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| Market Share by Line of Business - Property & Casualty |
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| Selected Criteria -                |        |                                     |          | Year: 2015                           | State: SD    | Codelist Basis: Business<br>Written | Round by<br>Thousands: No |                        |                        |
|------------------------------------|--------|-------------------------------------|----------|--------------------------------------|--------------|-------------------------------------|---------------------------|------------------------|------------------------|
| Business Type: Property & Casualty |        | Include Zero<br>Companies: No       |          | Line of Business: Burglary and theft |              |                                     |                           |                        |                        |
| Group Code                         | Cocode | Company Name                        | Domicile | Direct Premiums Written              | Market Share | Cumulative Market Share             | Direct Premiums Earned    | Direct Losses Incurred | Pure Direct Loss Ratio |
| 3548                               | 31194  | Travelers Cas & Surety Co Of Amer   | CT       | 101,454                              | 23.2771%     | 23.2771%                            | 94,093                    | -20,864                | -22.1738%              |
| 248                                | 13021  | United Fire & Cas Co                | IA       | 43,354                               | 9.9469%      | 33.224%                             | 41,903                    | 53                     | 0.1265%                |
| 88                                 | 22292  | Hanover Ins Co                      | NH       | 30,083                               | 6.9021%      | 40.1261%                            | 29,642                    | -3,072                 | -10.3637%              |
| 38                                 | 20281  | Federal Ins Co                      | IN       | 28,587                               | 6.5588%      | 46.6849%                            | 25,790                    | 13,517                 | 52.4118%               |
| 311                                | 13412  | Austin Mut Ins Co                   | MN       | 26,496                               | 6.0791%      | 52.764%                             | 17,417                    | 0                      | 0%                     |
| 244                                | 10677  | Cincinnati Ins Co                   | OH       | 19,197                               | 4.4045%      | 57.1685%                            | 20,315                    | 0                      | 0%                     |
| 140                                | 23787  | Nationwide Mut Ins Co               | OH       | 16,000                               | 3.671%       | 60.8394%                            | 21,179                    | -129                   | -0.6091%               |
|                                    | 14184  | Acuity A Mut Ins Co                 | WI       | 15,340                               | 3.5195%      | 64.3589%                            | 14,993                    | 0                      | 0%                     |
| 62                                 | 21415  | Employers Mut Cas Co                | IA       | 15,303                               | 3.511%       | 67.87%                              | 14,615                    | -914                   | -6.2538%               |
| 1129                               | 27154  | Atlantic Specialty Ins Co           | NY       | 12,917                               | 2.9636%      | 70.8336%                            | 5,946                     | 951                    | 15.9939%               |
| 212                                | 41181  | Universal Underwriters Ins Co       | IL       | 10,361                               | 2.3772%      | 73.2108%                            | 9,888                     | -328                   | -3.3172%               |
| 212                                | 40843  | Universal Underwriters Of TX Ins    | IL       | 8,498                                | 1.9497%      | 75.1605%                            | 7,176                     | 90                     | 1.2542%                |
| 12                                 | 19445  | National Union Fire Ins Co Of Pitts | PA       | 8,390                                | 1.925%       | 77.0854%                            | 9,750                     | -47                    | -0.4821%               |
|                                    | 11118  | Federated Rural Electric Ins Exch   | KS       | 7,879                                | 1.8077%      | 78.8932%                            | 7,869                     | 0                      | 0%                     |
| 248                                | 10324  | Addison Ins Co                      | IA       | 7,872                                | 1.8061%      | 80.6993%                            | 8,567                     | 7                      | 0.0817%                |
| 4666                               | 10200  | Hiscox Ins Co Inc                   | IL       | 7,625                                | 1.7494%      | 82.4487%                            | 3,718                     | 208                    | 5.5944%                |
| 212                                | 16535  | Zurich Amer Ins Co                  | NY       | 7,610                                | 1.746%       | 84.1947%                            | 5,768                     | 205                    | 3.5541%                |
| 98                                 | 29580  | Berkley Regional Ins Co             | DE       | 5,998                                | 1.3761%      | 85.5709%                            | 5,998                     | 896                    | 14.9383%               |
| 3239                               | 16624  |                                     | DE       | 5,500                                | 1.2619%      | 86.8327%                            | 5,544                     | 1,093                  | 19.715%                |

| Group Code | Cocode | Company Name                    | Domicile | Direct Premiums Written | Market Share | Cumulative Market Share | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
|------------|--------|---------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
|            |        | Allied World Specialty Ins Co   |          |                         |              |                         |                        |                        |                        |
|            | 13889  | Farmers Mut Ins Co Of NE        | NE       | 5,478                   | 1.2568%      | 88.0896%                | 7,368                  | 0                      | 0%                     |
| 309        | 15377  | Western Natl Mut Ins Co         | MN       | 4,884                   | 1.1206%      | 89.2101%                | 4,794                  | -4,485                 | -93.5544%              |
| 244        | 23280  | The Cincinnati Ind Co           | OH       | 4,177                   | 0.9583%      | 90.1685%                | 4,490                  | 0                      | 0%                     |
| 4509       | 23647  | Ironshore Ind Inc               | MN       | 4,087                   | 0.9377%      | 91.1062%                | 4,919                  | 2,118                  | 43.0575%               |
| 7          | 13935  | Federated Mut Ins Co            | MN       | 3,595                   | 0.8248%      | 91.931%                 | 3,520                  | 13                     | 0.3693%                |
| 626        | 14982  | Penn Millers Ins Co             | PA       | 3,590                   | 0.8237%      | 92.7547%                | 4,709                  | 1,138                  | 24.1665%               |
| 796        | 24414  | General Cas Co Of WI            | WI       | 3,583                   | 0.8221%      | 93.5767%                | 1,457                  | 217                    | 14.8936%               |
| 1129       | 34452  | Homeland Ins Co of NY           | NY       | 3,171                   | 0.7275%      | 94.3043%                | 3,091                  | 69                     | 2.2323%                |
| 91         | 29459  | Twin City Fire Ins Co Co        | IN       | 2,484                   | 0.5699%      | 94.8742%                | 2,474                  | -139                   | -5.6184%               |
| 3098       | 18058  | Philadelphia Ind Ins Co         | PA       | 2,463                   | 0.5651%      | 95.4393%                | 2,498                  | 0                      | 0%                     |
| 218        | 20443  | Continental Cas Co              | IL       | 2,000                   | 0.4589%      | 95.8982%                | 1,999                  | -13,094                | -655.0275%             |
| 140        | 13838  | Farmland Mut Ins Co             | IA       | 1,690                   | 0.3877%      | 96.2859%                | 1,968                  | 5                      | 0.2541%                |
| 91         | 19682  | Hartford Fire In Co             | CT       | 1,661                   | 0.3811%      | 96.667%                 | 2,356                  | -157                   | -6.6638%               |
| 1285       | 24554  | XL Ins Amer Inc                 | DE       | 1,570                   | 0.3602%      | 97.0272%                | 1,891                  | -161                   | -8.514%                |
| 169        | 21180  | Sentry Select Ins Co            | WI       | 1,269                   | 0.2912%      | 97.3184%                | 1,358                  | 1,146                  | 84.3888%               |
| 280        | 18988  | Auto Owners Ins Co              | MI       | 1,238                   | 0.284%       | 97.6024%                | 1,171                  | 2                      | 0.1708%                |
| 111        | 23035  | Liberty Mut Fire Ins Co         | WI       | 1,178                   | 0.2703%      | 97.8727%                | 455                    | 0                      | 0%                     |
| 280        | 32700  | Owners Ins Co                   | OH       | 1,134                   | 0.2602%      | 98.1329%                | 1,054                  | 4                      | 0.3795%                |
| 3548       | 25674  | Travelers Prop Cas Co Of Amer   | CT       | 1,046                   | 0.24%        | 98.3728%                | 387                    | 95                     | 24.5478%               |
| 3239       | 22730  | Allied World Ins Co             | NH       | 1,000                   | 0.2294%      | 98.6023%                | 128                    | 29                     | 22.6562%               |
| 291        | 13331  | Motorists Commercial Mut Ins Co | OH       | 915                     | 0.2099%      | 98.8122%                | 976                    | 25                     | 2.5615%                |
| 7          | 28304  | Federated Serv Ins Co           | MN       | 874                     | 0.2005%      | 99.0127%                | 1,022                  | 0                      | 0%                     |
| 518        | 14117  | Grinnell Mut Reins Co           | IA       | 801                     | 0.1838%      | 99.1965%                | 875                    | 4                      | 0.4571%                |

| Group Code | Cocode | Company Name                         | Domicile | Direct Premiums Written | Market Share | Cumulative Market Share | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
|------------|--------|--------------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
| 140        | 28223  | Nationwide Agribusiness Ins Co       | IA       | 745                     | 0.1709%      | 99.3674%                | 635                    | 31                     | 4.8819%                |
| 150        | 20109  | BITCO Natl Ins Co                    | IL       | 539                     | 0.1237%      | 99.4911%                | 340                    | 0                      | 0%                     |
| 3991       | 14257  | IMT Ins Co                           | IA       | 521                     | 0.1195%      | 99.6106%                | 521                    | 0                      | 0%                     |
| 3548       | 29696  | Travelers Excess & Surplus Lines Co  | CT       | 506                     | 0.1161%      | 99.7267%                | 292                    | 65                     | 22.2603%               |
| 309        | 24465  | Western Natl Assur Co                | MN       | 500                     | 0.1147%      | 99.8415%                | 267                    | 6                      | 2.2472%                |
| 225        | 28886  | Transguard Ins Co Of Amer Inc        | IL       | 418                     | 0.0959%      | 99.9374%                | 352                    | 307                    | 87.2159%               |
| 796        | 24449  | Regent Ins Co                        | WI       | 418                     | 0.0959%      | 100.0333%               | 2,491                  | 160                    | 6.4231%                |
| 175        | 41653  | Milbank Ins Co                       | IA       | 370                     | 0.0849%      | 100.1182%               | 442                    | 8                      | 1.81%                  |
| 84         | 16691  | Great Amer Ins Co                    | OH       | 363                     | 0.0833%      | 100.2014%               | 586                    | -25                    | -4.2662%               |
| 473        | 19275  | American Family Mut Ins Co           | WI       | 341                     | 0.0782%      | 100.2797%               | 437                    | 0                      | 0%                     |
| 225        | 23248  | Occidental Fire & Cas Co Of NC       | NC       | 294                     | 0.0675%      | 100.3471%               | 288                    | 0                      | 0%                     |
| 626        | 10030  | Westchester Fire Ins Co              | PA       | 277                     | 0.0636%      | 100.4107%               | 1,352                  | 34                     | 2.5148%                |
| 244        | 13037  | The Cincinnati Specialty Underwriter | DE       | 275                     | 0.0631%      | 100.4738%               | 275                    | 0                      | 0%                     |
| 140        | 11991  | National Cas Co                      | WI       | 260                     | 0.0597%      | 100.5334%               | 184                    | 0                      | 0%                     |
| 244        | 28665  | Cincinnati Cas Co                    | OH       | 252                     | 0.0578%      | 100.5913%               | 200                    | 0                      | 0%                     |
| 246        | 14974  | Pennsylvania Lumbermens Mut Ins      | PA       | 247                     | 0.0567%      | 100.6479%               | 103                    | 0                      | 0%                     |
| 256        | 25569  | Gotham Ins Co                        | NY       | 165                     | 0.0379%      | 100.6858%               | 125                    | 6                      | 4.8%                   |
| 2538       | 10499  | Corepointe Ins Co                    | MI       | 158                     | 0.0363%      | 100.722%                | 126                    | 0                      | 0%                     |
| 98         | 17370  | Nautilus Ins Co                      | AZ       | 150                     | 0.0344%      | 100.7564%               | 150                    | 0                      | 0%                     |
| 38         | 20303  | Great Northern Ins Co                | IN       | 103                     | 0.0236%      | 100.7801%               | 140                    | -13                    | -9.2857%               |
| 3548       | 27987  | Northfield Ins Co                    | IA       | 100                     | 0.0229%      | 100.803%                | 100                    | -406                   | -406%                  |
| 84         | 37532  | Great Amer E&S Ins Co                | DE       | 90                      | 0.0206%      | 100.8237%               | 101                    | 27                     | 26.7327%               |
| 111        | 33600  | LM Ins Corp                          | IL       | 56                      | 0.0128%      | 100.8365%               | 581                    | 0                      | 0%                     |
| 218        | 20427  | American Cas Co Of Reading PA        | PA       | 39                      | 0.0089%      | 100.8455%               | 33                     | 0                      | 0%                     |

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| 84         | 22136  | Great Amer Ins Co of NY      | NY       | 29                      | 0.0067%      | 100.8521%               | 29                     | 1                      | 3.4483%                |
| 169        | 24988  | Sentry Ins A Mut Co          | WI       | 26                      | 0.006%       | 100.8581%               | 22                     | -3                     | -13.6364%              |
| 3548       | 25615  | Charter Oak Fire Ins Co      | CT       | 21                      | 0.0048%      | 100.8629%               | 5                      | 2                      | 40%                    |
| 98         | 36684  | Riverport Ins Co             | IA       | 18                      | 0.0041%      | 100.867%                | 73                     | -187                   | -256.1644%             |
| 3548       | 36463  | Discover Prop & Cas Ins Co   | CT       | 0                       | 0%           | 100.867%                | 0                      | -68                    | 0%                     |
| 140        | 42587  | Depositors Ins Co            | IA       | 0                       | 0%           | 100.867%                | 54                     | 6                      | 11.1111%               |
| 212        | 39306  | Fidelity & Deposit Co Of MD  | MD       | 0                       | 0%           | 100.867%                | 258                    | -26                    | -10.0775%              |
| 4698       | 10717  | Aspen Specialty Ins Co       | ND       | 0                       | 0%           | 100.867%                | 0                      | 87                     | 0%                     |
| 3548       | 35386  | Fidelity & Guar Ins Co       | IA       | 0                       | 0%           | 100.867%                | 0                      | -3                     | 0%                     |
| 4725       | 44776  | StarStone Specialty Ins Co   | DE       | 0                       | 0%           | 100.867%                | 0                      | -10                    | 0%                     |
| 761        | 21849  | American Automobile Ins Co   | MO       | 0                       | 0%           | 100.867%                | 0                      | 5                      | 0%                     |
| 3098       | 29599  | US Specialty Ins Co          | TX       | 0                       | 0%           | 100.867%                | 5,820                  | -1,602                 | -27.5258%              |
| 84         | 32620  | National Interstate Ins Co   | OH       | 0                       | 0%           | 100.867%                | 0                      | 9                      | 0%                     |
| 3548       | 24791  | St Paul Mercury Ins Co       | CT       | 0                       | 0%           | 100.867%                | 178                    | 94                     | 52.809%                |
| 4698       | 43460  | Aspen Amer Ins Co            | TX       | 0                       | 0%           | 100.867%                | 0                      | 92                     | 0%                     |
| 111        | 19917  | Liberty Ins Underwriters Inc | IL       | 0                       | 0%           | 100.867%                | 0                      | -5                     | 0%                     |
| 3548       | 24767  | St Paul Fire & Marine Ins Co | CT       | 0                       | 0%           | 100.867%                | 0                      | 1                      | 0%                     |
| 4725       | 25496  | StarStone Natl Ins Co        | DE       | 0                       | 0%           | 100.867%                | 0                      | -1                     | 0%                     |
| 783        | 37974  | MT Hawley Ins Co             | IL       | 0                       | 0%           | 100.867%                | 0                      | 4                      | 0%                     |
| 3548       | 10213  | Discover Specialty Ins Co    | CT       | 0                       | 0%           | 100.867%                | 0                      | -133                   | 0%                     |
| 626        | 22748  | Pacific Employers Ins Co     | PA       | 0                       | 0%           | 100.867%                | 0                      | -148                   | 0%                     |

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|------------|--------|-------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
| 218        | 20494  | Transportation Ins Co         | IL       | -1                      | -0.0002%     | 100.8668%               | 5                      | -1                     | -20%                   |
| 225        | 26433  | Harco Natl Ins Co             | IL       | -27                     | -0.0062%     | 100.8606%               | -3                     | -1                     | 33.3333%               |
| 140        | 19100  | Amco Ins Co                   | IA       | -52                     | -0.0119%     | 100.8487%               | 428                    | 10                     | 2.3364%                |
| 84         | 26832  | Great Amer Alliance Ins Co    | OH       | -56                     | -0.0128%     | 100.8358%               | 4                      | 0                      | 0%                     |
| 796        | 27740  | North Pointe Ins Co           | PA       | -453                    | -0.1039%     | 100.7319%               | 1,997                  | 528                    | 26.4397%               |
| 218        | 31127  | Columbia Cas Co               | IL       | -3,190                  | -0.7319%     | 100%                    | 824                    | -1,085                 | -131.6748%             |
|            |        | <b>93 Companies in Report</b> |          | <b>435,854</b>          | <b>100%</b>  | <b>100%</b>             | <b>424,946</b>         | <b>-23,739</b>         | <b>-5.5864%</b>        |

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