appendix #2: Distribution Style Classifications*.
- 5-year line charts, showing the loss ratio (dashed red line) and combined ratio (solid red line)
- The direct written premium for independent agents, exclusive-captive agents, and direct insurers, with the percentage of the direct written premium to the total premium. Also, surplus lines premiums through any distribution style, with its corresponding percentage of all premiums.
- The number of active insurers, with the number of independent agent, exclusive-captive agent and direct insurers for each line of business. Also, the number of active surplus lines insurers.
- 1-year and 5-year growth rates for independent agent, exclusive-captive and direct insurers. The percentage premiums through insurers licensed as surplus lines is also provided.
- The top 5 insurer groups in each line of business, 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.
- Listed after the top insurer groups are the top policy-issuing insurers distributing insurance through independent agents, exclusive-captive 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 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 Iowa. A 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 5 of this *2023 Iowa P&C Marketplace Summary*.

For further clarification *Appendix #3: NAIC Line of Business Definitions* furnishes the reader with the definitions set forth and used by the NAIC for each line of business.

And *Appendix #4: Line of Business Facts—Visual Reference* gives the reader a visual guide to the details presented for each line of business.

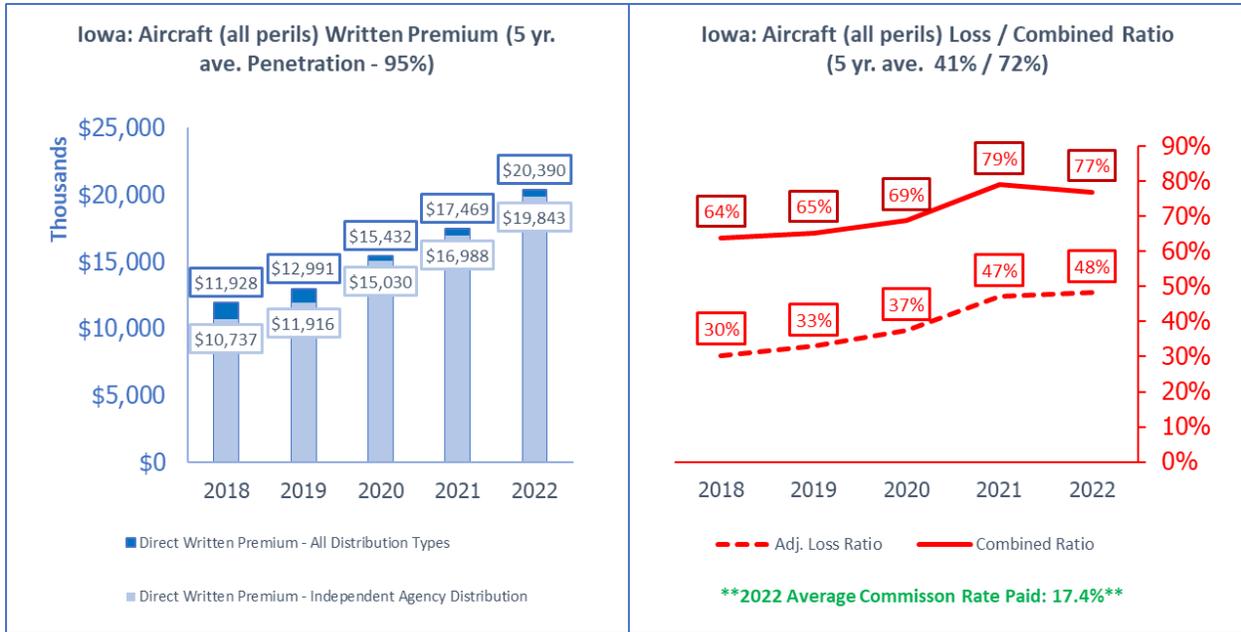
Total All P&C Lines of Business



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$9,145,709,000	\$6,325,018,000	\$1,956,441,000	\$786,016,000	\$461,068,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	69%	21%	9%	5.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
862	643	54	99	131
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
14% / 9%	17% / 11%	10% / 5%	5% / 6%	22% / 21%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
State Farm Group (G)	\$791,139,000	83%	9%	N/A
Progressive Insurance Group (G)	\$564,156,000	68%	9%	N/A
Farm Bureau Property & Casualty Group (G)	\$515,337,000	62%	13%	N/A
Chubb INA Group (G)	\$504,751,000	35%	24%	N/A
Nationwide Group (G)	\$503,101,000	70%	3%	N/A
Total or Average	\$9,145,447,000	59%	14%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Northern Insurance Company	\$332,846,000	66%	6%	Progressive Insurance Group
ACE Property and Casualty Insurance Co	\$287,011,000	26%	33%	Chubb INA Group
Farmers Mutual Hail Insurance Co of Iowa	\$266,721,000	21%	28%	FMH Insurance Group
NAU Country Insurance Company	\$247,284,000	28%	27%	QBE North America Insurance Group
West Bend Mutual Insurance Company	\$237,753,000	74%	14%	...
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Stratford Insurance Company	\$49,764,000	7%	25%	American International Group
Securian Casualty Company	\$21,333,000	42%	38%	...
FMH Ag Risk Insurance Company	\$20,527,000	15%	22%	FMH Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$398,231,000	85%	10%	State Farm Group
Farm Bureau Property & Casualty Ins Co	\$396,658,000	68%	9%	Farm Bureau Property & Casualty Group
State Farm Fire and Casualty Company	\$392,908,000	82%	8%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Progressive Universal Insurance Company	\$191,759,000	70%	12%	Progressive Insurance Group
Nationwide Agribusiness Insurance Co	\$169,226,000	65%	-1%	Nationwide Group
GEICO Casualty Company	\$49,585,000	76%	-18%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$36,846,000	79%	-12%	Berkshire Hathaway Insurance Group
American National Lloyds Insurance Co	\$35,641,000	63%	74%	American National Prop & Cas Group
Ironshore Specialty Insurance Co	\$21,698,000	66%	7%	Liberty Mutual Insurance Companies
Top Individual RRG				
Circle Star Insurance Company RRG	\$15,865,000	113%	-6%	...

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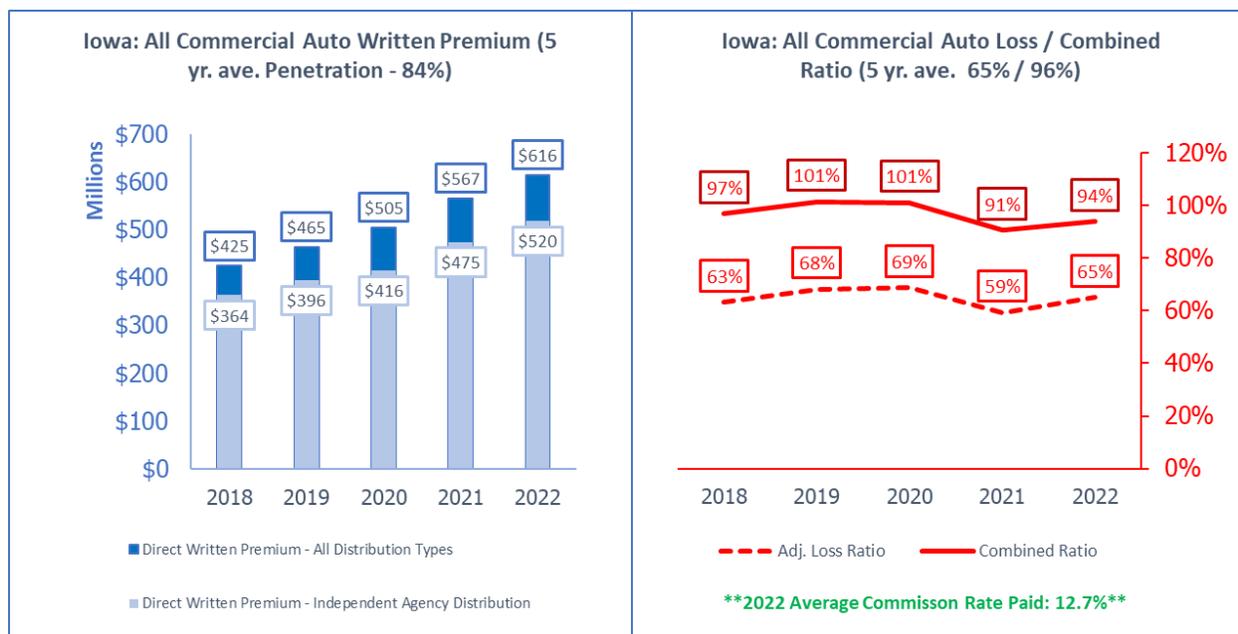
Aircraft (all perils)



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$20,390,000	\$19,843,000	\$103,000	\$444,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	97%	1%	2%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
23	21	1	1	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
17% / 14%	17% / 17%	23% / 9%	12% / -21%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Old Republic Insurance Group (G)	\$3,992,000	64%	16%	N/A
American International Group (G)	\$2,767,000	-8%	6%	N/A
Starr International Group (G)	\$2,028,000	18%	35%	N/A
Great American P & C Insurance Group (G)	\$1,581,000	316%	72%	N/A
XL America Companies (G)	\$1,550,000	51%	99%	N/A
Total or Average	\$20,390,000	48%	17%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Old Republic Insurance Company	\$3,992,000	64%	16%	Old Republic Insurance Group
Commerce and Industry Insurance Company	\$2,767,000	-8%	6%	American International Group
Starr Indemnity & Liability Company	\$2,028,000	16%	35%	Starr International Group
XL Specialty Insurance Company	\$1,550,000	54%	99%	XL America Companies
Endurance American Insurance Company	\$1,522,000	21%	33%	Sompo Holdings US Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$509,000	28%	0%	Tokio Marine US PC Group
Harco National Insurance Company	\$422,000	166%	69%	IAT Insurance Group
	\$0			
Top 3 Exclusive-Captive Policy-Issuing Insurers				
American National Property & Casualty Co	\$103,000	0%	23%	American National Prop & Cas Group
	\$0			
Top 3 Direct Policy-Issuing Insurers				
Avemco Insurance Company	\$444,000	12%	12%	Tokio Marine US PC Group
	\$0			Farmers Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
	\$0			
Top Individual RRG				
	\$0			

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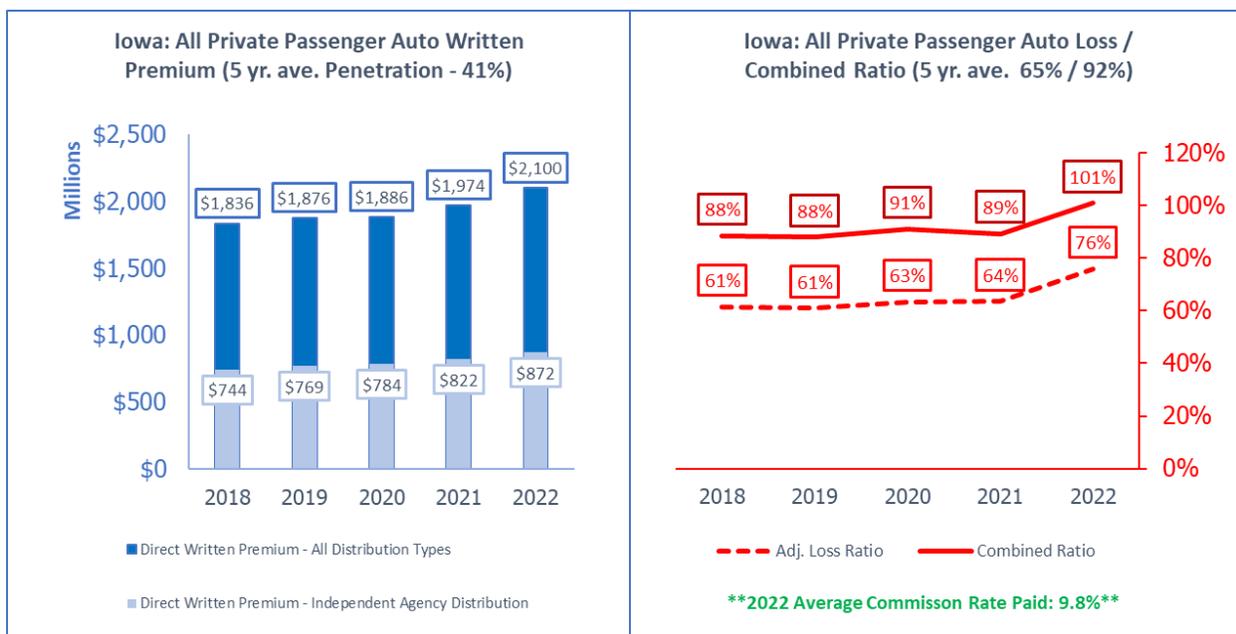
All Commercial Auto



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$615,672,000	\$519,648,000	\$46,204,000	\$30,485,000	\$18,608,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	84%	8%	5%	3.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
342	271	26	28	44
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
9% / 10%	9% / 9%	9% / 7%	1% / 7%	32% / 18%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Progressive Insurance Group (G)	\$63,969,000	73%	12%	N/A
Old Republic Insurance Group (G)	\$51,542,000	56%	7%	N/A
Nationwide Group (G)	\$40,484,000	71%	2%	N/A
Travelers Group (G)	\$36,029,000	54%	7%	N/A
EMC Insurance Companies (G)	\$35,948,000	32%	6%	N/A
Total or Average	\$615,637,000	65%	9%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Northern Insurance Company	\$53,029,000	62%	14%	Progressive Insurance Group
Great West Casualty Company	\$44,465,000	46%	8%	Old Republic Insurance Group
Employers Mutual Casualty Company	\$25,790,000	33%	5%	EMC Insurance Companies
Acuity, A Mutual Insurance Company	\$23,854,000	66%	10%	...
Owners Insurance Company	\$20,607,000	70%	10%	Auto-Owners Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Northland Insurance Company	\$8,575,000	62%	11%	Travelers Group
National Interstate Insurance Company	\$6,473,000	65%	28%	Great American P & C Insurance Group
Acceptance Indemnity Insurance Company	\$3,652,000	32%	15%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Farm Bureau Property & Casualty Ins Co	\$13,406,000	87%	10%	Farm Bureau Property & Casualty Group
Sentry Select Insurance Company	\$6,292,000	88%	16%	Sentry Insurance Group
Federated Mutual Insurance Company	\$4,640,000	37%	-2%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$16,654,000	70%	-2%	Nationwide Group
Motors Insurance Corporation	\$3,824,000	29%	10%	Ally Insurance Group
CorePointe Insurance Company	\$1,796,000	59%	-17%	AmTrust Group
Top 3 Surplus Lines Policy Issuing Insurers				
Acceptance Indemnity Insurance Company	\$3,652,000	32%	15%	IAT Insurance Group
Third Coast Insurance Company	\$2,486,000	-64%	-2%	AF Group
National Fire & Marine Insurance Co	\$1,712,000	10%	20%	Berkshire Hathaway Insurance Group
Top Individual RRG				
Circle Star Insurance Company RRG	\$15,584,000	115%	-6%	...

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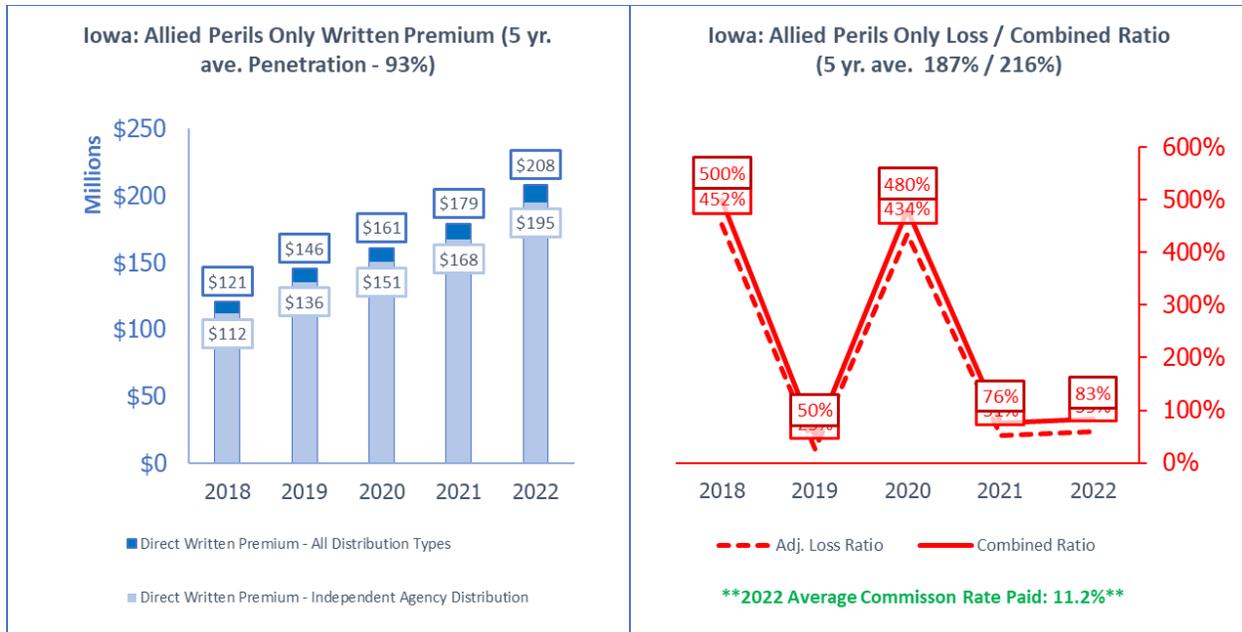
All Private Passenger Auto



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$2,100,476,000	\$872,407,000	\$822,920,000	\$404,964,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	42%	39%	19%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
147	87	28	31	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
6% / 3%	6% / 4%	8% / 2%	4% / 5%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Progressive Insurance Group (G)	\$456,454,000	69%	8%	N/A
State Farm Group (G)	\$401,345,000	86%	10%	N/A
Farm Bureau Property & Casualty Group (G)	\$149,188,000	75%	7%	N/A
Nationwide Group (G)	\$146,252,000	76%	-3%	N/A
American Family Insurance Group (G)	\$120,837,000	70%	5%	N/A
Total or Average	\$2,100,476,000	76%	6%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Progressive Northern Insurance Company	\$265,954,000	68%	5%	Progressive Insurance Group
Grinnell Select Insurance Company	\$73,651,000	75%	0%	Grinnell Mutual Group
Wadena Insurance Company	\$69,027,000	69%	10%	IMT Insurance Companies
West Bend Mutual Insurance Company	\$63,446,000	77%	8%	...
Owners Insurance Company	\$60,918,000	80%	6%	Auto-Owners Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Liberty Mutual Personal Insurance Co	\$6,006,000	75%	54%	Liberty Mutual Insurance Companies
State National Insurance Company, Inc.	\$4,000,000	38%	42%	Market Corporation Group
American Reliable Insurance Company	\$26,000	15%		ECM Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Mutual Automobile Ins Co	\$374,470,000	86%	11%	State Farm Group
Farm Bureau Property & Casualty Ins Co	\$141,264,000	74%	6%	Farm Bureau Property & Casualty Group
Allstate Fire and Casualty Insurance Co	\$64,281,000	83%	19%	Allstate Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Progressive Universal Insurance Company	\$190,500,000	70%	12%	Progressive Insurance Group
Nationwide Agribusiness Insurance Co	\$53,060,000	67%	-7%	Nationwide Group
GEICO Casualty Company	\$49,585,000	76%	-18%	Berkshire Hathaway Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
\$0				
Top Individual RRG				
\$0				

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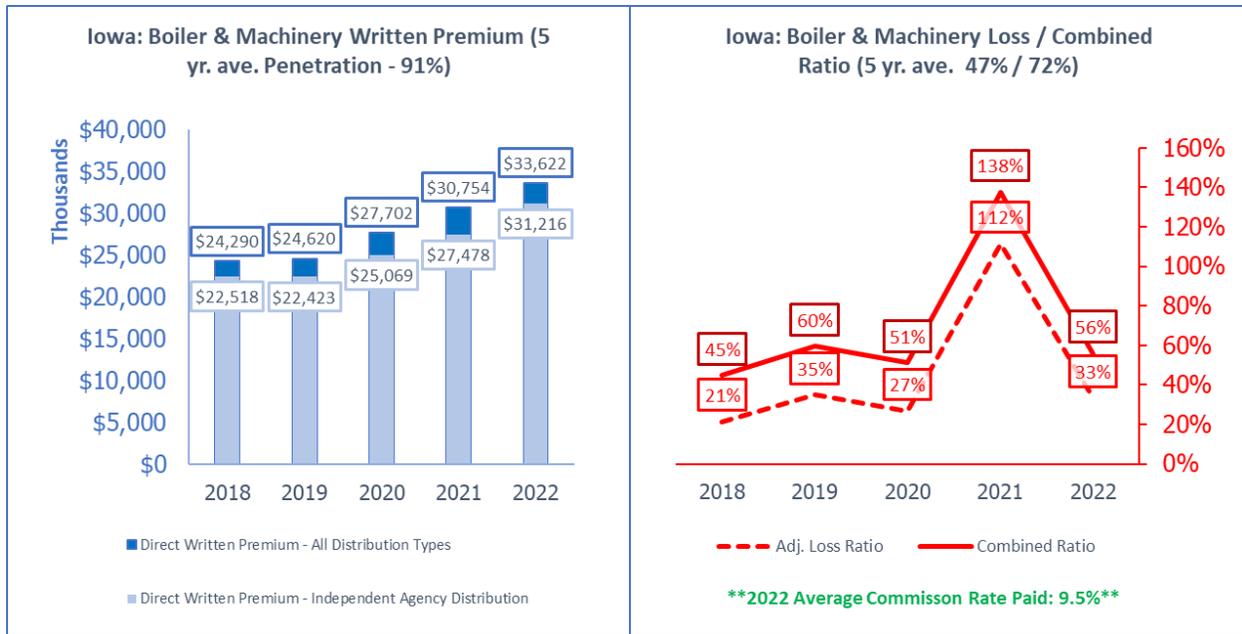
Allied Perils Only



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$207,969,000	\$195,051,000	\$6,591,000	\$5,023,000	\$24,764,000
Loss and Combined Ratio Data Status				
100%	IA+MGA+IA-Mixed Penetration 94%	Excl.-Captive Penetration 3%	Direct Penetration 2%	Surplus Lines Utilization 11.9%
Active Affiliated and Unaffiliated Insurers				
245	IA+MGA+IA-Mixed Insurers 205	Excl.-Captive Insurers 15	Direct Insurers 16	Surplus Lines Insurers 62
1-Year / 5-Year Premium Growth: All Premium				
16% / 14%	1-yr / 5-yr: IA+MGA+IA-Mixed 16% / 15%	1-yr / 5-yr: Excl.-Captive 22% / 13%	1-yr / 5-yr: Direct 8% / 5%	1-yr / 5-yr: Surplus Lines 11% / 22%
Top 5 Groups or Unaffiliated Single(s)				
	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
EMC Insurance Companies (G)	\$40,441,000	72%	24%	N/A
FM Global Group (G)	\$28,598,000	4%	14%	N/A
West Bend Mutual Insurance Company	\$16,701,000	77%	17%	N/A
Travelers Group (G)	\$11,802,000	-18%	18%	N/A
Zurich Insurance US PC Group (G)	\$8,244,000	-25%	29%	N/A
Total or Average	\$207,962,000	59%	16%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Employers Mutual Casualty Company	\$26,443,000	3%	23%	EMC Insurance Companies
West Bend Mutual Insurance Company	\$16,701,000	77%	17%	...
Travelers Indemnity Company	\$8,174,000	12%	26%	Travelers Group
EMCASCO Insurance Company	\$7,773,000	349%	23%	EMC Insurance Companies
Farmers Mutual Hail Insurance Co of Iowa	\$7,394,000	-45%	9%	FMH Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$966,000	104%	16%	Tokio Marine US PC Group
Evanston Insurance Company	\$720,000	-63%	62%	Markel Corporation Group
Northland Casualty Company	\$452,000	54%	48%	Travelers Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Shelter Mutual Insurance Company	\$1,507,000	170%	20%	Shelter Insurance Companies
Federated Mutual Insurance Company	\$1,495,000	79%	24%	Federated Mutual Group
American National Property & Casualty Co	\$749,000	53%	15%	American National Prop & Cas Group
Top 3 Direct Policy-Issuing Insurers				
Standard Guaranty Insurance Company	\$2,218,000	59%	16%	Assurant P&C Group
Federated Rural Electric Ins Exchange	\$820,000	206%	14%	...
United Services Automobile Association	\$704,000	164%	4%	USAA Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$4,017,000	434%	18%	American International Group
Landmark American Insurance Company	\$2,146,000	1%	28%	Berkshire Hathaway Insurance Group
Travelers Excess and Surplus Lines Co	\$2,121,000	-100%	26%	Travelers Group
Top Individual RRG				
\$0				

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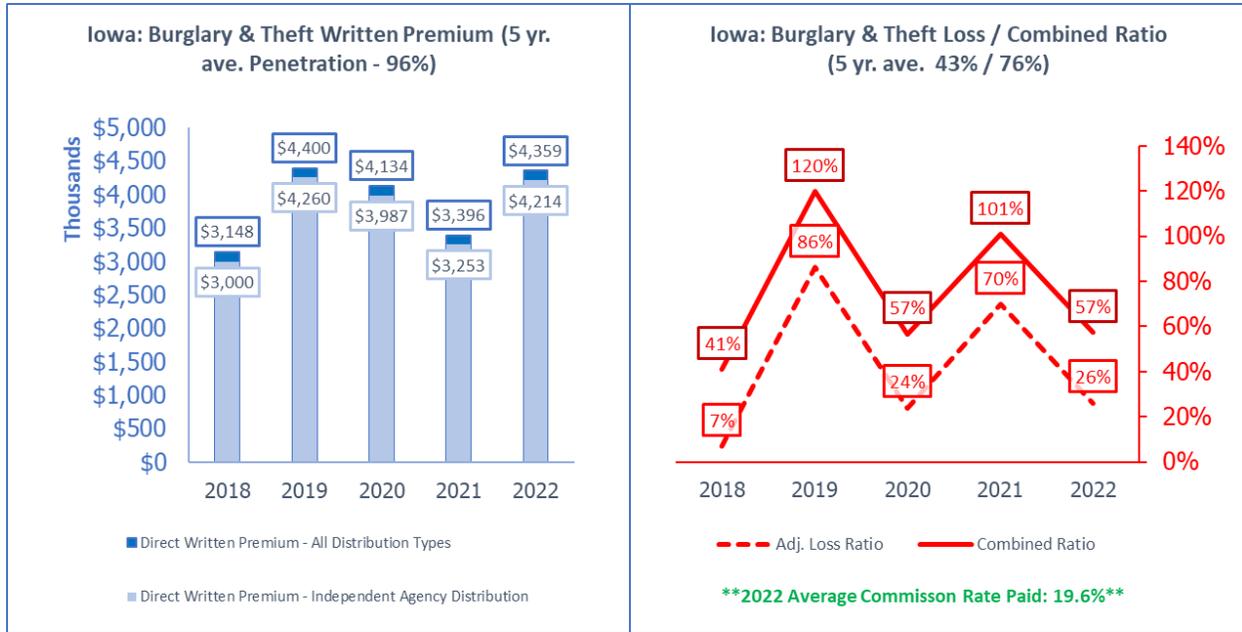
Boiler & Machinery



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$33,622,000	\$31,216,000	\$722,000	\$1,620,000	\$1,284,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	93%	2%	5%	3.8%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
158	138	6	6	31
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
9% / 8%	14% / 9%	17% / 12%	-34% / 9%	17% / 3%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
FM Global Group (G)	\$8,347,000	0%	16%	N/A
EMC Insurance Companies (G)	\$3,313,000	41%	10%	N/A
Travelers Group (G)	\$2,354,000	294%	31%	N/A
Nationwide Group (G)	\$2,159,000	-30%	-16%	N/A
Chubb INA Group (G)	\$2,111,000	4%	3%	N/A
Total or Average	\$33,626,000	33%	9%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Employers Mutual Casualty Company	\$1,928,000	67%	13%	EMC Insurance Companies
West Bend Mutual Insurance Company	\$1,671,000	24%	18%	...
Cincinnati Insurance Company	\$1,636,000	166%	20%	The Cincinnati Insurance Companies
Travelers Property Casualty Co of Amer	\$1,437,000	475%	36%	Travelers Group
Federal Insurance Company	\$1,386,000	4%	3%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$118,000	22%	26%	Tokio Marine US PC Group
Accelerant Specialty Insurance Company	\$20,000	15%	1900%	Accelerant US Holdings Group
Mesa Underwriters Specialty Insurance Co	\$3,000	0%	200%	Selective Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$332,000	48%	29%	Federated Mutual Group
Nationwide Mutual Insurance Company	\$163,000	10%	2%	Nationwide Group
Federated Reserve Insurance Company	\$119,000	16%	3%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$795,000	19%	-35%	Nationwide Group
Liberty Mutual Fire Insurance Company	\$511,000	-48%	-36%	Liberty Mutual Insurance Companies
Crestbrook Insurance Company	\$160,000	-100%	-8%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$353,000	6%	-15%	American International Group
AIG Specialty Insurance Company	\$306,000	15%	13%	American International Group
Travelers Excess and Surplus Lines Co	\$159,000	7%	9%	Travelers Group
Top Individual RRG				
ARISE Boiler Inspection & Insurance RRG	\$9,000	0%	-10%	...

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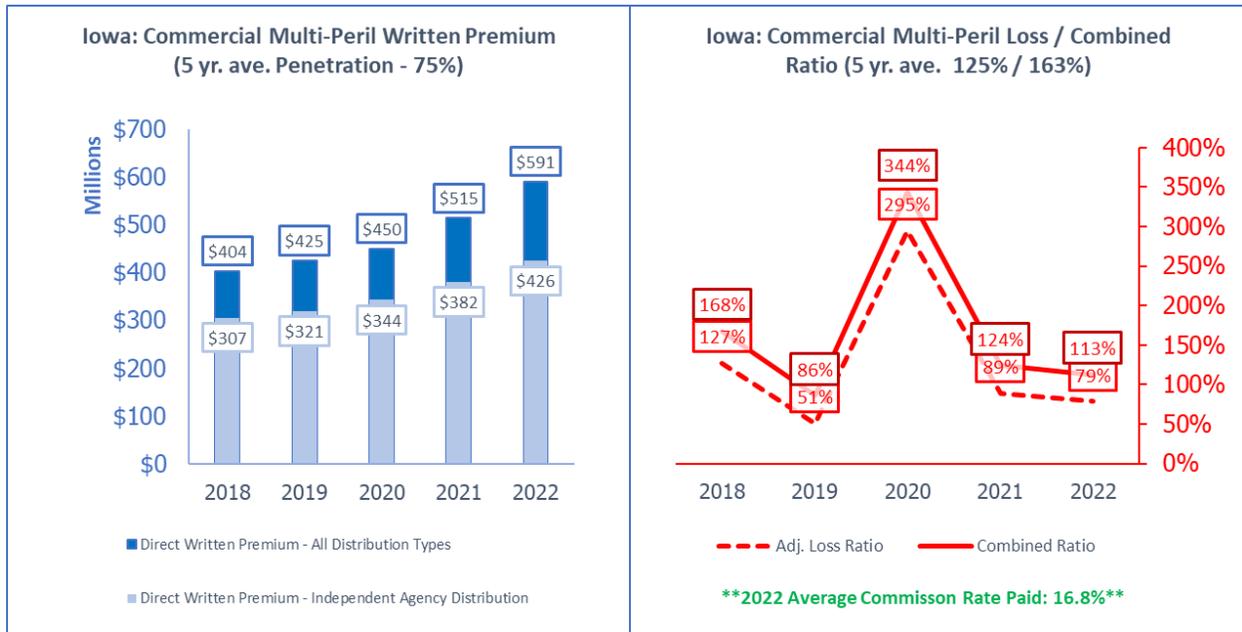
Burglary & Theft



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$4,359,000	\$4,214,000	\$121,000	\$21,000	\$919,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	97%	3%	0%	21.1%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
90	76	9	3	13
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
28% / 8%	30% / 9%	-2% / -3%	24% / 15%	74% / 52%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$945,000	-4%	5%	N/A
Zurich Insurance US PC Group (G)	\$653,000	26%	75%	N/A
The Cincinnati Insurance Companies (G)	\$510,000	10%	42%	N/A
Chubb INA Group (G)	\$467,000	8%	57%	N/A
CNA Insurance Companies (G)	\$297,000	42%	54%	N/A
Total or Average	\$4,359,000	26%	28%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$932,000	-5%	5%	Travelers Group
Steadfast Insurance Company	\$632,000	27%	79%	Zurich Insurance US PC Group
Cincinnati Insurance Company	\$479,000	10%	46%	The Cincinnati Insurance Companies
Federal Insurance Company	\$410,000	17%	65%	Chubb INA Group
Columbia Casualty Company	\$183,000	46%	50%	CNA Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
U.S. Specialty Insurance Company	\$160,000	940%	240%	Tokio Marine US PC Group
Clear Blue Specialty Insurance Company	\$2,000	55%		Clear Blue Insurance Group
GuideOne National Insurance Company	\$1,000	0%		GuideOne Insurance Companies
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$59,000	1%	0%	Nationwide Group
Shelter Mutual Insurance Company	\$24,000	-13%	9%	Shelter Insurance Companies
Federated Mutual Insurance Company	\$16,000	2%	14%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Federated Rural Electric Ins Exchange	\$18,000	0%	38%	...
Nationwide Agribusiness Insurance Co	\$2,000	2%	-33%	Nationwide Group
Crestbrook Insurance Company	\$1,000	3%	0%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Steadfast Insurance Company	\$632,000	27%	79%	Zurich Insurance US PC Group
Columbia Casualty Company	\$183,000	46%	50%	CNA Insurance Companies
AXIS Surplus Insurance Company	\$35,000	21%		AXIS US Operations
Top Individual RRG				
\$0				

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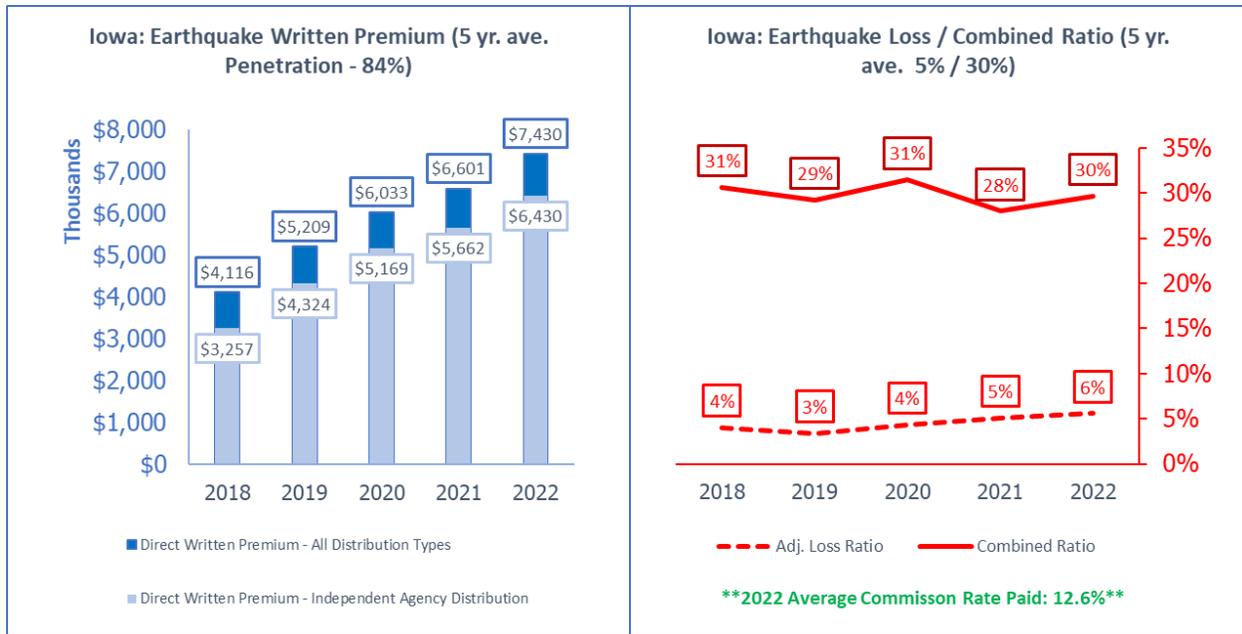
Commercial Multi-Peril



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$591,016,000	\$426,105,000	\$127,517,000	\$33,776,000	\$52,871,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	72%	22%	6%	8.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
314	265	25	14	57
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
15% / 10%	12% / 9%	26% / 13%	14% / 24%	48% / 23%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Nationwide Group (G)	\$59,568,000	60%	11%	N/A
Auto-Owners Insurance Group (G)	\$46,494,000	95%	24%	N/A
Travelers Group (G)	\$41,701,000	73%	16%	N/A
American National Prop & Cas Group (G)	\$35,712,000	63%	70%	N/A
State Farm Group (G)	\$32,297,000	108%	21%	N/A
Total or Average	\$591,075,000	79%	15%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Owners Insurance Company	\$28,926,000	98%	21%	Auto-Owners Insurance Group
Grinnell Mutual Reinsurance Company	\$22,083,000	60%	8%	Grinnell Mutual Group
Cincinnati Insurance Company	\$18,723,000	22%	5%	The Cincinnati Insurance Companies
Auto-Owners Insurance Company	\$17,273,000	92%	30%	Auto-Owners Insurance Group
Federal Insurance Company	\$13,776,000	48%	8%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
National Specialty Insurance Company	\$2,916,000	136%	5%	Markel Corporation Group
Specialty Risk of America	\$893,000	71%	-11%	...
BCS Insurance Company	\$653,000	16%	-58%	BCS Financial Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
American National Lloyds Insurance Co	\$35,019,000	63%	71%	American National Prop & Cas Group
State Farm Fire and Casualty Company	\$32,297,000	108%	21%	State Farm Group
Farm Bureau Property & Casualty Ins Co	\$13,350,000	29%	18%	Farm Bureau Property & Casualty Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$18,108,000	74%	3%	Nationwide Group
Crestbrook Insurance Company	\$5,464,000	25%	3%	Nationwide Group
Nationwide General Insurance Company	\$4,754,000	88%	79%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
American National Lloyds Insurance Co	\$35,019,000	63%	71%	American National Prop & Cas Group
Scottsdale Insurance Company	\$3,043,000	16%	11%	Nationwide Group
Liberty Surplus Insurance Corporation	\$1,686,000	-3%	31%	Liberty Mutual Insurance Companies
Top Individual RRG				
\$0				

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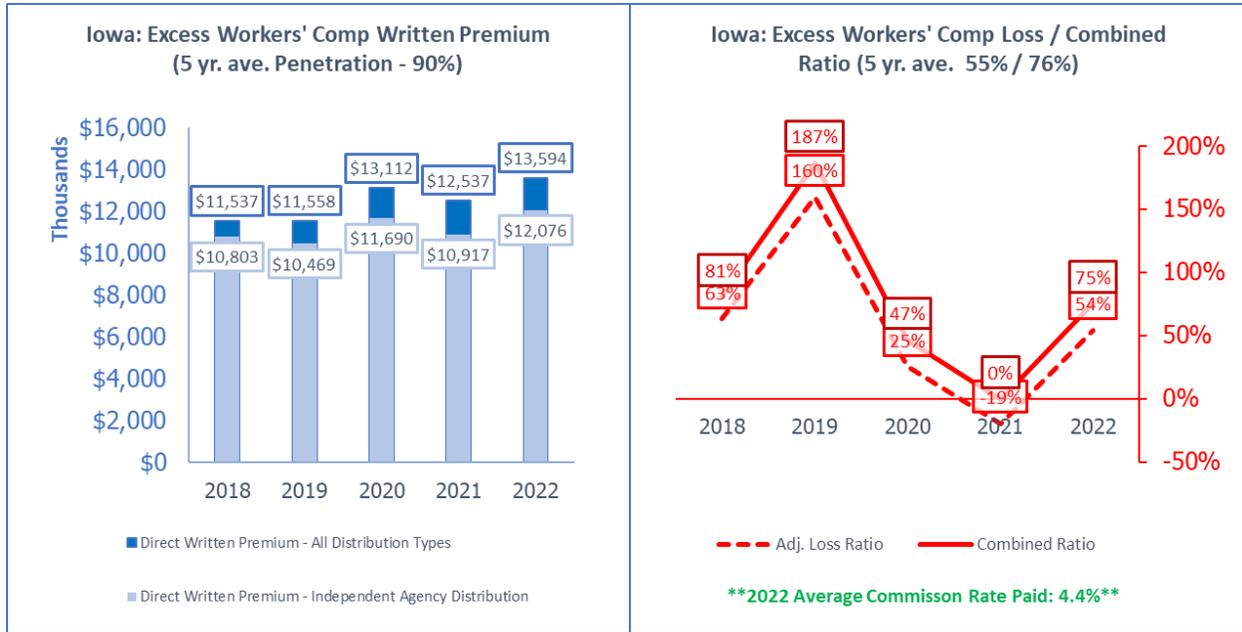
Earthquake



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$7,430,000	\$6,430,000	\$765,000	\$178,000	\$3,398,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	87%	10%	2%	45.7%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
144	111	18	13	27
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
13% / 16%	14% / 19%	10% / 3%	3% / 7%	34% / 29%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Tokio Marine US PC Group (G)	\$1,086,000	28%	54%	N/A
American International Group (G)	\$783,000	0%	19%	N/A
State Farm Group (G)	\$603,000	0%	10%	N/A
Sompo Holdings US Group (G)	\$431,000	37%	563%	N/A
Westfield Group (G)	\$381,000	0%	28%	N/A
Total or Average	\$7,435,000	6%	13%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Lexington Insurance Company	\$654,000	0%	24%	American International Group
Endurance American Specialty Ins Co	\$431,000	37%	563%	Sompo Holdings US Group
Westfield Insurance Company	\$346,000	0%	28%	Westfield Group
XL Insurance America, Inc.	\$329,000	1%	13%	XL America Companies
Allianz Global Risks US Insurance Co	\$267,000	-1%	22%	Allianz US PC Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$1,086,000	28%	54%	Tokio Marine US PC Group
Evanston Insurance Company	\$165,000	11%	302%	Markel Corporation Group
Superior Specialty Insurance Company	\$103,000	0%		Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$603,000	0%	10%	State Farm Group
American Family Mutual Ins Co, S.I.	\$52,000	0%	-4%	American Family Insurance Group
American Family Insurance Company	\$22,000	0%	29%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$62,000	0%	55%	Liberty Mutual Insurance Companies
United Services Automobile Association	\$37,000	-1%	-5%	USAA Group
Nationwide Agribusiness Insurance Co	\$23,000	0%	15%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Houston Casualty Company	\$1,086,000	28%	54%	Tokio Marine US PC Group
Lexington Insurance Company	\$654,000	0%	24%	American International Group
Endurance American Specialty Ins Co	\$431,000	37%	563%	Sompo Holdings US Group
Top Individual RRG				
\$0				

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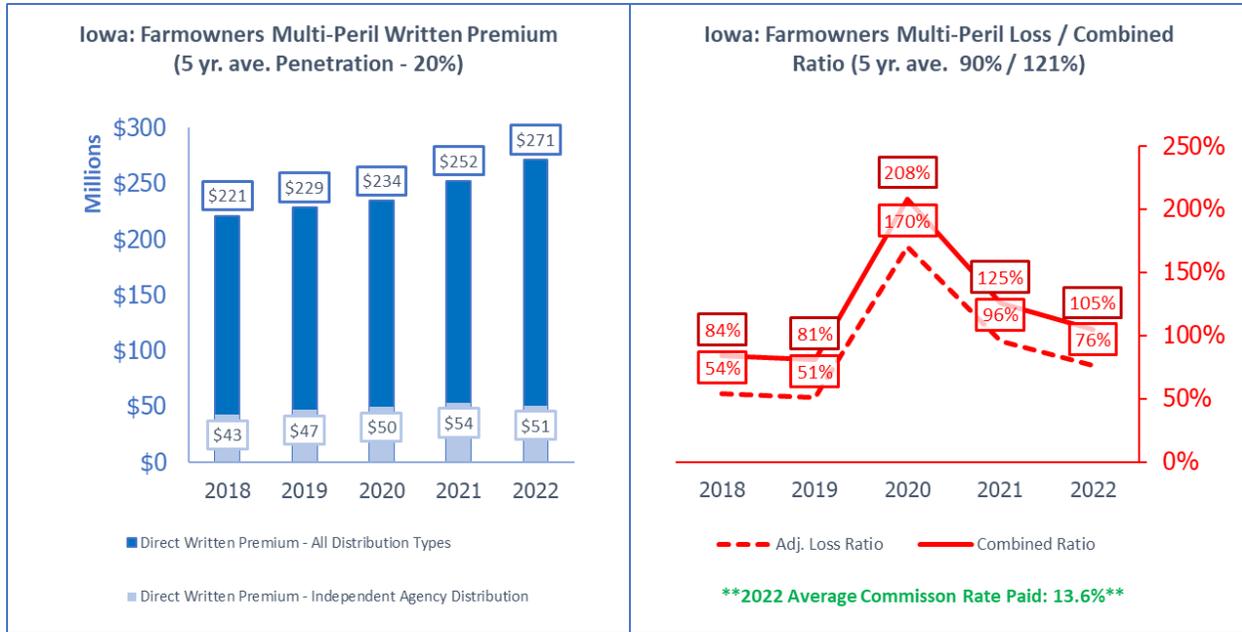
Excess Workers' Comp



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$13,594,000	\$12,076,000	\$16,000	\$1,502,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	89%	0%	11%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
13	10	1	2	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 4%	11% / 3%	-95% / -54%	18% / 41%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Tokio Marine US PC Group (G)	\$3,513,000	109%	-1%	N/A
W. R. Berkley Insurance Group (G)	\$3,093,000	40%	2%	N/A
Chubb INA Group (G)	\$2,656,000	121%	18%	N/A
Liberty Mutual Insurance Companies (G)	\$1,502,000	34%	18%	N/A
Old Republic Insurance Group (G)	\$1,443,000	15%	39%	N/A
Total or Average	\$13,623,000	54%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Safety National Casualty Corporation	\$3,513,000	109%	-1%	Tokio Marine US PC Group
Midwest Employers Casualty Company	\$3,093,000	40%	2%	W. R. Berkley Insurance Group
ACE American Insurance Company	\$2,656,000	121%	18%	Chubb INA Group
Great West Casualty Company	\$974,000	7%	25%	Old Republic Insurance Group
Employers Mutual Casualty Company	\$849,000	-100%	57%	EMC Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
\$0				
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Sentry Insurance Company	\$16,000	25%	-95%	Sentry Insurance Group
\$0				
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$1,332,000	51%	29%	Liberty Mutual Insurance Companies
LM Insurance Corporation	\$170,000	-42%	-29%	Liberty Mutual Insurance Companies
\$0				
Top 3 Surplus Lines Policy Issuing Insurers				
\$0				
Top Individual RRG				
\$0				

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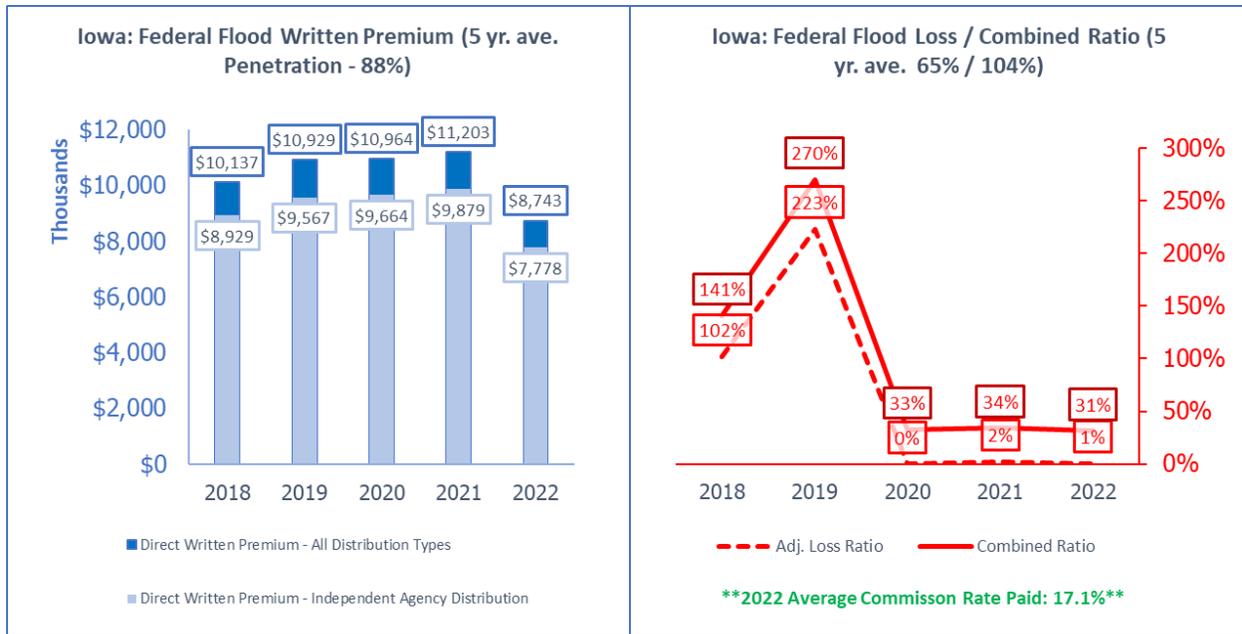
Farmowners Multi-Peril



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$271,260,000	\$51,120,000	\$164,639,000	\$55,271,000	\$10,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	19%	61%	20%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
39	27	8	3	2
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
8% / 5%	-5% / 4%	12% / 6%	10% / 6%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Farm Bureau Property & Casualty Group (G)	\$129,791,000	70%	13%	N/A
Nationwide Group (G)	\$55,279,000	71%	10%	N/A
State Farm Group (G)	\$26,466,000	61%	6%	N/A
SECURA Insurance Companies (G)	\$18,428,000	90%	19%	N/A
Westfield Group (G)	\$8,653,000	181%	17%	N/A
Total or Average	\$271,284,000	76%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
SECURA Insurance Company	\$15,879,000	61%	11%	SECURA Insurance Companies
Westfield Insurance Company	\$8,460,000	182%	16%	Westfield Group
North Star Mutual Insurance Company	\$7,948,000	80%	18%	North Star Companies
Hastings Mutual Insurance Company	\$4,419,000	192%	2%	...
State Automobile Mutual Insurance Co	\$3,686,000	-26%	79%	Liberty Mutual Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
American Reliable Insurance Company	\$202,000	59%		ECM Group
Markel Insurance Company	\$16,000	-100%	-70%	Markel Corporation Group
United National Insurance Company	\$3,000	0%		Global Indemnity Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Farm Bureau Property & Casualty Ins Co	\$124,976,000	70%	12%	Farm Bureau Property & Casualty Group
State Farm Fire and Casualty Company	\$26,466,000	61%	6%	State Farm Group
American Family Mutual Ins Co, S.I.	\$5,196,000	47%	7%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$54,915,000	70%	10%	Nationwide Group
Crestbrook Insurance Company	\$351,000	220%	32%	Nationwide Group
Liberty Mutual Insurance Company	\$5,000	3%	-17%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$7,000	163%	-50%	Nationwide Group
United National Insurance Company	\$3,000	0%		Global Indemnity Group
	\$0			
Top Individual RRG				
	\$0			

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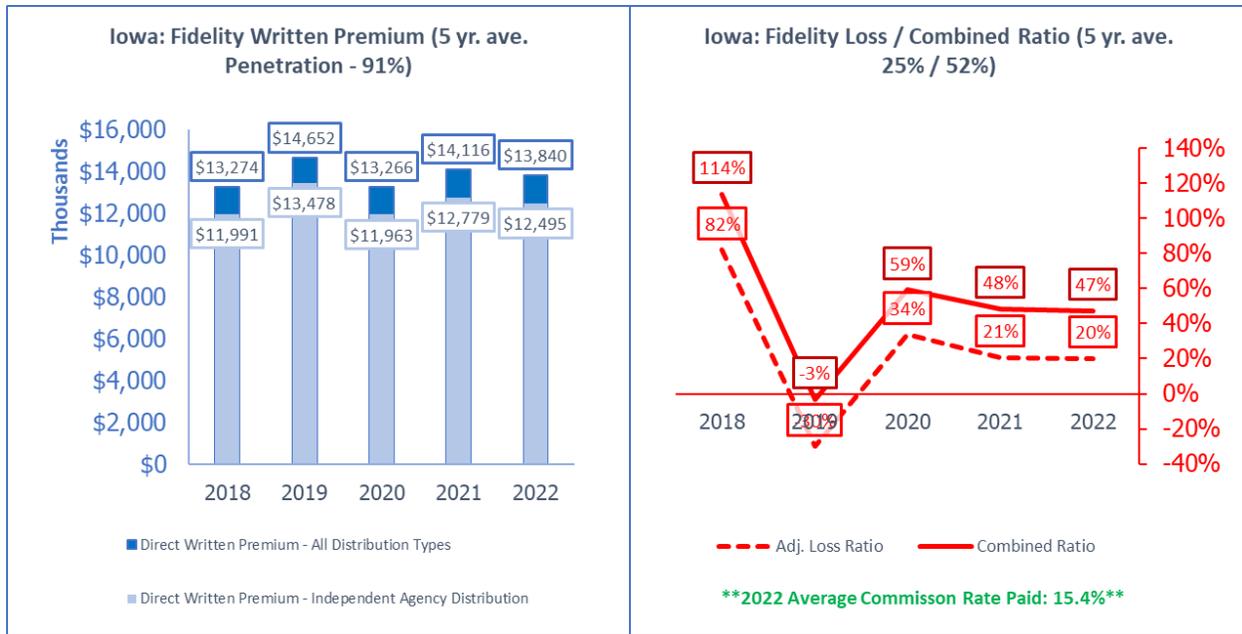
Federal Flood



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$8,743,000	\$7,778,000	\$759,000	\$206,000	\$73,000
Loss and Combined Ratio Data Status				
100%	89%	9%	2%	0.8%
Active Affiliated and Unaffiliated Insurers				
25	17	5	3	2
1-Year / 5-Year Premium Growth: All Premium				
-22% / -4%	-21% / -3%	-24% / -6%	-36% / -4%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)				
	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Selective Insurance Group (G)	\$2,850,000	-2%	-29%	N/A
Auto-Owners Insurance Group (G)	\$1,628,000	0%	-15%	N/A
Assurant P&C Group (G)	\$1,178,000	-3%	-30%	N/A
Wright National Flood Insurance Company	\$895,000	3%	3%	N/A
Hartford Insurance Group (G)	\$829,000	19%	-15%	N/A
Total or Average	\$8,740,000	1%	-22%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Selective Insurance Co of the Southeast	\$2,850,000	-2%	-29%	Selective Insurance Group
Auto-Owners Insurance Company	\$1,628,000	0%	-15%	Auto-Owners Insurance Group
American Bankers Insurance Co of Florida	\$1,178,000	-3%	-30%	Assurant P&C Group
Hartford Insurance Co of the Midwest	\$808,000	20%	-15%	Hartford Insurance Group
Philadelphia Indemnity Insurance Company	\$99,000	-3%	-6%	Tokio Marine US PC Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Wright National Flood Insurance Company	\$895,000	3%	3%	...
Trisura Specialty Insurance Company	\$67,000	35%	-15%	Trisura US Insurance Group
Occidental Fire and Casualty Co of NC	\$9,000	0%	-31%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
American Family Mutual Ins Co, S.I.	\$429,000	0%	-18%	American Family Insurance Group
Allstate Insurance Company	\$129,000	0%	-26%	Allstate Insurance Group
Farmers Insurance Company, Inc.	\$103,000	1%	-39%	Farmers Insurance Group
Top 3 Direct Policy-Issuing Insurers				
USAA General Indemnity Company	\$134,000	-2%	-14%	USAA Group
Homesite Insurance Co of the Midwest	\$43,000	0%	-68%	American Family Insurance Group
Liberty Mutual Fire Insurance Company	\$29,000	0%	-9%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
Trisura Specialty Insurance Company	\$67,000	35%	-15%	Trisura US Insurance Group
Transverse Specialty Insurance Company	\$6,000	54%		MS&AD US Insurance Group
	\$0			
Top Individual RRG				
	\$0			

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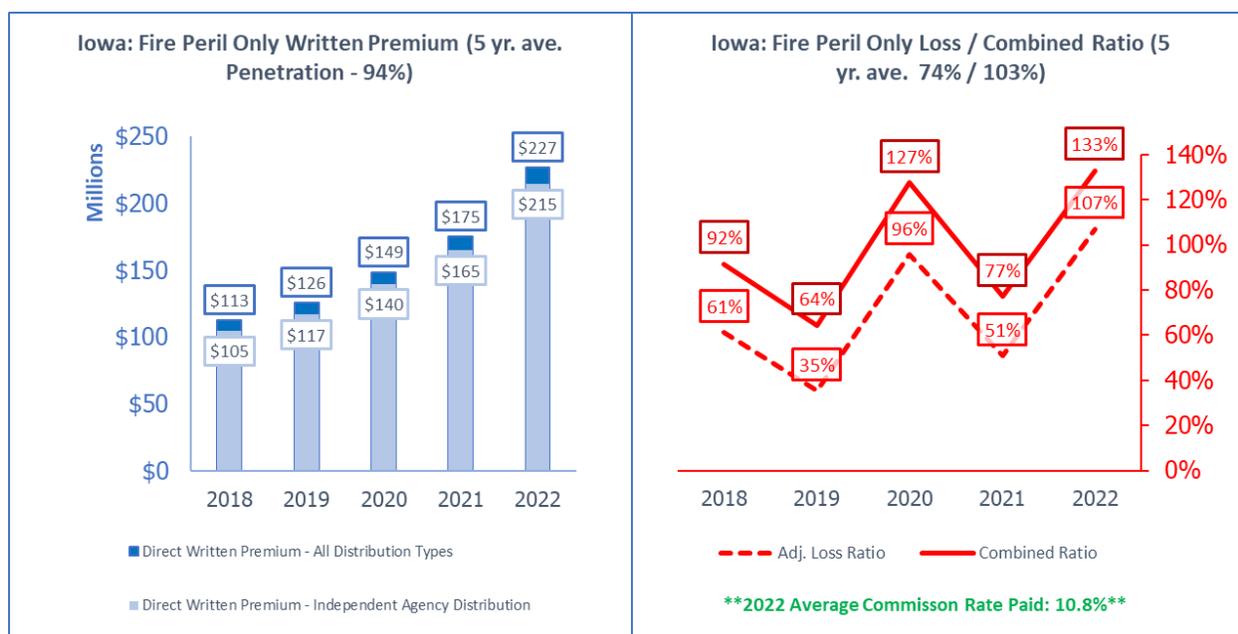
Fidelity



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$13,840,000	\$12,495,000	\$391,000	\$930,000	\$304,000
Loss and Combined Ratio Data Status				
100%	90%	3%	7%	2.2%
Active Affiliated and Unaffiliated Insurers				
97	81	7	7	9
1-Year / 5-Year Premium Growth: All Premium				
-2% / 1%	-2% / 1%	2% / 3%	0% / 4%	-1% / 44%
Top 5 Groups or Unaffiliated Single(s)				
	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$3,433,000	8%	7%	N/A
Chubb INA Group (G)	\$1,826,000	-2%	-19%	N/A
Great American P & C Insurance Group (G)	\$1,135,000	20%	-2%	N/A
CNA Insurance Companies (G)	\$927,000	29%	15%	N/A
EMC Insurance Companies (G)	\$775,000	42%	8%	N/A
Total or Average	\$13,906,000	20%	-2%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$3,404,000	10%	7%	Travelers Group
Federal Insurance Company	\$1,525,000	-3%	-23%	Chubb INA Group
Employers Mutual Casualty Company	\$775,000	42%	8%	EMC Insurance Companies
Great American Alliance Insurance Co	\$693,000	31%	3%	Great American P & C Insurance Group
Continental Casualty Company	\$553,000	31%	16%	CNA Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Southwest Marine and General Ins Co	\$634,000	89%	27%	Coaction Specialty Insurance Group
U.S. Specialty Insurance Company	\$7,000	-28%	0%	Tokio Marine US PC Group
RLI Insurance Company	\$2,000	1%	100%	RLI Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$201,000	-3%	-2%	Nationwide Group
Federated Mutual Insurance Company	\$90,000	-1%	23%	Federated Mutual Group
State Farm Fire and Casualty Company	\$47,000	0%	7%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
CUMIS Insurance Society, Inc.	\$614,000	-25%	0%	CUMIS Insurance Society Group
ICI Mutual Insurance Company, a RRG	\$222,000	4%	2%	...
Federated Rural Electric Ins Exchange	\$32,000	-5%	3%	...
Top 3 Surplus Lines Policy Issuing Insurers				
AIG Specialty Insurance Company	\$215,000	67%	6%	American International Group
QBE Specialty Insurance Company	\$30,000	5%	-14%	QBE North America Insurance Group
Steadfast Insurance Company	\$27,000	-3%	-39%	Zurich Insurance US PC Group
Top Individual RRG				
ICI Mutual Insurance Company, a RRG	\$222,000	4%	2%	...

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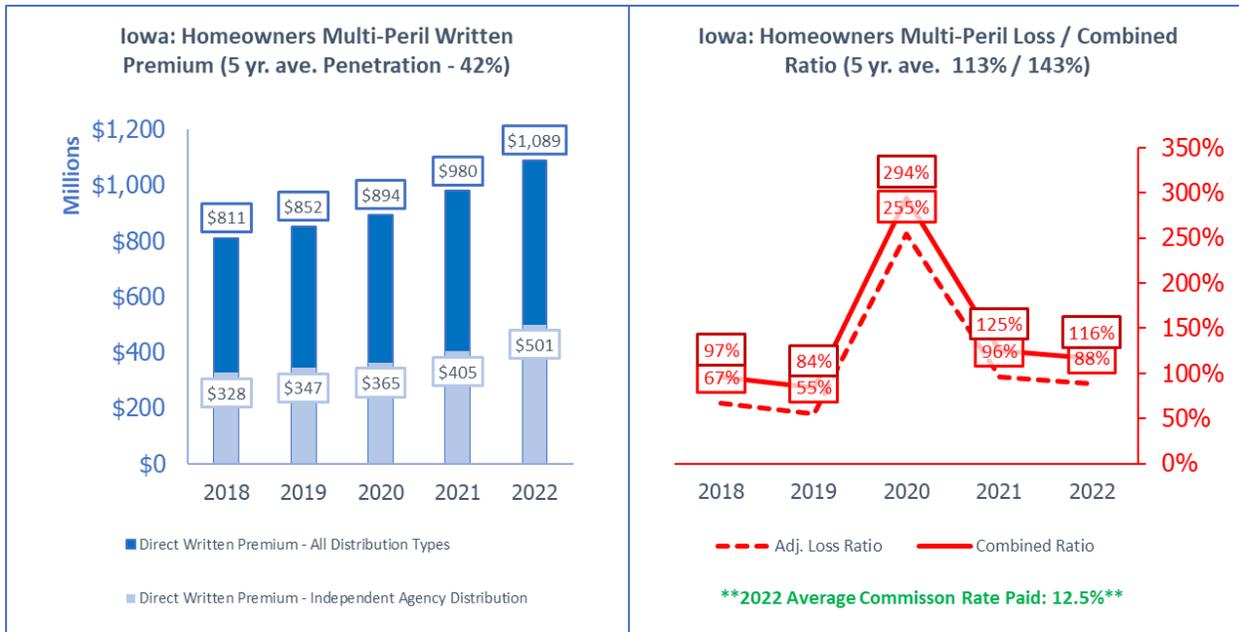
Fire Peril Only



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$227,016,000	\$214,663,000	\$5,119,000	\$5,114,000	\$48,796,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	95%	2%	2%	21.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
252	215	14	15	68
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
29% / 19%	30% / 20%	27% / 14%	-5% / 6%	32% / 35%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Auto-Owners Insurance Group (G)	\$24,505,000	44%	119%	N/A
EMC Insurance Companies (G)	\$22,242,000	-10%	28%	N/A
Allianz US PC Insurance Companies (G)	\$17,763,000	64%	76%	N/A
Starr International Group (G)	\$13,165,000	1000%	27%	N/A
Travelers Group (G)	\$12,303,000	17%	15%	N/A
Total or Average	\$227,016,000	107%	29%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Auto-Owners Insurance Company	\$24,277,000	40%	120%	Auto-Owners Insurance Group
Employers Mutual Casualty Company	\$14,300,000	-21%	28%	EMC Insurance Companies
Allianz Global Risks US Insurance Co	\$13,733,000	87%	42%	Allianz US PC Insurance Companies
Starr Surplus Lines Insurance Company	\$13,150,000	1000%	27%	Starr International Group
Farmers Mutual Hall Insurance Co of Iowa	\$11,090,000	35%	9%	FMH Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Houston Casualty Company	\$1,458,000	97%	16%	Tokio Marine US PC Group
Hallmark Specialty Insurance Company	\$880,000	16%	-3%	Hallmark Insurance Group
Northland Casualty Company	\$418,000	37%	45%	Travelers Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$1,441,000	174%	22%	Federated Mutual Group
Shelter Mutual Insurance Company	\$1,300,000	79%	16%	Shelter Insurance Companies
COUNTRY Casualty Insurance Company	\$518,000	0%	183%	COUNTRY Financial Property Casualty Grp
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$1,477,000	6%	-1%	Liberty Mutual Insurance Companies
Standard Guaranty Insurance Company	\$958,000	41%	18%	Assurant P&C Group
Nationwide Agribusiness Insurance Co	\$918,000	281%	10%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Starr Surplus Lines Insurance Company	\$13,150,000	1000%	27%	Starr International Group
Lexington Insurance Company	\$4,968,000	27%	19%	American International Group
Interstate Fire & Casualty Company	\$3,565,000	0%	5650%	Allianz US PC Insurance Companies
Top Individual RRG				
\$0				

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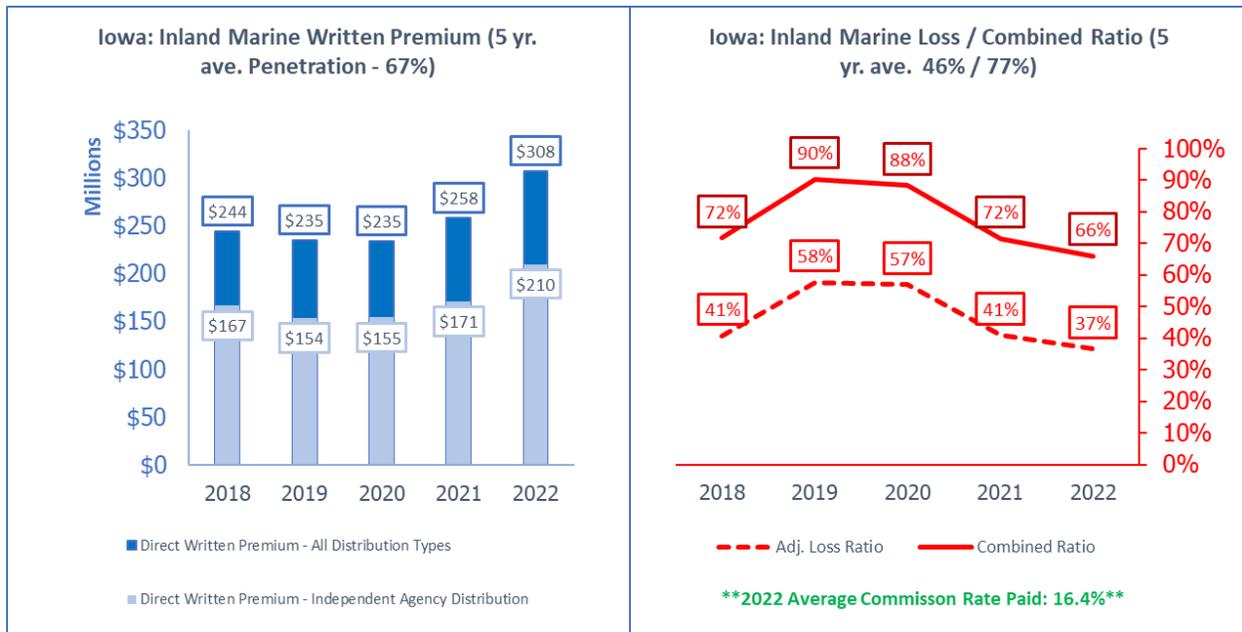
Homeowners



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,089,474,000	\$501,063,000	\$508,023,000	\$79,576,000	\$514,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	46%	47%	7%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
146	93	21	28	5
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
11% / 8%	24% / 11%	9% / 6%	13% / 8%	12% / 13%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
State Farm Group (G)	\$270,013,000	84%	7%	N/A
Nationwide Group (G)	\$118,440,000	87%	7%	N/A
American Family Insurance Group (G)	\$102,213,000	85%	15%	N/A
Farm Bureau Property & Casualty Group (G)	\$87,786,000	69%	11%	N/A
Auto-Owners Insurance Group (G)	\$56,486,000	110%	15%	N/A
Total or Average	\$1,089,470,000	88%	11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Auto-Owners Insurance Company	\$56,085,000	110%	15%	Auto-Owners Insurance Group
West Bend Mutual Insurance Company	\$52,653,000	100%	23%	...
ALLIED Property and Casualty Ins Co	\$37,403,000	88%	2%	Nationwide Group
AMCO Insurance Company	\$27,250,000	73%	2%	Nationwide Group
Allstate Vehicle and Property Ins Co	\$24,332,000	60%	19%	Allstate Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Spinnaker Insurance Company	\$1,073,000	1%	51%	Spinnaker Insurance Group
Lemonade Insurance Company	\$951,000	112%	27%	Lemonade Insurance Group
Praetorian Insurance Company	\$290,000	32%	36%	QBE North America Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$270,013,000	84%	7%	State Farm Group
Farm Bureau Property & Casualty Ins Co	\$80,507,000	69%	10%	Farm Bureau Property & Casualty Group
American Family Mutual Ins Co, S.I.	\$47,779,000	79%	5%	American Family Insurance Group
Top 3 Direct Policy-Issuing Insurers				
Homesite Insurance Co of the Midwest	\$21,300,000	85%	20%	American Family Insurance Group
United Services Automobile Association	\$12,339,000	122%	6%	USAA Group
MemberSelect Insurance Company	\$9,218,000	93%	7%	Auto Club Group
Top 3 Surplus Lines Policy Issuing Insurers				
Scottsdale Insurance Company	\$309,000	2%	-10%	Nationwide Group
Evanston Insurance Company	\$114,000	43%	119%	Markel Corporation Group
Lexington Insurance Company	\$40,000	-29%	900%	American International Group
Top Individual RRG				
\$0				

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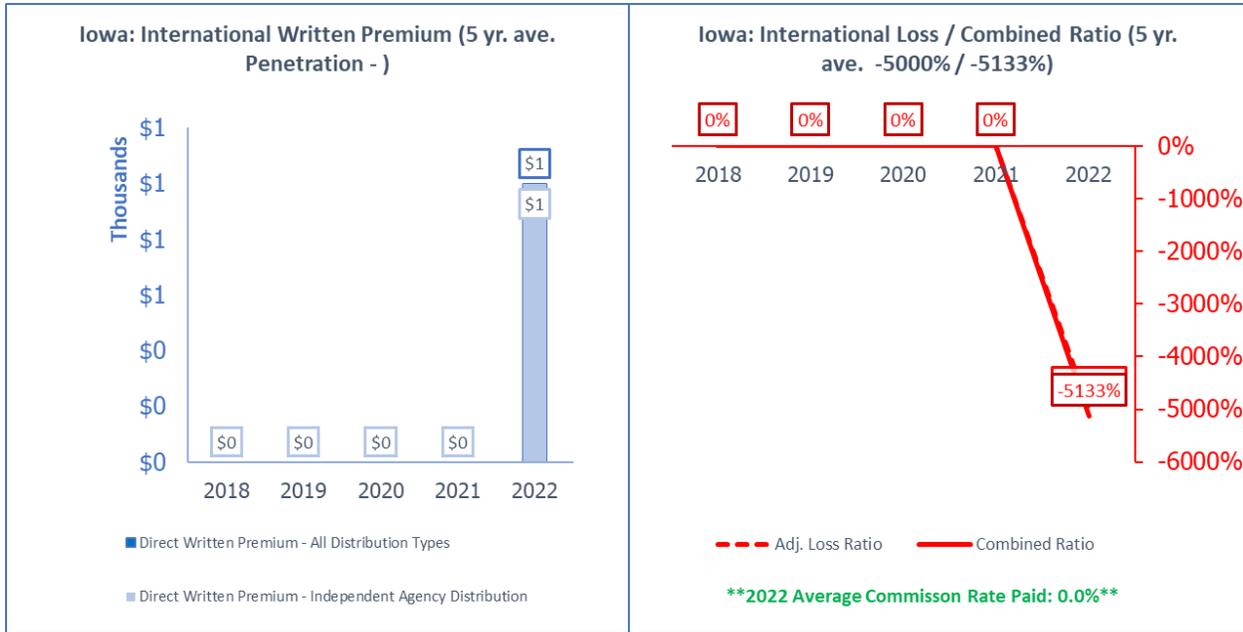
Inland Marine



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$307,594,000	\$210,397,000	\$67,425,000	\$6,446,000	\$11,861,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	68%	22%	2%	3.9%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
349	278	27	30	51
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
19% / 6%	23% / 6%	4% / 5%	32% / 22%	53% / -2%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Liberty Mutual Insurance Companies (G)	\$48,745,000	42%	8%	N/A
SU Insurance Company	\$21,857,000	45%	44%	N/A
American International Group (G)	\$12,735,000	24%	43%	N/A
Allianz US PC Insurance Companies (G)	\$12,254,000	22%	38%	N/A
Nationwide Group (G)	\$12,152,000	56%	6%	N/A
Total or Average	\$307,607,000	37%	19%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
American Bankers Insurance Co of Florida	\$11,287,000	11%	88%	Assurant P&C Group
Travelers Property Casualty Co of Amer	\$7,892,000	43%	9%	Travelers Group
Continental Casualty Company	\$7,768,000	50%	-12%	CNA Insurance Companies
Progressive Northern Insurance Company	\$7,397,000	58%	4%	Progressive Insurance Group
West Bend Mutual Insurance Company	\$6,841,000	25%	17%	...
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Securian Casualty Company	\$7,746,000	40%	100%	...
Generali USB	\$3,460,000	40%	129%	...
American Pet Insurance Company	\$3,382,000	57%	37%	Trupanion Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Liberty Insurance Underwriters, Inc.	\$45,569,000	44%	5%	Liberty Mutual Insurance Companies
State Farm Fire and Casualty Company	\$9,207,000	33%	1%	State Farm Group
Nationwide Mutual Insurance Company	\$3,848,000	43%	27%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Fire Insurance Company	\$1,427,000	13%	266%	Liberty Mutual Insurance Companies
Progressive Universal Insurance Company	\$982,000	58%	10%	Progressive Insurance Group
Nationwide Agribusiness Insurance Co	\$722,000	67%	57%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Lexington Insurance Company	\$4,772,000	29%	164%	American International Group
Evanston Insurance Company	\$1,129,000	28%	-26%	Markel Corporation Group
Endurance American Specialty Ins Co	\$774,000	37%	74%	Sompo Holdings US Group
Top Individual RRG				
\$0				

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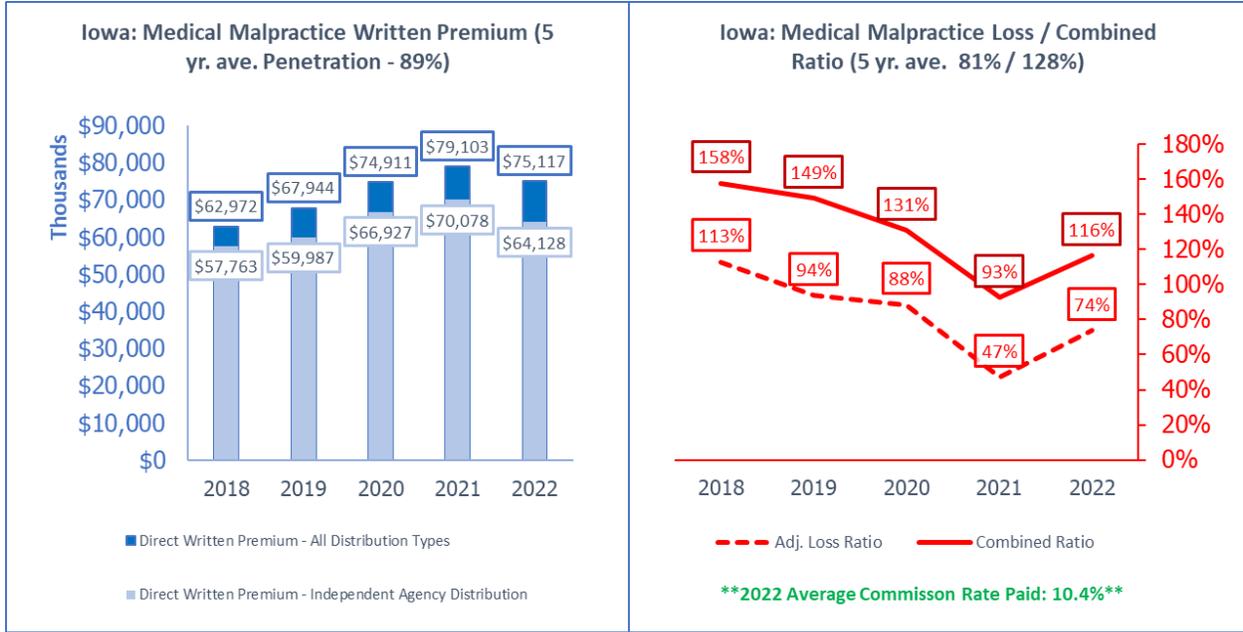
International



ALL Direct Written Premium (DPW)	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
\$1,000	\$1,000	\$0	\$0	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	100%	0%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
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: Excl.-Captive	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)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$1,000	-100%	#DIV/0!	N/A
Total or Average	\$1,000	-5000%	#DIV/0!	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Executive Risk Indemnity Inc.	\$1,000	49%		Chubb INA Group
1st Atlantic Surety Company	\$0			
Top 3 MGA/Wholesale Policy-Issuing Insurers				
	\$0			
Top 3 Exclusive-Captive Policy-Issuing Insurers				
	\$0			
Top 3 Direct Policy-Issuing Insurers				
	\$0			Farmers Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
	\$0			
Top Individual RRG				
	\$0			

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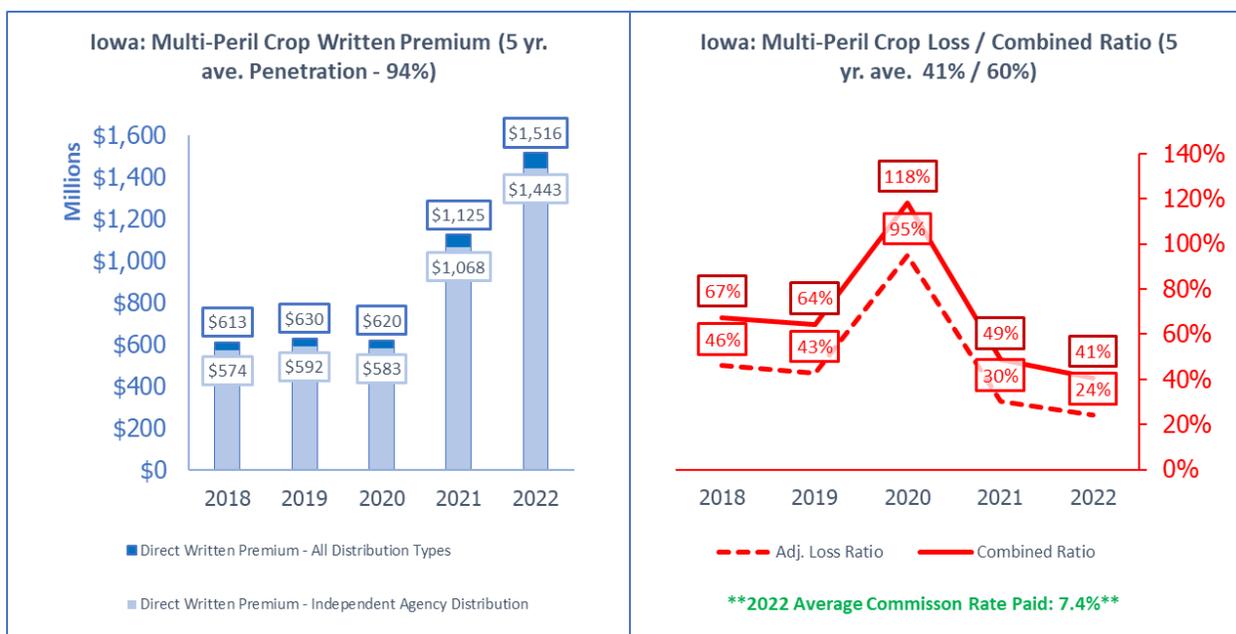
Medical Malpractice



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$75,117,000	\$64,128,000	\$1,886,000	\$7,707,000
	\$21,830,000			
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	85%	3%	10%
	29.1%			
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	94	64	6	12
	33			
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	-5% / 5%	-8% / 3%	0% / 1%	17% / 28%
	-19% / 3%			
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Constellation Insurance Group (G)	\$22,120,000	52%	-10%	N/A
COPIC Insurance Group (G)	\$10,256,000	130%	36%	N/A
Liberty Mutual Insurance Companies (G)	\$8,256,000	46%	-47%	N/A
Berkshire Hathaway Insurance Group (G)	\$5,015,000	53%	3%	N/A
Coverys Companies (G)	\$4,067,000	103%	8%	N/A
Total or Average	\$75,119,000	74%	-5%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
MMIC Insurance, Inc.	\$19,089,000	54%	-21%	Constellation Insurance Group
Ironshore Specialty Insurance Co	\$7,780,000	48%	-49%	Liberty Mutual Insurance Companies
MMIC Risk Retention Group, Inc.	\$3,031,000	38%	960%	Constellation Insurance Group
Illinois Union Insurance Company	\$2,593,000	71%	9%	Chubb INA Group
ProSelect Insurance Company	\$2,041,000	62%	-2%	Coverys Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$1,407,000	29%	15%	Markel Corporation Group
Health Care Industry Liab Recip Ins RRG	\$1,237,000	51%	-18%	...
TDC Specialty Insurance Company	\$1,219,000	34%	35%	Doctors Company Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Pharmacists Mutual Insurance Company	\$628,000	25%	-4%	Pharmacists Mutual Insurance Group
Liberty Insurance Underwriters, Inc.	\$470,000	-2%	6%	Liberty Mutual Insurance Companies
Medical Security Insurance Company	\$407,000	0%	13%	Curi Holdings Group
Top 3 Direct Policy-Issuing Insurers				
COPIC, A Risk Retention Group	\$3,278,000	315%	9%	COPIC Insurance Group
NCMIC Insurance Company	\$1,668,000	-5%	0%	NCMIC Group
Future Care Risk Retention Group, Inc.	\$1,345,000	23%	135%	...
Top 3 Surplus Lines Policy Issuing Insurers				
Ironshore Specialty Insurance Co	\$7,780,000	48%	-49%	Liberty Mutual Insurance Companies
Illinois Union Insurance Company	\$2,593,000	71%	9%	Chubb INA Group
Coverys Specialty Insurance Company	\$1,824,000	149%	23%	Coverys Companies
Top Individual RRG				
COPIC, A Risk Retention Group	\$3,278,000	315%	9%	COPIC Insurance Group

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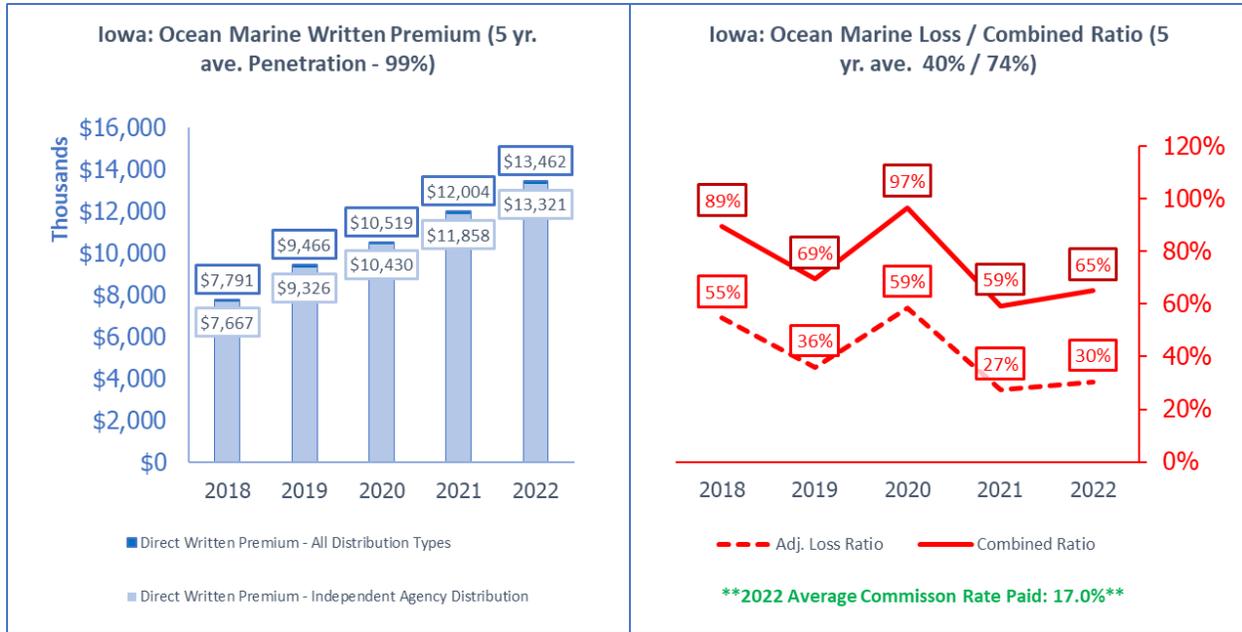
Multi-Peril Crop



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$1,443,112,000	\$70,926,000	\$2,297,000	\$0
	\$1,516,335,000			
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	5%	0%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	11	3	1	0
	15			
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	35% / 26%	27% / 16%	#NUM!	#DIV/0!
	35% / 25%			
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$312,621,000	19%	33%	N/A
FMH Insurance Group (G)	\$233,376,000	19%	31%	N/A
QBE North America Insurance Group (G)	\$228,591,000	27%	26%	N/A
Zurich Insurance US PC Group (G)	\$201,568,000	31%	60%	N/A
Sompo Holdings US Group (G)	\$170,236,000	45%	37%	N/A
Total or Average	\$1,516,334,000	24%	35%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
ACE Property and Casualty Insurance Co	\$247,568,000	17%	35%	Chubb INA Group
NAU Country Insurance Company	\$228,591,000	27%	26%	QBE North America Insurance Group
Farmers Mutual Hail Insurance Co of Iowa	\$214,940,000	19%	32%	FMH Insurance Group
Great American Insurance Company	\$167,670,000	14%	31%	Great American P & C Insurance Group
Producers Agriculture Insurance Company	\$85,618,000	27%	42%	Tokio Marine US PC Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Stratford Insurance Company	\$42,886,000	1%	27%	American International Group
FMH Ag Risk Insurance Company	\$18,436,000	14%	21%	FMH Insurance Group
	\$0			
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Western Agricultural Insurance Company	\$66,335,000	20%	28%	Farm Bureau Property & Casualty Group
State Farm Fire and Casualty Company	\$4,569,000	14%	17%	State Farm Group
COUNTRY Mutual Insurance Company	\$22,000	0%	0%	COUNTRY Financial Property Casualty Grp
Top 3 Direct Policy-Issuing Insurers				
American Agricultural Insurance Company	\$2,297,000	169%	223%	...
	\$0			Farmers Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
	\$0			
Top Individual RRG				
	\$0			

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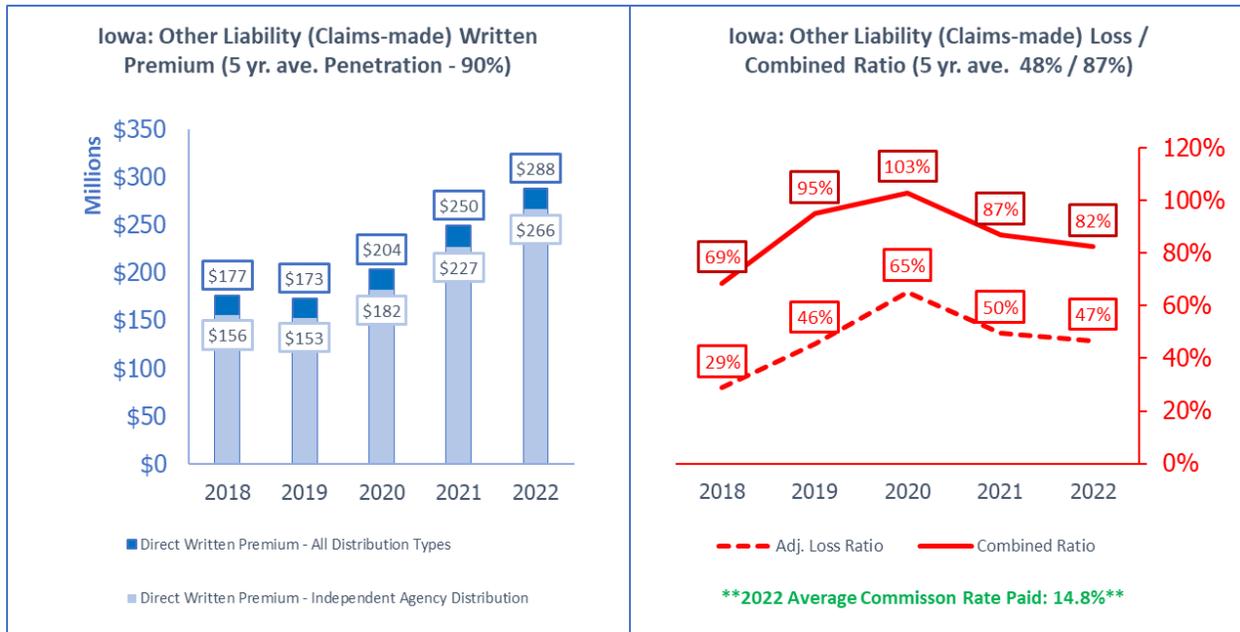
Ocean Marine



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$13,462,000	\$13,321,000	\$0	\$120,000
				\$391,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	99%	0%	1%
	2.9%			
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	59	52	0	6
			10	
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	12% / 15%	12% / 15%	#DIV/0!	-18% / 6%
			36% / 50%	
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
American International Group (G)	\$3,214,000	22%	18%	N/A
Great American P & C Insurance Group (G)	\$1,151,000	-25%	19%	N/A
Travelers Group (G)	\$1,146,000	50%	12%	N/A
Allianz US PC Insurance Companies (G)	\$874,000	-63%	14%	N/A
Sompo Holdings US Group (G)	\$718,000	23%	-4%	N/A
Total or Average	\$13,467,000	30%	12%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
National Union Fire Ins Co Pittsburgh PA	\$2,973,000	22%	13%	American International Group
Great American Insurance Company	\$1,146,000	-25%	19%	Great American P & C Insurance Group
Travelers Property Casualty Co of Amer	\$1,031,000	51%	13%	Travelers Group
AGCS Marine Insurance Company	\$874,000	-63%	14%	Allianz US PC Insurance Companies
Endurance American Insurance Company	\$718,000	23%	-4%	Sompo Holdings US Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
RLI Insurance Company	\$269,000	-7%	-49%	RLI Group
Houston Casualty Company	\$209,000	-2%	60%	Tokio Marine US PC Group
State National Insurance Company, Inc.	\$153,000	-1%	-9%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
\$0				
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$96,000	-3%	-19%	Liberty Mutual Insurance Companies
United Services Automobile Association	\$10,000	-5%	-9%	USAA Group
Amica Mutual Insurance Company	\$6,000	0%	0%	Amica Mutual Group
Top 3 Surplus Lines Policy Issuing Insurers				
Houston Casualty Company	\$209,000	-2%	60%	Tokio Marine US PC Group
Scottsdale Insurance Company	\$32,000	36%	-3%	Nationwide Group
Evanston Insurance Company	\$28,000	-17%	40%	Markel Corporation Group
Top Individual RRG				
\$0				

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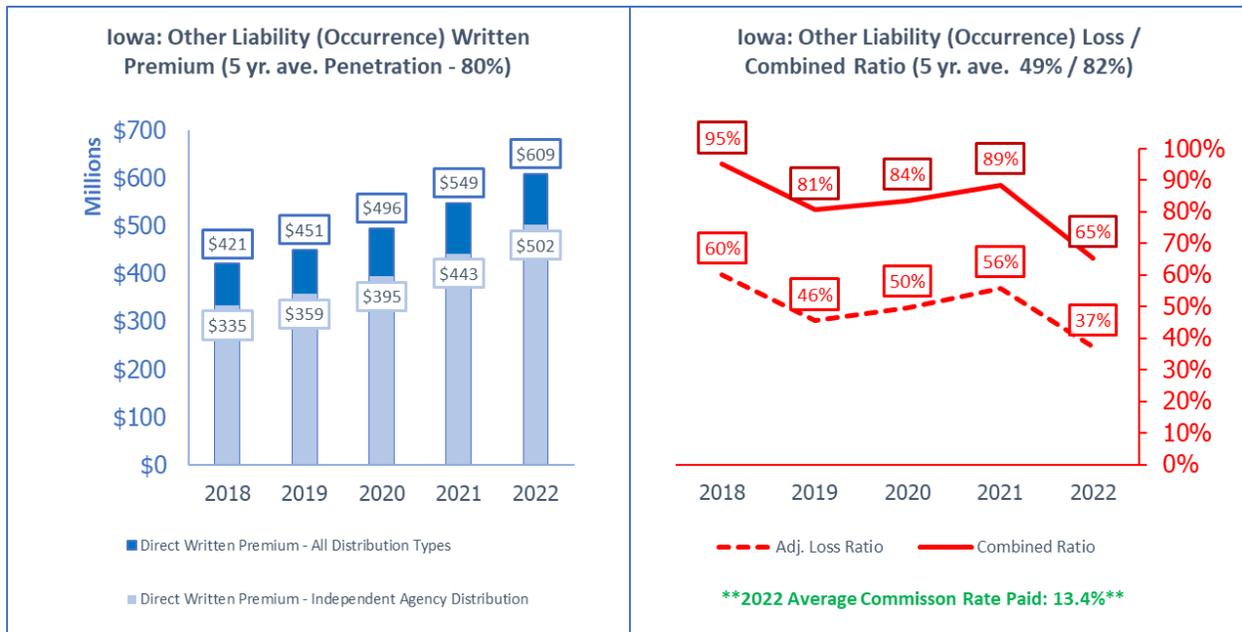
Other Liability (Claims-made)



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$288,454,000	\$266,447,000	\$1,895,000	\$14,546,000
	\$108,296,000			
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
100%	92%	1%	5%	37.5%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
316	258	16	21	93
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
16% / 13%	17% / 14%	15% / 6%	-14% / -2%	32% / 31%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$26,649,000	58%	12%	N/A
Berkshire Hathaway Insurance Group (G)	\$21,110,000	81%	-28%	N/A
Chubb INA Group (G)	\$20,901,000	41%	1%	N/A
CNA Insurance Companies (G)	\$19,629,000	63%	2%	N/A
XL America Companies (G)	\$16,483,000	22%	13%	N/A
Total or Average	\$288,455,000	47%	16%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Casualty and Surety Co of Amer	\$23,834,000	65%	13%	Travelers Group
Continental Casualty Company	\$15,796,000	69%	1%	CNA Insurance Companies
National Fire & Marine Insurance Co	\$13,046,000	116%	-41%	Berkshire Hathaway Insurance Group
Federal Insurance Company	\$12,596,000	15%	5%	Chubb INA Group
Ironshore Specialty Insurance Co	\$12,177,000	58%	293%	Liberty Mutual Insurance Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$2,539,000	77%	25%	Markel Corporation Group
Houston Casualty Company	\$2,328,000	68%	78%	Tokio Marine US PC Group
United Specialty Insurance Company	\$1,478,000	19%	8%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$510,000	216%	14%	Federated Mutual Group
Nationwide Mutual Insurance Company	\$333,000	0%	43%	Nationwide Group
Ironshore Indemnity Inc.	\$277,000	63%	35%	Liberty Mutual Insurance Companies
Top 3 Direct Policy-Issuing Insurers				
Petroleum Marketers Management Ins Co	\$5,553,000	14%	-2%	...
Minnesota Lawyers Mutual Insurance Co	\$3,800,000	212%	0%	MLM Group
ICI Mutual Insurance Company, a RRG	\$1,563,000	5%	5%	...
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$13,046,000	116%	-41%	Berkshire Hathaway Insurance Group
Ironshore Specialty Insurance Co	\$12,177,000	58%	293%	Liberty Mutual Insurance Companies
Indian Harbor Insurance Company	\$6,706,000	33%	14%	XL America Companies
Top Individual RRG				
ICI Mutual Insurance Company, a RRG	\$1,563,000	5%	5%	...

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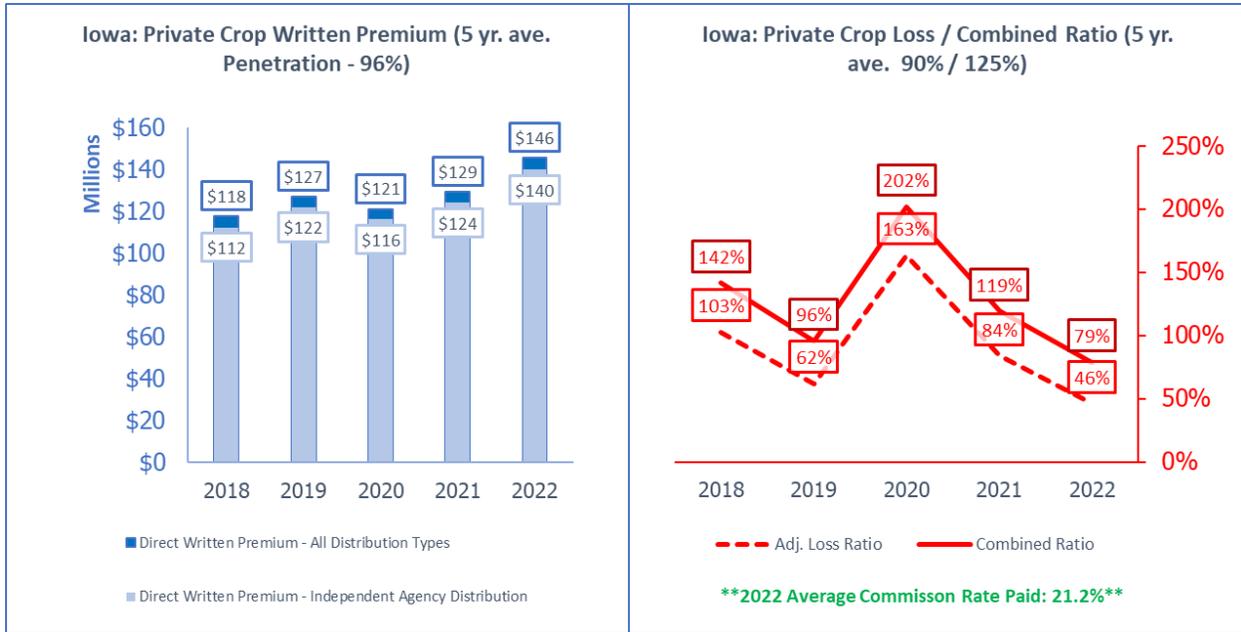
Other Liability (Occurrence)



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$502,402,000	\$56,227,000	\$43,644,000	\$135,228,000
	\$609,403,000			
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	9%	7%	22.2%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	483	32	35	102
	388			
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	11% / 10%	5% / 4%	4% / 7%	13% / 17%
	13% / 11%			
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Chubb INA Group (G)	\$36,630,000	102%	3%	N/A
Travelers Group (G)	\$33,547,000	46%	10%	N/A
EMC Insurance Companies (G)	\$31,432,000	33%	8%	N/A
Berkshire Hathaway Insurance Group (G)	\$27,404,000	55%	7%	N/A
Grinnell Mutual Group (G)	\$26,680,000	55%	4%	N/A
Total or Average	\$609,177,000	37%	11%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Travelers Property Casualty Co of Amer	\$28,147,000	39%	10%	Travelers Group
Grinnell Mutual Reinsurance Company	\$26,680,000	55%	4%	Grinnell Mutual Group
Employers Mutual Casualty Company	\$26,395,000	40%	11%	EMC Insurance Companies
West Bend Mutual Insurance Company	\$22,178,000	39%	14%	...
National Fire & Marine Insurance Co	\$18,394,000	71%	11%	Berkshire Hathaway Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Securian Casualty Company	\$13,587,000	43%	18%	...
Gemini Insurance Company	\$10,705,000	19%	25%	W. R. Berkley Insurance Group
Evanston Insurance Company	\$8,253,000	29%	134%	Markel Corporation Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
State Farm Fire and Casualty Company	\$17,083,000	90%	3%	State Farm Group
Farm Bureau Property & Casualty Ins Co	\$14,592,000	32%	6%	Farm Bureau Property & Casualty Group
Nationwide Mutual Insurance Company	\$4,631,000	71%	6%	Nationwide Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$10,372,000	56%	-13%	Nationwide Group
CUMIS Insurance Society, Inc.	\$8,204,000	66%	-9%	CUMIS Insurance Society Group
Liberty Surplus Insurance Corporation	\$6,542,000	174%	-24%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
National Fire & Marine Insurance Co	\$18,394,000	71%	11%	Berkshire Hathaway Insurance Group
Gemini Insurance Company	\$10,705,000	19%	25%	W. R. Berkley Insurance Group
Evanston Insurance Company	\$8,253,000	29%	134%	Markel Corporation Group
Top Individual RRG				
United Educators Ins, a Reciprocal RRG	\$1,720,000	-1%	21%	...

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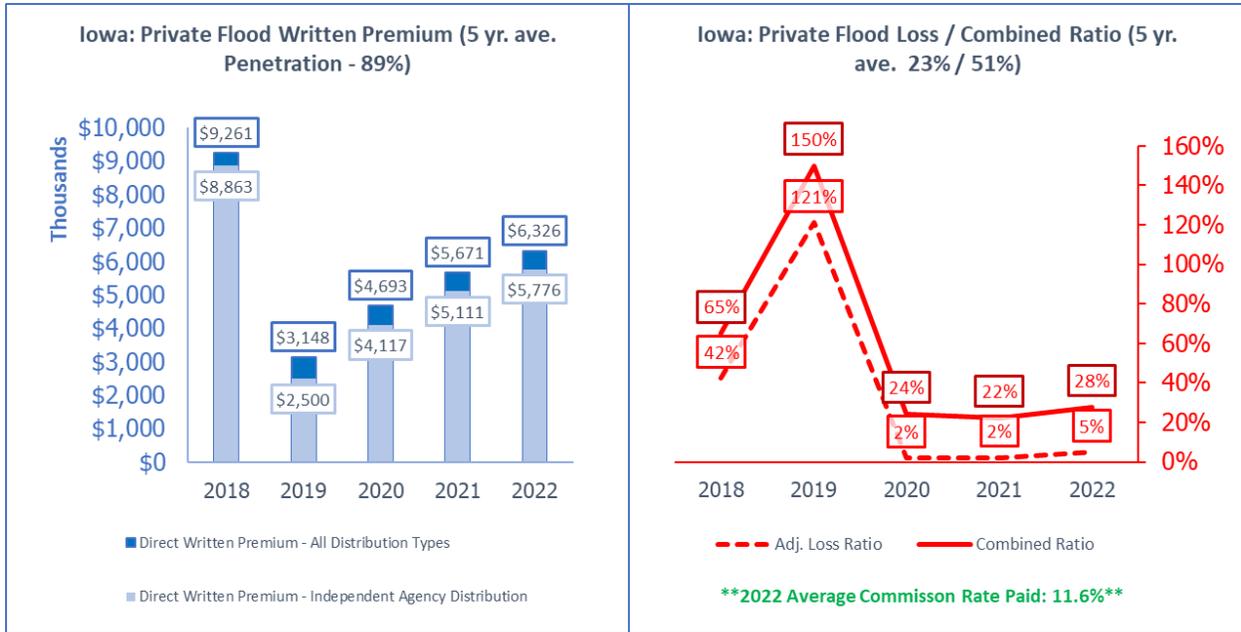
Private Crop



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$145,836,000	\$140,042,000	\$5,794,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	96%	4%	0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	16	13	3	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	13% / 5%	13% / 6%	10% / 2%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
FMH Insurance Group (G)	\$28,801,000	31%	28%	N/A
Chubb INA Group (G)	\$28,593,000	64%	20%	N/A
Zurich Insurance US PC Group (G)	\$19,339,000	44%	2%	N/A
QBE North America Insurance Group (G)	\$18,693,000	44%	38%	N/A
Sompo Holdings US Group (G)	\$16,396,000	37%	-12%	N/A
Total or Average	\$145,836,000	46%	13%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Farmers Mutual Hail Insurance Co of Iowa	\$26,710,000	31%	28%	FMH Insurance Group
ACE Property and Casualty Insurance Co	\$21,616,000	63%	18%	Chubb INA Group
NAU Country Insurance Company	\$18,693,000	44%	38%	QBE North America Insurance Group
Great American Insurance Company	\$14,902,000	39%	11%	Great American P & C Insurance Group
Agri General Insurance Company	\$6,977,000	69%	24%	Chubb INA Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Stratford Insurance Company	\$6,798,000	43%	18%	American International Group
FMH Ag Risk Insurance Company	\$2,091,000	23%	29%	FMH Insurance Group
U.S. Specialty Insurance Company	\$147,000	59%		Tokio Marine US PC Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Western Agricultural Insurance Company	\$5,253,000	47%	11%	Farm Bureau Property & Casualty Group
State Farm Fire and Casualty Company	\$540,000	66%	6%	State Farm Group
COUNTRY Mutual Insurance Company	\$1,000	0%	0%	COUNTRY Financial Property Casualty Grp
Top 3 Direct Policy-Issuing Insurers				
	\$0			Farmers Insurance Group
Top 3 Surplus Lines Policy Issuing Insurers				
	\$0			
Top Individual RRG				
	\$0			

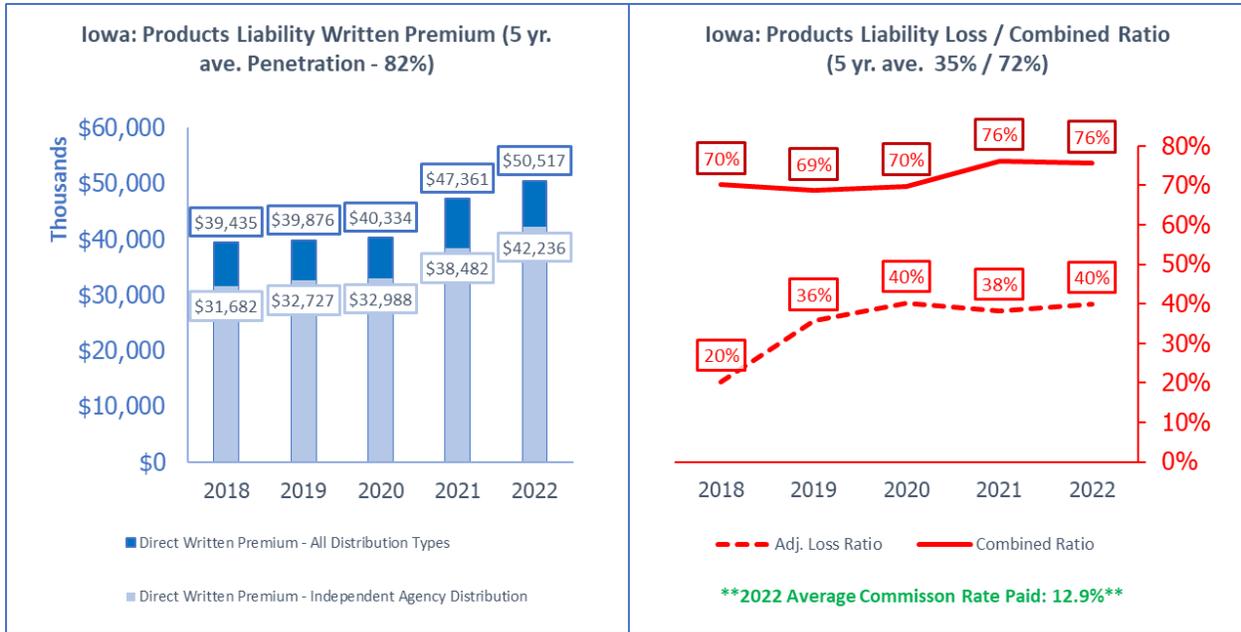
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Private Flood



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$6,326,000	\$5,776,000	\$14,000	\$536,000
	\$3,148	\$2,500	\$4,693	\$5,671
	\$5,111	\$5,776	\$6,326	
	\$9,261	\$8,863		
	\$3,148	\$2,500	\$4,693	\$5,671
	\$5,111	\$5,776	\$6,326	
	\$9,261	\$8,863		
	\$3,148	\$2,500	\$4,693	\$5,671
	\$5,111	\$5,776	\$6,326	
	\$9,261	\$8,863		
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	\$9,261	\$8,863		
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	\$3,148	\$2,500	\$4,693	\$5,671
	\$5,111			

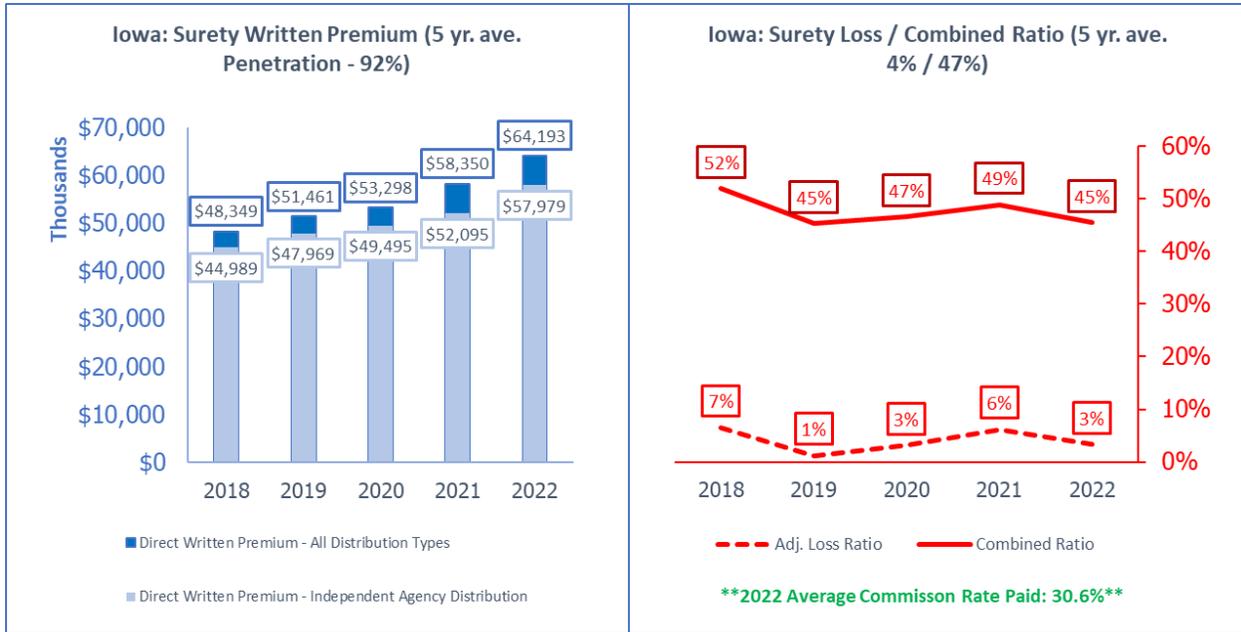
Products Liability



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$50,517,000	\$42,236,000	\$1,921,000	\$5,467,000
	\$42,236,000	\$1,921,000	\$5,467,000	\$10,780,000
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	84%	4%	11%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	172	153	11	6
	43			
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	7% / 6%	10% / 7%	10% / -4%	-13% / 1%
	23% / 13%			
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
United Fire & Casualty Group (G)	\$3,892,000	124%	8%	N/A
Nationwide Group (G)	\$3,627,000	38%	-22%	N/A
West Bend Mutual Insurance Company	\$2,938,000	62%	21%	N/A
Chubb INA Group (G)	\$2,926,000	68%	9%	N/A
Liberty Mutual Insurance Companies (G)	\$2,568,000	18%	7%	N/A
Total or Average	\$50,516,000	40%	7%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
United Fire & Casualty Company	\$3,185,000	127%	7%	United Fire & Casualty Group
West Bend Mutual Insurance Company	\$2,938,000	62%	21%	...
Hartford Fire Insurance Company	\$1,885,000	-12%	15%	Hartford Insurance Group
Grinnell Mutual Reinsurance Company	\$1,755,000	23%	8%	Grinnell Mutual Group
Austin Mutual Insurance Company	\$1,689,000	6%	26%	American Family Insurance Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Evanston Insurance Company	\$661,000	4%	20%	Markel Corporation Group
Houston Casualty Company	\$501,000	-48%	9%	Tokio Marine US PC Group
Gemini Insurance Company	\$376,000	41%	26%	W. R. Berkley Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Federated Mutual Insurance Company	\$630,000	44%	34%	Federated Mutual Group
Sentry Insurance Company	\$534,000	-100%	7%	Sentry Insurance Group
Federated Reserve Insurance Company	\$253,000	3%	-30%	Federated Mutual Group
Top 3 Direct Policy-Issuing Insurers				
Nationwide Agribusiness Insurance Co	\$2,460,000	58%	-32%	Nationwide Group
Liberty Mutual Fire Insurance Company	\$2,134,000	9%	10%	Liberty Mutual Insurance Companies
Crestbrook Insurance Company	\$742,000	10%	61%	Nationwide Group
Top 3 Surplus Lines Policy Issuing Insurers				
Great American E & S Insurance Company	\$1,070,000	6%	20%	Great American P & C Insurance Group
Lexington Insurance Company	\$894,000	21%	-2%	American International Group
Cincinnati Specialty Underwriters Ins Co	\$892,000	-24%	7%	The Cincinnati Insurance Companies
Top Individual RRG				
	\$0			

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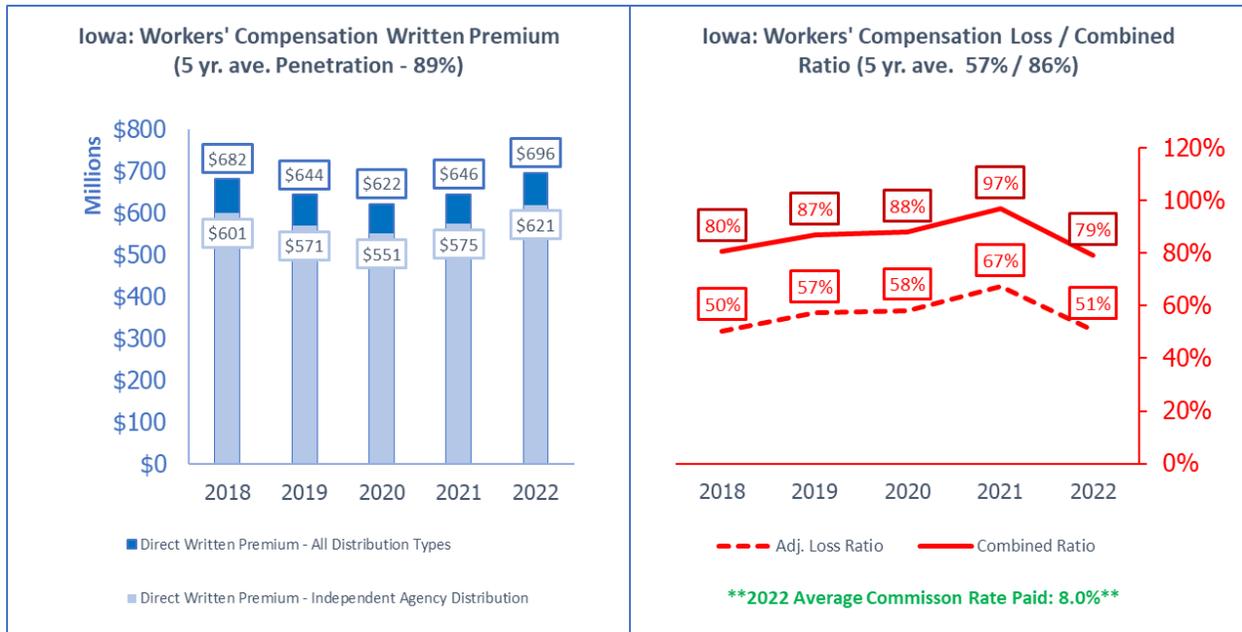
Surety



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$64,193,000	\$57,979,000	\$1,593,000	\$4,032,000
	\$335,000			
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	90%	2%	6%
	0.5%			
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	117	104	6	3
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	10% / 7%	11% / 7%	21% / 8%	10% / 18%
				264% / 328%
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Merchants Bonding Co (Mutual) Group (G)	\$12,730,000	1%	19%	N/A
Travelers Group (G)	\$5,679,000	7%	-11%	N/A
United Fire & Casualty Group (G)	\$5,622,000	-6%	21%	N/A
Liberty Mutual Insurance Companies (G)	\$4,899,000	0%	28%	N/A
CNA Insurance Companies (G)	\$4,250,000	0%	-4%	N/A
Total or Average	\$64,199,000	3%	10%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
Merchants Bonding Company (Mutual)	\$9,164,000	1%	19%	Merchants Bonding Co (Mutual) Group
United Fire & Casualty Company	\$5,622,000	-6%	21%	United Fire & Casualty Group
Travelers Casualty and Surety Co of Amer	\$5,369,000	7%	-13%	Travelers Group
Western Surety Company	\$4,031,000	0%	9%	CNA Insurance Companies
Merchants National Bonding, Inc.	\$3,566,000	0%	20%	Merchants Bonding Co (Mutual) Group
Top 3 MGA/Wholesale Policy-Issuing Insurers				
RLI Insurance Company	\$346,000	7%	9%	RLI Group
Markel Insurance Company	\$326,000	32%	987%	Markel Corporation Group
Harco National Insurance Company	\$245,000	5%	88%	IAT Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Nationwide Mutual Insurance Company	\$1,120,000	1%	24%	Nationwide Group
Euler Hermes North America Insurance Co.	\$213,000	28%	23%	Allianz US PC Insurance Companies
State Farm Fire and Casualty Company	\$184,000	4%	-4%	State Farm Group
Top 3 Direct Policy-Issuing Insurers				
Liberty Mutual Insurance Company	\$3,915,000	0%	15%	Liberty Mutual Insurance Companies
Protective Insurance Company	\$115,000	0%		Progressive Insurance Group
Repwest Insurance Company	\$2,000	0%	100%	AMERCO Property and Casualty Ins Group
Top 3 Surplus Lines Policy Issuing Insurers				
Clear Blue Specialty Insurance Company	\$242,000	71%		Clear Blue Insurance Group
Accelerant Specialty Insurance Company	\$47,000	96%		Accelerant US Holdings Group
Canopus US Insurance, Inc.	\$46,000	120%	-49%	...
Top Individual RRG				
	\$0			

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Workers' Compensation



	Ind. Agent DPW	Excl.-Captive Agents DPW	Direct DPW	Surplus Lines DPW
	\$696,351,000	\$37,689,000	\$37,333,000	\$0
Loss and Combined Ratio Data Status	IA+MGA+IA-Mixed Penetration	Excl.-Captive Penetration	Direct Penetration	Surplus Lines Utilization
	100%	5%	5%	0.0%
Active Affiliated and Unaffiliated Insurers	IA+MGA+IA-Mixed Insurers	Excl.-Captive Insurers	Direct Insurers	Surplus Lines Insurers
	314	21	13	0
1-Year / 5-Year Premium Growth: All Premium	1-yr / 5-yr: IA+MGA+IA-Mixed	1-yr / 5-yr: Excl.-Captive	1-yr / 5-yr: Direct	1-yr / 5-yr: Surplus Lines
	8% / 1%	9% / -2%	3% / -1%	#DIV/0!
Top 5 Groups or Unaffiliated Single(s)	1-Year DPW	1-Year Adj. Loss Ratio	1-Year Growth Rate	Group Name or ALL L.O.B. DPW
Travelers Group (G)	\$52,713,000	67%	13%	N/A
EMC Insurance Companies (G)	\$44,451,000	73%	-3%	N/A
West Bend Mutual Insurance Company	\$35,849,000	48%	12%	N/A
AF Group (G)	\$34,380,000	58%	-3%	N/A
Zurich Insurance US PC Group (G)	\$31,173,000	99%	12%	N/A
Total or Average	\$696,451,000	51%	8%	N/A
Top 5 Pure Independent Agent-Broker Policy-Issuing Insurers				
West Bend Mutual Insurance Company	\$35,849,000	48%	12%	...
Employers Mutual Casualty Company	\$29,368,000	78%	-12%	EMC Insurance Companies
Travelers Indemnity Co of Connecticut	\$20,712,000	33%	8%	Travelers Group
Old Republic Insurance Company	\$15,326,000	24%	30%	Old Republic Insurance Group
SFM Mutual Insurance Company	\$14,873,000	57%	29%	SFM Companies
Top 3 MGA/Wholesale Policy-Issuing Insurers				
Markel Insurance Company	\$5,471,000	52%	-7%	Markel Corporation Group
Praetorian Insurance Company	\$1,264,000	227%	-7%	QBE North America Insurance Group
Benchmark Insurance Company	\$576,000	138%	513%	Benchmark Insurance Group
Top 3 Exclusive-Captive Policy-Issuing Insurers				
Western Agricultural Insurance Company	\$9,309,000	35%	15%	Farm Bureau Property & Casualty Group
Federated Mutual Insurance Company	\$5,712,000	57%	2%	Federated Mutual Group
Farm Bureau Property & Casualty Ins Co	\$5,438,000	42%	18%	Farm Bureau Property & Casualty Group
Top 3 Direct Policy-Issuing Insurers				
LM Insurance Corporation	\$14,089,000	69%	20%	Liberty Mutual Insurance Companies
Nationwide Agribusiness Insurance Co	\$8,694,000	-10%	-25%	Nationwide Group
Liberty Insurance Corporation	\$4,710,000	-100%	36%	Liberty Mutual Insurance Companies
Top 3 Surplus Lines Policy Issuing Insurers				
	\$0			
Top Individual RRG				
	\$0			

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Appendix #1: All Lines of Business-Additional Details

2022 - Iowa: 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	83,571,000	50%	59%	11%	5%	68%	69%
Aggregate Write-ins	5,054,000	15%	93%	3%	1%	22%	23%
<u>Aircraft (all perils)</u>	20,390,000	48%	41%	17%	14%	97%	95%
<u>All Commercial Auto</u>	615,672,000	65%	65%	9%	10%	84%	84%
<u>All Private Passenger Auto</u>	2,100,476,000	76%	65%	6%	3%	42%	41%
<u>Allied Perils Only</u>	207,969,000	59%	187%	16%	14%	94%	93%
<u>Boiler & Machinery</u>	33,622,000	33%	47%	9%	8%	93%	91%
<u>Burglary & Theft</u>	4,359,000	26%	43%	28%	8%	97%	96%
<u>Commercial Multi-Peril</u>	591,016,000	79%	125%	15%	10%	72%	75%
Credit	21,373,000	40%	40%	13%	14%	84%	80%
<u>Earthquake</u>	7,430,000	6%	5%	13%	16%	87%	85%
<u>Excess Workers' Comp</u>	13,594,000	54%	55%	8%	4%	89%	90%
<u>Farmowners Multi-Peril</u>	271,260,000	76%	90%	8%	5%	19%	20%
<u>Federal Flood</u>	8,743,000	1%	65%	-22%	-4%	89%	88%
<u>Fidelity</u>	13,840,000	20%	25%	-2%	1%	90%	91%
Financial Guaranty	1,130,000	0%	0%	62%	-25%	0%	65%
<u>Fire Peril Only</u>	227,016,000	107%	74%	29%	19%	95%	94%
<u>Homeowners Multi-Peril</u>	1,089,474,000	88%	113%	11%	8%	46%	42%
<u>Inland Marine</u>	307,594,000	37%	46%	19%	6%	68%	67%
<u>International</u>	1,000	-5000%	-5000%	N/A	N/A	100%	100%
<u>Medical Malpractice</u>	75,117,000	74%	81%	-5%	5%	85%	89%
Mortgage Guaranty	51,779,000	-9%	0%	-2%	1%	13%	11%
<u>Multi-Peril Crop</u>	1,516,335,000	24%	41%	35%	25%	95%	95%
<u>Ocean Marine</u>	13,462,000	30%	40%	12%	15%	99%	99%
<u>Other Liability (Claims-made)</u>	288,454,000	47%	48%	16%	13%	92%	90%
<u>Other Liability (Occurrence)</u>	609,403,000	37%	49%	11%	10%	82%	81%
<u>Private Crop</u>	145,836,000	46%	90%	13%	5%	96%	96%
<u>Private Flood</u>	6,326,000	5%	23%	12%	-9%	91%	91%
<u>Products Liability</u>	50,517,000	40%	35%	7%	6%	84%	82%
<u>Surety</u>	64,193,000	3%	4%	10%	7%	90%	92%
Warranty	4,378,000	58%	55%	-12%	-12%	36%	20%
<u>Workers' Compensation</u>	696,351,000	51%	57%	8%	1%	89%	89%
Total (All Lines)	9,145,709,000	59%	72%	14%	9%	69%	66%
<u>Total (IA-Focused Lines)</u>	8,978,424,000	No Industry Rpt	No Industry Rpt	14%	9%	70%	67%

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 *Iowa P&C Marketplace Summary* classifies insurers into distribution styles based on the insurer's reported marketing type(s). These marketing types are provided as part of what is known as a "Galley Process," 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 2022.

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

Distribution Style Classifications:

The approach used by this *P&C Marketplace Summary* is to 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 less so. When insurers list multiple marketing 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 2022, and those insurers are categorized as "Other."

There are 6 distribution styles into which each insurer is categorized in this *Summary*: (1) Pure IA or Broker, (2) MGA/Wholesale, (3) IA-Mixed, (4) Exclusive-Captive, (5) Direct, and (6) Other. When general independent agent distribution figures are needed, data for the first three distribution styles are combined, and are of the most interest. The remaining three distribution styles stand on their own. Other industry analysis of distribution and penetration may vary in how the impact of insurer distribution choices are determined, but generally the results are similar to the approach taken in this *Summary*.

By controlling the distribution style classification in this way 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 distribution styles by line of business. It also allows creating lists of insurers by line of business for each distribution style.

Proprietary Classification of Premiums by Line of Business

Featured in the table below are the premiums as calculated based on the proprietary classification of insurers into distribution styles. Premiums are shown first for each line of business and All Distribution styles combined, and then for the 6 distribution styles just listed above separately. Bold and underlined in the table below are the 26 P&C independent agent-focused lines of business. The total for those 26 lines is provided in the last line of the table, Total (IA-Focused Lines).

2022 - Iowa: All Lines of Business Distribution Style - DPW (Premiums) in Millions of Dollars							
Iowa 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	84	49	8	0	22	1	3
Aggregate Write-ins	5	1	0	0	0	4	0
<u>Aircraft (all perils)</u>	20	19	1	0	0	0	0
<u>All Commercial Auto</u>	616	487	28	5	46	30	19
<u>All Private Passenger Auto</u>	2,100	796	10	66	823	405	0
<u>Allied Perils Only</u>	208	160	4	32	7	5	1
<u>Boiler & Machinery</u>	34	22	0	9	1	2	0
<u>Burglary & Theft</u>	4	4	0	0	0	0	0
<u>Commercial Multi-Peril</u>	591	398	12	16	128	34	4
Credit	21	9	8	0	3	0	0
<u>Earthquake</u>	7	5	1	0	1	0	0
<u>Excess Workers' Comp</u>	14	12	0	0	0	2	0
<u>Farmowners Multi-Peril</u>	271	50	0	1	165	55	0
<u>Federal Flood</u>	9	7	1	0	1	0	0
<u>Fidelity</u>	14	12	1	0	0	1	0
Financial Guaranty	1	0	0	0	0	1	0
<u>Fire Peril Only</u>	227	195	4	16	5	5	2
<u>Homeowners Multi-Peril</u>	1,089	440	3	58	508	80	1
<u>Inland Marine</u>	308	166	24	21	67	6	23
<u>International</u>	0	0	0	0	0	0	0
<u>Medical Malpractice</u>	75	46	6	12	2	8	1
Mortgage Guaranty	52	7	0	0	0	37	8
<u>Multi-Peril Crop</u>	1,516	1,009	61	372	71	2	0
<u>Ocean Marine</u>	13	12	1	0	0	0	0
<u>Other Liability (Claims-made)</u>	288	242	20	5	2	15	6
<u>Other Liability (Occurrence)</u>	609	449	48	6	56	44	7
<u>Private Crop</u>	146	95	9	36	6	0	0
<u>Private Flood</u>	6	5	0	0	0	1	0
<u>Products Liability</u>	51	40	2	0	2	5	1
<u>Surety</u>	64	56	2	0	2	4	1
Warranty	4	2	0	0	1	1	0
<u>Workers' Compensation</u>	696	590	9	22	38	37	1
Total (All Lines)	9,146	5,384	264	677	1,956	786	78
Total (IA-Focused Lines)	8,978	5,316	248	676	1,929	741	67

Source: © A.M. Best Company — used by permission, and the Real Insurance Solutions Consulting proprietary classification of policy issuing insurers, based on reported Marketing Types into Distribution Styles.

Top 10 Largest Insurers by Distribution Style

To provide examples of the classification approach results, the top insurers in each distribution style are shown below with the reported marketing type and premiums for Iowa.

Top 10 Insurers Classified as IA or Broker - DPW (Premiums) in Millions of Dollars			
Iowa Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Progressive Northern Insurance Company	Progressive Insurance Group	332.8	Independent Agency
ACE Property and Casualty Insurance Co	Chubb INA Group	287.0	Independent Agency
Farmers Mutual Hail Insurance Co of Iowa	FMH Insurance Group	266.7	Independent Agency
NAU Country Insurance Company	QBE North America Insurance Group	247.3	Independent Agency
West Bend Mutual Insurance Company	...	237.8	Independent Agency
Great American Insurance Company	Great American P & C Insurance Group	193.7	Independent Agency
Employers Mutual Casualty Company	EMC Insurance Companies	145.1	Independent Agency
Auto-Owners Insurance Company	Auto-Owners Insurance Group	131.2	Independent Agency
Owners Insurance Company	Auto-Owners Insurance Group	127.2	Independent Agency
Grinnell Mutual Reinsurance Company	Grinnell Mutual Group	108.9	Independent Agency

Top 10 Insurers Classified as MGA/Wholesale - DPW (Premiums) in Millions of Dollars			
Iowa Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Stratford Insurance Company	American International Group	49.8	General Agent
Securian Casualty Company	...	21.3	Managing General Agent
FMH Ag Risk Insurance Company	FMH Insurance Group	20.5	General Agent
Evanston Insurance Company	Markel Corporation Group	15.5	Managing General Agent
Gemini Insurance Company	W. R. Berkley Insurance Group	12.1	Managing General Agent
Northland Insurance Company	Travelers Group	9.5	General Agent
Ohio Indemnity Company	...	9.3	Managing General Agent, Direct Response
National Interstate Insurance Company	Great American P & C Insurance Group	8.0	General Agent
Markel Insurance Company	Markel Corporation Group	7.8	Managing General Agent
Houston Casualty Company	Tokio Marine US PC Group	7.3	Managing General Agent, Independent Agency

Top 10 Insurers Classified as IA-Mixed - DPW (Premiums) in Millions of Dollars			
Iowa Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Rural Community Insurance Company	Zurich Insurance US PC Group	220.9	Other
American Agri-Business Insurance Company	Sompo Holdings US Group	186.6	Other Agency
Depositors Insurance Company	Nationwide Group	112.9	Direct Response, Independent Agency
Factory Mutual Insurance Company	FM Global Group	50.7	Direct Response, Broker
Jefferson Insurance Company	Allianz US PC Insurance Companies	10.1	Internet, Independent Agency
American Modern Property & Casualty Ins	Munich-American Holding Corp Companies	9.9	Worksite Marketing
Church Mutual Insurance Company, S.I.	Church Mutual Insurance Group	9.1	Direct Response, Independent Agency
Triangle Insurance Company, Inc	...	8.5	Independent Agency, Exclusive/Captive Agent
COPIC Insurance Company	COPIC Insurance Group	7.2	Direct Response, Independent Agency
Dakota Truck Underwriters	Dakota Group	6.8	Direct Response, Independent Agency

Top 10 Insurers Classified as Exclusive-Captive - DPW (Premiums) in Millions of Dollars			
Iowa Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Farm Bureau Property & Casualty Ins Co	Farm Bureau Property & Casualty Group	396.7	Exclusive/Captive Agent
State Farm Fire and Casualty Company	State Farm Group	392.9	Exclusive/Captive Agent
State Farm Mutual Automobile Ins Co	State Farm Group	377.7	Exclusive/Captive Agent
American Family Mutual Ins Co, S.I.	American Family Insurance Group	125.7	Exclusive/Captive Agent
Western Agricultural Insurance Company	Farm Bureau Property & Casualty Group	118.7	Exclusive/Captive Agent, Managing General Agent
American Family Insurance Company	American Family Insurance Group	96.3	Exclusive/Captive Agent
Allstate Fire and Casualty Insurance Co	Allstate Insurance Group	64.3	Exclusive/Captive Agent
Liberty Insurance Underwriters, Inc.	Liberty Mutual Insurance Companies	47.5	Exclusive/Captive Agent, Direct Response
American National Lloyds Insurance Co	American National Prop & Cas Group	35.6	Exclusive/Captive Agent
Shelter Mutual Insurance Company	Shelter Insurance Companies	32.7	Exclusive/Captive Agent

Top 10 Insurers Classified as Direct - DPW (Premiums) in Millions of Dollars			
Iowa Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
Progressive Universal Insurance Company	Progressive Insurance Group	191.8	Direct Response
Nationwide Agribusiness Insurance Co	Nationwide Group	169.2	Direct Response
GEICO Casualty Company	Berkshire Hathaway Insurance Group	49.6	Direct Response
United Services Automobile Association	USAA Group	29.9	Direct Response
Homesite Insurance Co of the Midwest	American Family Insurance Group	21.3	Direct Response
GEICO Secure Insurance Company	Berkshire Hathaway Insurance Group	21.2	Direct Response
USAA Casualty Insurance Company	USAA Group	19.2	Direct Response
USAA General Indemnity Company	USAA Group	18.4	Direct Response
Liberty Mutual Fire Insurance Company	Liberty Mutual Insurance Companies	16.7	Direct Response
LM Insurance Corporation	Liberty Mutual Insurance Companies	16.1	Direct Response

Top 10 Insurers Classified as Other - DPW (Premiums) in Millions of Dollars			
Iowa Policy-Issuing Insurers	Group	2022 DPW	Listed Marketing Type
SU Insurance Company	...	21.9	Not Available
Circle Star Insurance Company RRG	...	15.9	Not Available
Cincinnati Specialty Underwriters Ins Co	The Cincinnati Insurance Companies	4.9	Not Available
Essent Guaranty, Inc.	Essent Guaranty Group	4.7	Not Available
Berkshire Hathaway Specialty Ins Co	Berkshire Hathaway Insurance Group	3.3	Not Available
Bridgeway Insurance Company	Munich-American Holding Corp Companies	3.0	Inactive
National Mortgage Insurance Corporation	National Mortgage Insurance Group	2.6	Not Available
Greenwich Insurance Company	XL America Companies	2.1	Not Available
MFS Mutual Insurance Company	...	1.9	Not Available
Vanliner Insurance Company	Great American P & C Insurance Group	1.4	General Agent, Other

Source: © A.M. Best Company — used by permission, and the Real Insurance Solutions Consulting proprietary classification of policy issuing insurers, based on reported Marketing Types into Distribution Styles.

Appendix #3: NAIC Line of Business Definitions

The National Association of Insurance Commissioners (NAIC) provides instructions to insurers for completing their 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: Line of Business Facts—Visual Reference

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.

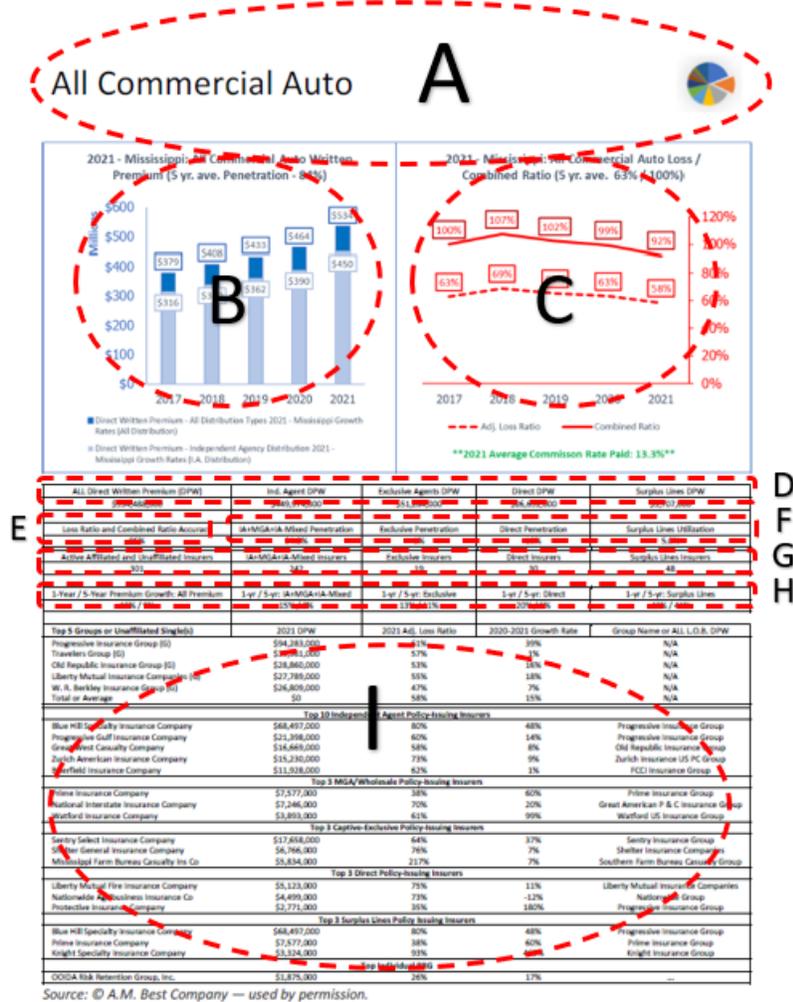
D: Direct written premium dollars are provided for all distribution, Independent Agents, Exclusive and Direct. Surplus Lines premiums are also provided for all distribution styles.

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 *2023 Iowa Annual P&C Marketplace Summary* has provided the reader with both visual and numeric presentations of the Iowa P&C marketplace data, as a benefit of your membership with the **Independent Insurance Agents of Iowa**.

Two additional, informative products are available from Real Insurance Solutions Consulting:

- Quarterly state marketplace summaries are made available during the calendar year, as the data is reported by P&C insurers becomes available.
- Individual *insurer* summaries are also available, based on the same data provided in the annual and quarterly summaries, with data provided both on a national and Iowa-specific basis.

All questions and comments or need for further analysis are welcomed at the contact information below.

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