

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

| Selected Criteria -                |        | Year: 2018                        | State: SD | Codelist Basis: Licensed       |              | Round by Thousands: No  |                        |                        |                        |
|------------------------------------|--------|-----------------------------------|-----------|--------------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
| Business Type: Property & Casualty |        | Include Zero Companies: No        |           | Line of Business: Allied lines |              |                         |                        |                        |                        |
| Group Code                         | Cocode | Company Name                      | Domicile  | Direct Premiums Written        | Market Share | Cumulative Market Share | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
| 698                                | 14850  | North Star Mut Ins Co             | MN        | 2,780,592                      | 9.0301%      | 9.0301%                 | 2,725,333              | 1,677,905              | 61.567%                |
| 248                                | 13021  | United Fire & Cas Co              | IA        | 2,646,023                      | 8.5931%      | 17.6232%                | 2,587,871              | 2,688,960              | 103.9063%              |
|                                    | 14184  | Acuity A Mut Ins Co               | WI        | 2,292,541                      | 7.4451%      | 25.0683%                | 2,145,590              | 3,574,505              | 166.5978%              |
| 65                                 | 21482  | Factory Mut Ins Co                | RI        | 2,020,875                      | 6.5629%      | 31.6312%                | 1,886,125              | 293,080                | 15.5387%               |
| 3548                               | 25658  | Travelers Ind Co                  | CT        | 1,628,560                      | 5.2888%      | 36.9201%                | 1,630,332              | -3,751,501             | -230.1066%             |
| 62                                 | 21415  | Employers Mut Cas Co              | IA        | 1,479,206                      | 4.8038%      | 41.7239%                | 1,509,904              | 382,348                | 25.3227%               |
| 248                                | 10324  | Addison Ins Co                    | IA        | 1,102,324                      | 3.5799%      | 45.3037%                | 1,063,570              | 790,896                | 74.3624%               |
| 111                                | 24740  | Safeco Ins Co Of Amer             | NH        | 1,022,186                      | 3.3196%      | 48.6233%                | 942,074                | 1,361,044              | 144.4732%              |
| 569                                | 13897  | Farmers Mut Hail Ins Co Of IA     | IA        | 942,242                        | 3.06%        | 51.6833%                | 909,414                | 846,475                | 93.0792%               |
| 62                                 | 21407  | Emcasco Ins Co                    | IA        | 777,635                        | 2.5254%      | 54.2087%                | 725,995                | 185,751                | 25.5857%               |
| 408                                | 28401  | American Natl Prop & Cas Co       | MO        | 708,747                        | 2.3017%      | 56.5104%                | 505,151                | 886,121                | 175.4171%              |
| 62                                 | 10863  | Dakota Fire Ins Co                | ND        | 698,094                        | 2.2671%      | 58.7775%                | 655,450                | 71,457                 | 10.902%                |
|                                    | 13889  | Farmers Mut Ins Co Of NE          | NE        | 670,384                        | 2.1771%      | 60.9546%                | 667,412                | 260,102                | 38.9717%               |
| 311                                | 13412  | Austin Mut Ins Co                 | MN        | 636,811                        | 2.0681%      | 63.0227%                | 589,924                | 280,016                | 47.4665%               |
| 69                                 | 11185  | Foremost Ins Co Grand Rapids MI   | MI        | 573,439                        | 1.8623%      | 64.8849%                | 494,732                | 215,682                | 43.5957%               |
| 309                                | 15377  | Western Natl Mut Ins Co           | MN        | 572,367                        | 1.8588%      | 66.7437%                | 526,280                | 494,803                | 94.019%                |
| 175                                | 41653  | Milbank Ins Co                    | IA        | 568,561                        | 1.8464%      | 68.5902%                | 546,562                | 283,394                | 51.8503%               |
|                                    | 11118  | Federated Rural Electric Ins Exch | KS        | 558,851                        | 1.8149%      | 70.4051%                | 550,700                | 286,141                | 51.9595%               |
| 7                                  | 13935  | Federated Mut Ins Co              | MN        | 473,519                        | 1.5378%      | 71.9428%                | 516,724                | 940,202                | 181.9544%              |
| 19                                 | 42986  | Standard Guar Ins Co              | DE        | 391,279                        | 1.2707%      | 73.2135%                | 397,020                | 98,222                 | 24.7398%               |
| 3548                               | 25674  | Travelers Prop Cas Co Of Amer     | CT        | 374,414                        | 1.2159%      | 74.4295%                | 349,795                | 21,272                 | 6.0813%                |

| 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        | 19100  | Amco Ins Co                       | IA       | 373,874                 | 1.2142%      | 75.6436%                | 382,226                | 488,203                | 127.7263%              |
| 200        | 25941  | United Serv Automobile Assn       | TX       | 349,552                 | 1.1352%      | 76.7788%                | 317,105                | 604,801                | 190.7258%              |
| 3991       | 14257  | IMT Ins Co                        | IA       | 334,004                 | 1.0847%      | 77.8635%                | 313,666                | 279,386                | 89.0712%               |
| 244        | 10677  | The Cincinnati Ins Co             | OH       | 332,723                 | 1.0805%      | 78.944%                 | 349,604                | -13,411                | -3.8361%               |
| 169        | 21180  | Sentry Select Ins Co              | WI       | 327,783                 | 1.0645%      | 80.0085%                | 304,124                | -94,633                | -31.1166%              |
|            | 14885  | Northwest Gf Mut Ins Co           | SD       | 301,484                 | 0.9791%      | 80.9876%                | 308,418                | 391,375                | 126.8976%              |
| 626        | 14982  | Penn Millers Ins Co               | PA       | 284,399                 | 0.9236%      | 81.9112%                | 218,046                | 429,060                | 196.775%               |
| 214        | 19194  | Farmers Alliance Mut Ins Co       | KS       | 268,946                 | 0.8734%      | 82.7846%                | 255,652                | 588,857                | 230.3354%              |
| 212        | 26247  | American Guar & Liab Ins          | NY       | 262,740                 | 0.8533%      | 83.6379%                | 277,345                | 721,574                | 260.172%               |
| 218        | 20443  | Continental Cas Co                | IL       | 225,079                 | 0.731%       | 84.3689%                | 251,564                | 7,379                  | 2.9332%                |
| 361        | 38652  | American Modern Select Ins Co     | OH       | 214,948                 | 0.6981%      | 85.0669%                | 239,099                | 567,151                | 237.2034%              |
| 212        | 16535  | Zurich Amer Ins Co                | NY       | 211,961                 | 0.6884%      | 85.7553%                | 473,041                | 106,294                | 22.4704%               |
| 796        | 16217  | National Farmers Union Prop & Cas | WI       | 194,108                 | 0.6304%      | 86.3856%                | 191,161                | 271,394                | 141.9714%              |
| 7          | 16024  | Federated Reserve Ins Co          | MN       | 189,686                 | 0.616%       | 87.0017%                | 118,183                | 54,351                 | 45.9888%               |
| 88         | 10815  | Verlan Fire Ins Co MD             | NH       | 188,582                 | 0.6124%      | 87.6141%                | 189,045                | 0                      | 0%                     |
| 140        | 23582  | Harleysville Ins Co               | OH       | 177,214                 | 0.5755%      | 88.1896%                | 169,495                | 104,002                | 61.3599%               |
| 175        | 25127  | State Auto Prop & Cas Ins Co      | IA       | 174,186                 | 0.5657%      | 88.7553%                | 112,567                | 155,342                | 137.9996%              |
| 246        | 14974  | Pennsylvania Lumbermens Mut Ins   | PA       | 160,986                 | 0.5228%      | 89.2781%                | 177,742                | 19,348                 | 10.8854%               |
| 205        | 31445  | De Smet Farm Mut Ins Co Of SD     | SD       | 155,507                 | 0.505%       | 89.7831%                | 160,793                | 5,897                  | 3.6674%                |
| 4715       | 20362  | Mitsui Sumitomo Ins Co of Amer    | NY       | 134,061                 | 0.4354%      | 90.2185%                | 86,195                 | 14,023                 | 16.2689%               |
| 303        | 42803  | Guideone Elite Ins Co             | IA       | 133,653                 | 0.434%       | 90.6525%                | 132,783                | 96,789                 | 72.8926%               |
|            | 27766  |                                   | SD       | 128,103                 | 0.416%       | 91.0685%                | 124,522                | 141,395                | 113.5502%              |

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|------------|--------|-------------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
|            |        | Missouri Valley Mut Ins Co          |          |                         |              |                         |                        |                        |                        |
| 62         | 21423  | Union Ins Co Of Providence          | IA       | 125,784                 | 0.4085%      | 91.477%                 | 31,343                 | 4,832                  | 15.4165%               |
| 169        | 24988  | Sentry Ins A Mut Co                 | WI       | 120,345                 | 0.3908%      | 91.8678%                | 88,595                 | 25,373                 | 28.6393%               |
| 280        | 18988  | Auto Owners Ins Co                  | MI       | 119,423                 | 0.3878%      | 92.2557%                | 125,200                | 45,149                 | 36.0615%               |
| 244        | 23280  | The Cincinnati Ind Co               | OH       | 108,549                 | 0.3525%      | 92.6082%                | 120,287                | -4,952                 | -4.1168%               |
| 361        | 42722  | American Modern Prop & Cas Ins Co   | OH       | 107,711                 | 0.3498%      | 92.958%                 | 37,358                 | 45,820                 | 122.6511%              |
|            | 34606  | Center Mut Ins Co                   | ND       | 95,743                  | 0.3109%      | 93.2689%                | 89,275                 | 88,582                 | 99.2237%               |
| 111        | 23035  | Liberty Mut Fire Ins Co             | WI       | 93,657                  | 0.3042%      | 93.5731%                | 97,626                 | -22,564                | -23.1127%              |
| 968        | 24554  | XL Ins Amer Inc                     | DE       | 92,918                  | 0.3018%      | 93.8748%                | 90,912                 | 754                    | 0.8294%                |
| 65         | 10014  | Affiliated Fm Ins Co                | RI       | 92,100                  | 0.2991%      | 94.1739%                | 100,416                | -228,787               | -227.8392%             |
| 309        | 24465  | Western Natl Assur Co               | MN       | 92,003                  | 0.2988%      | 94.4727%                | 83,205                 | 146,817                | 176.4521%              |
| 7          | 28304  | Federated Serv Ins Co               | MN       | 90,701                  | 0.2946%      | 94.7673%                | 81,333                 | 117,047                | 143.9108%              |
| 280        | 32700  | Owners Ins Co                       | OH       | 83,093                  | 0.2698%      | 95.0371%                | 83,322                 | 3,793                  | 4.5522%                |
| 200        | 25968  | USAA Cas Ins Co                     | TX       | 77,507                  | 0.2517%      | 95.2888%                | 70,182                 | 94,008                 | 133.9489%              |
| 140        | 23787  | Nationwide Mut Ins Co               | OH       | 73,655                  | 0.2392%      | 95.528%                 | 82,388                 | 35,333                 | 42.8861%               |
| 200        | 18600  | USAA Gen Ind Co                     | TX       | 67,382                  | 0.2188%      | 95.7469%                | 64,719                 | 133,590                | 206.4154%              |
| 88         | 22292  | Hanover Ins Co                      | NH       | 58,317                  | 0.1894%      | 95.9362%                | 52,812                 | 213                    | 0.4033%                |
| 31         | 20044  | Berkshire Hathaway Homestate Ins Co | NE       | 55,300                  | 0.1796%      | 96.1158%                | 56,636                 | 193,097                | 340.9439%              |
| 111        | 24082  | Ohio Security Ins Co                | NH       | 54,292                  | 0.1763%      | 96.2921%                | 46,893                 | 153,873                | 328.1364%              |
| 501        | 22314  | RSUI Ind Co                         | NH       | 52,486                  | 0.1705%      | 96.4626%                | 26,936                 | 22,392                 | 83.1304%               |
| 796        | 24449  | Regent Ins Co                       | WI       | 49,815                  | 0.1618%      | 96.6244%                | 49,159                 | 85,535                 | 173.9966%              |
| 3548       | 25615  | Charter Oak Fire Ins Co             | CT       | 49,070                  | 0.1594%      | 96.7837%                | 45,572                 | 6,021                  | 13.2121%               |
| 169        | 13978  | Florists Mut Ins Co                 | IL       | 47,391                  | 0.1539%      | 96.9376%                | 51,788                 | -3,025                 | -5.8411%               |
| 12         | 19380  | American Home Assur Co              | NY       | 46,728                  | 0.1518%      | 97.0894%                | 145,869                | 327,941                | 224.8188%              |
| 920        | 19615  |                                     | AZ       | 44,153                  | 0.1434%      | 97.2328%                | 43,722                 | 68,584                 | 156.8638%              |

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|------------|--------|--------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
|            |        | American Reliable Ins Co       |          |                         |              |                         |                        |                        |                        |
| 309        | 40312  | Pioneer Specialty Ins Co       | MN       | 43,750                  | 0.1421%      | 97.3749%                | 36,380                 | -1,795                 | -4.934%                |
| 140        | 28223  | Nationwide Agribusiness Ins Co | IA       | 43,537                  | 0.1414%      | 97.5162%                | 37,992                 | 111                    | 0.2922%                |
| 473        | 19275  | American Family Mut Ins Co SI  | WI       | 42,995                  | 0.1396%      | 97.6559%                | 35,901                 | -14,038                | -39.102%               |
| 181        | 39845  | Westport Ins Corp              | MO       | 41,022                  | 0.1332%      | 97.7891%                | 43,706                 | 910,717                | 2,083.7345%            |
| 518        | 14117  | Grinnell Mut Reins Co          | IA       | 37,208                  | 0.1208%      | 97.9099%                | 33,789                 | 62                     | 0.1835%                |
| 4904       | 27154  | Atlantic Specialty Ins Co      | NY       | 34,750                  | 0.1129%      | 98.0228%                | 34,373                 | -145                   | -0.4218%               |
| 626        | 22667  | Ace Amer Ins Co                | PA       | 34,138                  | 0.1109%      | 98.1336%                | 34,544                 | 39,778                 | 115.1517%              |
| 140        | 42587  | Depositors Ins Co              | IA       | 30,335                  | 0.0985%      | 98.2322%                | 30,005                 | 49,972                 | 166.5456%              |
| 98         | 38911  | Berkley Natl Ins Co            | IA       | 29,406                  | 0.0955%      | 98.3277%                | 26,463                 | -7                     | -0.0265%               |
| 968        | 33022  | AXA Ins Co                     | NY       | 27,294                  | 0.0886%      | 98.4163%                | 27,823                 | -643                   | -2.311%                |
| 796        | 24414  | General Cas Co Of WI           | WI       | 24,878                  | 0.0808%      | 98.4971%                | 28,445                 | -5,752                 | -20.2215%              |
| 98         | 29580  | Berkley Regional Ins Co        | IA       | 23,791                  | 0.0773%      | 98.5744%                | 21,325                 | 0                      | 0%                     |
| 3299       | 17159  | Atain Specialty Ins Co         | MI       | 22,124                  | 0.0718%      | 98.6462%                | 21,529                 | 119,916                | 556.9975%              |
| 300        | 22578  | Horace Mann Ins Co             | IL       | 22,073                  | 0.0717%      | 98.7179%                | 21,986                 | 1,867                  | 8.4918%                |
| 200        | 21253  | Garrison Prop & Cas Ins Co     | TX       | 21,994                  | 0.0714%      | 98.7893%                | 18,288                 | 21,015                 | 114.9114%              |
| 181        | 29700  | North Amer Elite Ins Co        | NH       | 21,458                  | 0.0697%      | 98.859%                 | 12,393                 | -3,480                 | -28.0804%              |
| 111        | 21458  | Employers Ins Co of Wausau     | WI       | 19,954                  | 0.0648%      | 98.9238%                | 6,031                  | 151                    | 2.5037%                |
| 3219       | 11126  | Sompo Japan Ins Co of Amer     | NY       | 18,153                  | 0.059%       | 98.9828%                | 17,003                 | 5,341                  | 31.4121%               |
| 3548       | 25666  | Travelers Ind Co Of Amer       | CT       | 17,808                  | 0.0578%      | 99.0406%                | 16,950                 | 5,063                  | 29.8702%               |
| 807        | 40371  | Columbia Mut Ins Co            | MO       | 17,467                  | 0.0567%      | 99.0973%                | 12,682                 | 0                      | 0%                     |
| 140        | 42579  | Allied Prop & Cas Ins Co       | IA       | 16,405                  | 0.0533%      | 99.1506%                | 15,998                 | 33,353                 | 208.4823%              |
| 250        | 14389  | Le Mars Ins Co                 | IA       | 14,606                  | 0.0474%      | 99.198%                 | 15,970                 | 26,208                 | 164.1077%              |

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|------------|--------|--------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
| 225        | 28886  | Transguard Ins Co Of Amer Inc  | IL       | 14,531                  | 0.0472%      | 99.2452%                | 13,338                 | 1,046                  | 7.8423%                |
| 244        | 28665  | The Cincinnati Cas Co          | OH       | 14,486                  | 0.047%       | 99.2923%                | 14,595                 | -4,333                 | -29.6882%              |
| 3416       | 37273  | Axis Ins Co                    | IL       | 13,971                  | 0.0454%      | 99.3376%                | 15,838                 | -3,420                 | -21.5936%              |
| 4869       | 25180  | Stillwater Ins Co              | CA       | 13,551                  | 0.044%       | 99.3816%                | 13,398                 | 0                      | 0%                     |
| 761        | 35300  | Allianz Global Risks US Ins Co | IL       | 13,157                  | 0.0427%      | 99.4244%                | 11,974                 | -8,300                 | -69.3169%              |
| 517        | 41343  | HDI Global Ins Co              | IL       | 13,146                  | 0.0427%      | 99.4671%                | 12,355                 | 2,519                  | 20.3885%               |
| 968        | 12866  | T H E Ins Co                   | LA       | 12,683                  | 0.0412%      | 99.5082%                | 12,316                 | -18                    | -0.1462%               |
| 175        | 30945  | Plaza Ins Co                   | IA       | 11,286                  | 0.0367%      | 99.5449%                | 7,919                  | -96                    | -1.2123%               |
| 140        | 11991  | National Cas Co                | OH       | 9,650                   | 0.0313%      | 99.5762%                | 7,442                  | 470                    | 6.3155%                |
| 212        | 40142  | American Zurich Ins Co         | IL       | 8,431                   | 0.0274%      | 99.6036%                | 26,147                 | 40,309                 | 154.163%               |
| 361        | 23469  | American Modern Home Ins Co    | OH       | 7,986                   | 0.0259%      | 99.6295%                | 12,027                 | 40,949                 | 340.4756%              |
| 215        | 16063  | Unitrin Auto & Home Ins Co     | NY       | 7,583                   | 0.0246%      | 99.6542%                | 7,933                  | 34,535                 | 435.3334%              |
|            | 41459  | Armed Forces Ins Exch          | KS       | 6,929                   | 0.0225%      | 99.6767%                | 7,501                  | 60,376                 | 804.906%               |
| 2538       | 19879  | Security Natl Ins Co           | DE       | 6,925                   | 0.0225%      | 99.6992%                | 6,361                  | -1,882                 | -29.5865%              |
| 98         | 25844  | Union Ins Co                   | IA       | 6,566                   | 0.0213%      | 99.7205%                | 6,417                  | 0                      | 0%                     |
| 225        | 26433  | Harco Natl Ins Co              | IL       | 6,512                   | 0.0211%      | 99.7416%                | 4,009                  | 120                    | 2.9933%                |
| 88         | 31534  | Citizens Ins Co Of Amer        | MI       | 5,577                   | 0.0181%      | 99.7597%                | 1,782                  | 45                     | 2.5253%                |
| 3548       | 24767  | St Paul Fire & Marine Ins Co   | CT       | 5,407                   | 0.0176%      | 99.7773%                | 5,597                  | -312                   | -5.5744%               |
|            | 11878  | MutualAid eXchange             | KS       | 5,141                   | 0.0167%      | 99.794%                 | 5,986                  | -29                    | -0.4845%               |
| 98         | 10804  | Continental Western Ins Co     | IA       | 4,872                   | 0.0158%      | 99.8098%                | 6,196                  | 0                      | 0%                     |
| 626        | 20281  | Federal Ins Co                 | IN       | 4,720                   | 0.0153%      | 99.8252%                | 5,161                  | 2,285                  | 44.2744%               |
| 3098       | 18058  | Philadelphia Ind Ins Co        | PA       | 4,064                   | 0.0132%      | 99.8384%                | 3,142                  | 1                      | 0.0318%                |
| 3548       | 25623  | Phoenix Ins Co                 | CT       | 3,897                   | 0.0127%      | 99.851%                 | 3,057                  | 111                    | 3.631%                 |
| 303        | 15032  | Guideone Mut Ins Co            | IA       | 3,741                   | 0.0121%      | 99.8632%                | 4,276                  | 1,910                  | 44.6679%               |
| 306        | 10847  | Cumis Ins Society Inc          | IA       | 3,461                   | 0.0112%      | 99.8744%                | 3,345                  | 0                      | 0%                     |
| 62         | 25186  | Emc Prop & Cas Ins Co          | IA       | 2,902                   | 0.0094%      | 99.8838%                | 2,924                  | 5,390                  | 184.3365%              |

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| 111        | 19704  | American States Ins Co               | IN       | 2,831                   | 0.0092%      | 99.893%                 | 3,459                  | 0                      | 0%                     |
| 12         | 23809  | Granite State Ins Co                 | IL       | 2,733                   | 0.0089%      | 99.9019%                | 2,800                  | 147                    | 5.25%                  |
| 140        | 26182  | Harleysville Worcester Ins Co        | OH       | 2,490                   | 0.0081%      | 99.91%                  | 2,467                  | -47                    | -1.9051%               |
| 3098       | 10945  | Tokio Marine Amer Ins Co             | NY       | 2,465                   | 0.008%       | 99.918%                 | 3,203                  | -269                   | -8.3984%               |
| 228        | 24112  | Westfield Ins Co                     | OH       | 2,100                   | 0.0068%      | 99.9248%                | 2,009                  | 32                     | 1.5928%                |
| 28         | 19976  | Amica Mut Ins Co                     | RI       | 2,037                   | 0.0066%      | 99.9314%                | 1,788                  | 0                      | 0%                     |
| 175        | 25135  | State Automobile Mut Ins Co          | OH       | 2,035                   | 0.0066%      | 99.938%                 | 2,079                  | -109                   | -5.2429%               |
| 91         | 30104  | Hartford Underwriters Ins Co         | CT       | 1,987                   | 0.0065%      | 99.9445%                | 3,268                  | 0                      | 0%                     |
| 84         | 26344  | Great Amer Assur Co                  | OH       | 1,766                   | 0.0057%      | 99.9502%                | 1,766                  | 0                      | 0%                     |
| 1279       | 11150  | Arch Ins Co                          | MO       | 1,719                   | 0.0056%      | 99.9558%                | 1,787                  | -61                    | -3.4135%               |
| 98         | 21784  | Firemens Ins Co Of Washington DC     | DE       | 1,513                   | 0.0049%      | 99.9607%                | 886                    | 0                      | 0%                     |
| 12         | 23841  | New Hampshire Ins Co                 | IL       | 1,482                   | 0.0048%      | 99.9655%                | 3,058                  | -5                     | -0.1635%               |
| 218        | 20494  | Transportation Ins Co                | IL       | 1,472                   | 0.0048%      | 99.9703%                | 1,472                  | -20                    | -1.3587%               |
| 4381       | 35408  | Imperium Ins Co                      | TX       | 1,387                   | 0.0045%      | 99.9748%                | 1,348                  | 0                      | 0%                     |
| 4935       | 23663  | National Amer Ins Co                 | OK       | 1,310                   | 0.0043%      | 99.9791%                | 1,538                  | 4                      | 0.2601%                |
| 88         | 22306  | Massachusetts Bay Ins Co             | NH       | 1,265                   | 0.0041%      | 99.9832%                | 1,247                  | 28                     | 2.2454%                |
| 3548       | 25682  | Travelers Ind Co Of CT               | CT       | 977                     | 0.0032%      | 99.9863%                | 918                    | 821                    | 89.4336%               |
| 3548       | 24791  | St Paul Mercury Ins Co               | CT       | 953                     | 0.0031%      | 99.9894%                | 947                    | -931                   | -98.3105%              |
| 111        | 44393  | West Amer Ins Co                     | IN       | 746                     | 0.0024%      | 99.9919%                | 575                    | 0                      | 0%                     |
| 150        | 12262  | Pennsylvania Manufacturers Assoc Ins | PA       | 724                     | 0.0024%      | 99.9942%                | 392                    | 234                    | 59.6939%               |
| 807        | 35629  | Association Cas Ins Co               | TX       | 693                     | 0.0023%      | 99.9965%                | 458                    | 8                      | 1.7467%                |
| 98         | 31003  | Tri State Ins Co Of MN               | IA       | 692                     | 0.0022%      | 99.9987%                | 772                    | 0                      | 0%                     |

| Group Code | Cocode | Company Name                  | Domicile | Direct Premiums Written | Market Share | Cumulative Market Share | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
|------------|--------|-------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
| 111        | 24066  | American Fire & Cas Co        | NH       | 674                     | 0.0022%      | 100.0009%               | 1,462                  | 0                      | 0%                     |
| 796        | 39217  | QBE Ins Corp                  | PA       | 638                     | 0.0021%      | 100.003%                | 638                    | 600                    | 94.0439%               |
| 91         | 19682  | Hartford Fire Ins Co          | CT       | 622                     | 0.002%       | 100.005%                | 712                    | 0                      | 0%                     |
| 501        | 10472  | Capitol Ind Corp              | WI       | 583                     | 0.0019%      | 100.0069%               | 657                    | -1,119                 | -170.3196%             |
| 12         | 23817  | Illinois Natl Ins Co          | IL       | 500                     | 0.0016%      | 100.0085%               | 500                    | 33                     | 6.6%                   |
| 19         | 42978  | American Security Ins Co      | DE       | 420                     | 0.0014%      | 100.0099%               | 417                    | 1                      | 0.2398%                |
| 513        | 27871  | Western Agric Ins Co          | IA       | 330                     | 0.0011%      | 100.0109%               | 342                    | 0                      | 0%                     |
| 111        | 24074  | Ohio Cas Ins Co               | NH       | 322                     | 0.001%       | 100.012%                | 323                    | 0                      | 0%                     |
| 457        | 19801  | Argonaut Ins Co               | IL       | 274                     | 0.0009%      | 100.0129%               | 274                    | 87                     | 31.7518%               |
| 4381       | 18694  | Great Midwest Ins Co          | TX       | 261                     | 0.0008%      | 100.0137%               | 262                    | 138                    | 52.6718%               |
| 8          | 19232  | Allstate Ins Co               | IL       | 202                     | 0.0007%      | 100.0144%               | 200                    | 0                      | 0%                     |
| 303        | 14559  | Guideone Specialty Mut Ins Co | IA       | 70                      | 0.0002%      | 100.0146%               | 70                     | -1,594                 | -2,277.1429%           |
| 69         | 21709  | Truck Ins Exch                | CA       | 62                      | 0.0002%      | 100.0148%               | 67                     | -2                     | -2.9851%               |
| 968        | 37885  | XL Specialty Ins Co           | DE       | 32                      | 0.0001%      | 100.0149%               | 167                    | 96                     | 57.485%                |
| 69         | 21652  | Farmers Ins Exch              | CA       | 19                      | 0.0001%      | 100.015%                | 152                    | 0                      | 0%                     |
| 761        | 21849  | American Automobile Ins Co    | MO       | 0                       | 0%           | 100.015%                | 0                      | -1                     | 0%                     |
| 12         | 19402  | AIG Prop Cas Co               | PA       | 0                       | 0%           | 100.015%                | 0                      | -307                   | 0%                     |
| 158        | 22730  | Allied World Ins Co           | NH       | 0                       | 0%           | 100.015%                | 0                      | 3                      | 0%                     |
| 2538       | 25011  | Wesco Ins Co                  | DE       | 0                       | 0%           | 100.015%                | 0                      | -161                   | 0%                     |
| 761        | 21873  | Firemans Fund Ins Co          | CA       | 0                       | 0%           | 100.015%                | 0                      | 2                      | 0%                     |
| 181        | 29874  | North Amer Specialty Ins Co   | NH       | 0                       | 0%           | 100.015%                | 4                      | 710                    | 17,750%                |
| 761        | 21857  | American Ins Co               | OH       | 0                       | 0%           | 100.015%                | 0                      | -2                     | 0%                     |
| 785        | 38970  | Markel Ins Co                 | IL       | 0                       | 0%           | 100.015%                | 0                      | -164                   | 0%                     |
| 158        | 16624  | Allied World Specialty Ins Co | DE       | 0                       | 0%           | 100.015%                | 0                      | -127,264               | 0%                     |
| 212        | 41181  | Universal Underwriters Ins Co | IL       | 0                       | 0%           | 100.015%                | -1                     | -300                   | 30,000%                |

| Group Code | Cocode | Company Name                        | Domicile | Direct Premiums Written | Market Share | Cumulative Market Share | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
|------------|--------|-------------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
| 968        | 22322  | Greenwich Ins Co                    | DE       | 0                       | 0%           | 100.015%                | 0                      | -18                    | 0%                     |
| 761        | 21881  | National Surety Corp                | IL       | 0                       | 0%           | 100.015%                | 0                      | -1                     | 0%                     |
| 626        | 10030  | Westchester Fire Ins Co             | PA       | 0                       | 0%           | 100.015%                | 0                      | -63                    | 0%                     |
| 158        | 10936  | Seneca Ins Co Inc                   | NY       | 0                       | 0%           | 100.015%                | 0                      | -17                    | 0%                     |
| 968        | 24503  | Catlin Ind Co                       | DE       | 0                       | 0%           | 100.015%                | 0                      | 2                      | 0%                     |
| 2538       | 42376  | Technology Ins Co Inc               | DE       | 0                       | 0%           | 100.015%                | 0                      | 21                     | 0%                     |
| 3548       | 41750  | Travelers Constitution State Ins Co | CT       | 0                       | 0%           | 100.015%                | 0                      | -4                     | 0%                     |
| 4698       | 43460  | Aspen Amer Ins Co                   | TX       | 0                       | 0%           | 100.015%                | 0                      | -10,162                | 0%                     |
| 158        | 21113  | United States Fire Ins Co           | DE       | 0                       | 0%           | 100.015%                | 0                      | -1                     | 0%                     |
| 212        | 40843  | Universal Underwriters Of TX Ins    | IL       | 0                       | 0%           | 100.015%                | -1                     | -112                   | 11,200%                |
| 920        | 42048  | Diamond State Ins Co                | IN       | 0                       | 0%           | 100.015%                | 0                      | -113                   | 0%                     |
| 88         | 36064  | Hanover Amer Ins Co                 | NH       | 0                       | 0%           | 100.015%                | 0                      | -2                     | 0%                     |
| 2538       | 15954  | AmTrust Ins Co of KS Inc            | KS       | 0                       | 0%           | 100.015%                | 0                      | -46                    | 0%                     |
| 69         | 11800  | Foremost Prop & Cas Ins Co          | MI       | 0                       | 0%           | 100.015%                | 0                      | 11                     | 0%                     |
| 140        | 15580  | Scottsdale Ind Co                   | OH       | 0                       | 0%           | 100.015%                | 282                    | 22                     | 7.8014%                |
| 31         | 22276  | Berkshire Hathaway Specialty Ins Co | NE       | 0                       | 0%           | 100.015%                | 0                      | -23                    | 0%                     |
| 796        | 27740  | North Pointe Ins Co                 | PA       | 0                       | 0%           | 100.015%                | 0                      | -4,106                 | 0%                     |
| 3416       | 15610  | AXIS Specialty Ins Co               | CT       | 0                       | 0%           | 100.015%                | 0                      | -96                    | 0%                     |
| 218        | 35289  | Continental Ins Co                  | PA       | 0                       | 0%           | 100.015%                | 0                      | 4                      | 0%                     |
| 140        | 35696  | Harleysville Preferred Ins Co       | OH       | 0                       | 0%           | 100.015%                | 0                      | -8                     | 0%                     |
| 3548       | 25887  | United States Fidelity & Guar Co    | CT       | 0                       | 0%           | 100.015%                | 0                      | -5                     | 0%                     |
| 69         | 41513  | Foremost Signature Ins Co           | MI       | 0                       | 0%           | 100.015%                | 0                      | 7                      | 0%                     |
| 3548       | 24015  |                                     | CT       | 0                       | 0%           | 100.015%                | 0                      | 767                    | 0%                     |



| Group Code | Cocode | Company Name                        | Domicile | Direct Premiums Written | Market Share | Cumulative Market Share | Direct Premiums Earned | Direct Losses Incurred | Pure Direct Loss Ratio |
|------------|--------|-------------------------------------|----------|-------------------------|--------------|-------------------------|------------------------|------------------------|------------------------|
|            |        | Northland Ins Co                    |          |                         |              |                         |                        |                        |                        |
| 1281       | 24813  | Balboa Ins Co                       | CA       | 0                       | 0%           | 100.015%                | 0                      | -100                   | 0%                     |
| 3416       | 20370  | AXIS Reins Co                       | NY       | 0                       | 0%           | 100.015%                | 0                      | -173                   | 0%                     |
| 12         | 19445  | National Union Fire Ins Co Of Pitts | PA       | 0                       | 0%           | 100.015%                | 0                      | -17                    | 0%                     |
| 761        | 22837  | AGCS Marine Ins Co                  | IL       | 0                       | 0%           | 100.015%                | 0                      | 295                    | 0%                     |
| 124        | 19488  | Amerisure Ins Co                    | MI       | 0                       | 0%           | 100.015%                | 0                      | -3                     | 0%                     |
| 807        | 19640  | Columbia Natl Ins Co                | NE       | -772                    | -0.0025%     | 100.0125%               | 4,131                  | -712                   | -17.2355%              |
| 2538       | 26662  | Milford Cas Ins Co                  | DE       | -3,840                  | -0.0125%     | 100%                    | -3,616                 | -108                   | 2.9867%                |
|            |        | <b>192 Companies in Report</b>      |          | <b>30,792,447</b>       | <b>100%</b>  | <b>100%</b>             | <b>29,659,773</b>      | <b>19,380,075</b>      | <b>65.3413%</b>        |

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04/15/2019