

## Market Share by Line of Business - Property & Casualty

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| Selected Criteria -                |        |                                |          | Year: 2014                                 | State: SD    | Codelist Basis: Business Written | Round by Thousands: No |                        |                        |
|------------------------------------|--------|--------------------------------|----------|--------------------------------------------|--------------|----------------------------------|------------------------|------------------------|------------------------|
| Business Type: Property & Casualty |        | Include Zero Companies: No     |          | Line of Business: Guaranteed renewable A&H |              |                                  |                        |                        |                        |
| Group Code                         | Cocode | Company Name                   | Domicile | Direct Premiums Written                    | Market Share | Cumulative Market Share          | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
| 176                                | 25178  | State Farm Mut Auto Ins Co     | IL       | 6,715,147                                  | 62.3817%     | 62.3817%                         | 5,713,009              | 5,078,249              | 88.8892%               |
| 473                                | 19275  | American Family Mut Ins Co     | WI       | 2,245,244                                  | 20.8577%     | 83.2394%                         | 2,258,095              | 1,908,184              | 84.5042%               |
| 218                                | 20443  | Continental Cas Co             | IL       | 1,492,070                                  | 13.8609%     | 97.1003%                         | 797,613                | 1,409,736              | 176.7444%              |
| 1289                               | 35963  | AF&L Ins Co                    | PA       | 268,130                                    | 2.4908%      | 99.5911%                         | 265,982                | 402,241                | 151.2287%              |
| 31                                 | 34274  | Central States Ind Co Of Omaha | NE       | 39,762                                     | 0.3694%      | 99.9605%                         | 38,606                 | 53,444                 | 138.4344%              |
| 1289                               | 76759  | Senior Amer Ins Co             | PA       | 4,256                                      | 0.0395%      | 100%                             | 4,256                  | -3                     | -0.0705%               |
| 7                                  | 13935  | Federated Mut Ins Co           | MN       | 0                                          | 0%           | 100%                             | 0                      | 48                     | 0%                     |
| 450                                | 26581  | Independence Amer Ins Co       | DE       | -3                                         | -0%          | 100%                             | -3                     | 0                      | 0%                     |
| <b>8 Companies in Report</b>       |        |                                |          | <b>10,764,606</b>                          | <b>100%</b>  | <b>100%</b>                      | <b>9,077,558</b>       | <b>8,851,899</b>       | <b>97.5141%</b>        |

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