

2021 Competition Database Report

January 2023

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2021 Competition Database Report

Introduction

The *Competition Database Report* was created to provide a single source of reference measures that serve as a starting point for examining the competitiveness of state insurance markets. Historically, this report contained data only on commercial lines, but beginning with 2008 data, it began including data on personal lines.

Some lines of insurance may contain both commercial and personal data, depending on the state. An assessment was made to place each line of business under the category where it best fits, even if it included some data from the other category. For example, farmowners might include some commercial exposure, but for this report, the decision was made to place the line under the personal lines heading.

Analysts look to several factors to determine the competitiveness of a market, including market concentration, market entries and exits, market growth, availability, and profitability. The data used to calculate the measures in this report are found in property/ casualty (P/C) insurer annual statement filings received by the National Association of Insurance Commissioners (NAIC), and beginning with the *2017 Competition Database Report*, they include data for groups as well as individual insurers not part of a group. Prior to the 2017 publication, data was reported on the basis of insurer groups, excluding individual insurers. Beginning with the *2013 Competition Database Report*, the data on the Countrywide page no longer include Canada or other alien jurisdictions.

In reviewing these measures and making interstate comparisons, readers are encouraged to keep in mind that measures of competition ultimately reflect a complex set of factors, and the information in this report functions as a starting point for measuring levels of competition. The *Property and Casualty Commercial Rate and Policy Form Model Law (#777)* lists a set of economic tests to be used in determining whether a competitive market exists. These are “relevant tests of workable competition pertaining to market structure, market performance and market conduct. The determination of competition involves the interaction of the various tests, and the weight given to specific tests depends upon the particular situation and pattern of test results.” The measures in this report are consistent with, but not an exhaustive list of, those described in Model #777.

In this report, readers will find various structural and performance measures that are readily determinable or available from NAIC databases or other sources. While these measures are presented on a by-line, by-state basis, insurance markets are not usually defined in such a straightforward manner. This report is meant to be a starting point for

studies of competition, and it can provide insight when it is used to make multistate and multiyear comparisons.

If you have any questions regarding this report, please contact researchrequest@naic.org. Links to this report and other NAIC reports can be found on the NAIC website at: https://naic.org/prod_serv_home.htm.

Disclaimer: The *Competition Database Report* provides reference measures that serve as a starting point for examining the competitiveness of state insurance markets. The NAIC does not consider the information contained in this report to be the only information that should be used to determine whether competition exists in a particular state or line of business.

Insurance Markets

To define a market, one must examine the product as well as the sellers and buyers of the product. Markets for commercial and personal P/C insurance products might not match the by-line, by-state format found in statutory annual financial statements. For example, doctors, hospitals, nursing homes, and other types of medical providers are the buyers in the medical professional liability markets. However, each of these types of buyers and the insurers that sell them coverage represent different markets that are all reported together in the annual financial statement line of business called “medical professional liability.” To a large extent, these medical professional liability markets differ from one state to the next, resulting in hundreds of them across the country. As another example, a single state might contain what could be considered several homeowners markets due to the diverse risks contained within the state.

Thus, while some of the line-of-business/state combinations in this report represent the aggregation of several smaller markets in a state, and other combinations represent parts of multistate markets, the measures presented can be used as a basic starting point for exploring competitiveness. In order to explore competition in an insurance market, the link between the data and the market in question should be refined.

More information concerning the homeowners and personal automobile insurance lines can be found in the *Auto Insurance Database Report* and the *Dwelling Fire, Homeowners Owner-Occupied, and Homeowners Tenant and Condominium/Cooperative Unit Owners Insurance Report* published by the NAIC. These reports include additional data concerning average premiums and expenditures, and they might be useful in studying the competitiveness of those markets.

Concentration Measures

Concentration is an important aspect of market structure. A particular state might have hundreds of companies selling insurance, but if only a handful of companies write a majority of the premiums, they might be able to control the market, and competitiveness might be subject to question. Several methods exist to measure market concentration in a meaningful way. This database includes two such measurements.

Market Shares

The market shares of the four largest sellers (Column 2), denoted as a percentage, are calculated by dividing the sum of direct premium written by the four largest insurance sellers in the market by the total direct premium written in that state or countrywide. For the purpose of this report, sellers include insurance groups that have affiliate insurers and individual insurers not part of a group. This traditional measure of market concentration is often used as a rough indicator of market competition. While there is no formal way to determine market competitiveness based on this calculation, values above 50% suggest that concentration at least be given a closer look in judging the overall competitiveness of a market.

Herfindahl-Hirschman Index (HHI)

The HHI (Column 3) is calculated by summing the squares of the market shares (as a percentage) of all sellers in the market. For example, if a market had only one seller, its market share would be 100%, and the HHI would be 10,000. If a market had 10 sellers, each with an equal 10% of the market, the HHI would be 1,000. Although there is no precise point at which the HHI indicates that a market or industry is concentrated highly enough to restrict competition, the U.S. Department of Justice (DOJ) has developed guidelines with regard to corporate mergers. Under these guidelines, if a merger of companies in a given market causes the HHI to rise above 1,800, the market is considered highly concentrated. If, after the merger, the HHI is between 1,000 and 1,800, the market is considered moderately concentrated. An HHI of less than 1,000 is considered not concentrated. Because these numbers are guidelines, judgment must be used to interpret what information the HHIs provide for a particular market.

A critical issue in interpreting the HHI is the definition of the market being measured. The issues mentioned under Insurance Markets on Page 3 apply to the use and interpretation of the HHI.

Market Participation/Entries and Exits

Analysts of competition are usually interested in how many insurers are participating in a market as well as how many insurers are deciding to enter or leave a market. A market demonstrating a steady increase in the number of insurers providing insurance (more are entering the market than exiting) can be considered a strong market where insurers see an opportunity to make a profit. Conversely, markets where more insurers are exiting the market than entering might indicate that insurers are unable to earn a profit sufficient to justify a continued presence.

Because there are a number of insurance groups and individual companies that, for various reasons, have a small amount of direct written premium in a given market, prior reports used a threshold of 0.1% of a market's total direct written premium to identify true market participants. This was changed in the *2017 Competition Database Report* to include all insurers with positive direct written premium as market participants.

Number of Sellers

The number of sellers (Column 4) is the number of insurance groups that have affiliate insurers and individual insurers not part of a group writing premium in the market. This figure was changed in the *2017 Competition Database Report* to include individual writers in addition to groups. Prior to the 2017 publication, data was reported on the basis of insurer groups, excluding individual insurers. The number of sellers in a market can, along with other factors, indicate the overall competitiveness of a market. The information available to the NAIC does not distinguish between sellers that are open to both new and renewal business and sellers that write renewal business only. (This data limitation also affects the interpretation of the concentration measures found in this database.)

Number of Entries and Exits

The number of entries and exits is the number of insurance groups and individual insurers writing premium in the market that have either entered (Column 5a) or exited (Column 5b) the market at any time over the past five years. Entries and exits provide information about the quality of the market in that more entries than exits tend to indicate a healthy market, and more exits than entries tend to indicate an unhealthy market.

Market Growth

Market growth can be a measure of competition, as growing markets normally attract competitors. Market growth can be initiated by two events. One is when new consumers enter into the market and demand new insurance coverages. The second is when existing consumers start to purchase additional coverage, such as when property values increase or consumers purchase more expensive automobiles as their incomes rise. In general, both of these events create market growth over time. A word of caution: Increasing premium rates might cause direct written premium to increase, giving the appearance of market growth when, in fact, there is none.

Premium Growth

Premium growth for the past three years (Column 6a) and the past nine years (Column 6b) are the percentage change in direct written premium between the respective years. Beginning in the 2018 publication, Column 6a is the percentage change of the direct premium written in the current data year (e.g., 2018) and the premium written in the third prior data year (e.g., 2015). Before the 2018 publication, Column 6a was a measure between the current data year (e.g., 2017) and the second prior data year (e.g., 2015). The data used in Column 6b is consistent with prior years of the *Competitions Database Report*. The headings for Column 6a and 6b were revised in the *2018 Competition Database Report* to include the data years under comparison.

Availability

Availability is an important indication of market performance. Insurance companies in the standard (voluntary) market are not required to sell their products to everyone. By law, they must be able to pay claims and stay solvent, and they are allowed to profit from sales and investments. They do this by correctly choosing and pricing risk, servicing claims, and investing premiums. The selective nature of the business means that not all consumers will be able to purchase insurance from a standard insurer. When insurance is limited or not available through the voluntary market, a consumer might turn to the residual or surplus lines markets for coverage. Growth in these alternative markets might reflect a declining number of sellers in the standard market or a limited capacity to add new business.

Some specialized types of insurance (TOIs) might only be available through the surplus lines market. However, surplus lines insurers are exempt from most state insurance laws, and policyholders are not protected by state guaranty funds. For this reason, in many states, insurance can only be purchased from a surplus lines carrier when the insurance commissioner determines that the specific coverage is not sufficiently available from a regulated entity. The federal Liability Risk Retention Act (LRRA) gives companies with similar commercial liability risks the ability to create and own a risk retention group (RRG) for the purpose of collectively insuring those risks. Although these entities are not conventionally thought of as residual market mechanisms, because they do attempt to compete with traditional insurers on price and coverage, they typically begin to appear in a market when a market disruption has occurred. RRGs are governed by the regulatory laws and requirements in their domiciliary state, and they are permitted, by federal law, to write business in any state. Like surplus lines insurers, policyholders/owners of RRGs receive no protection from state guaranty funds.

Risk Retention Market Shares

The risk retention market shares are determined by dividing the sum of direct premium written by RRGs by the total direct premium written. The risk retention market share for the latest year (Column 7a) and the latest five-year mean (Column 7b) are displayed for all 50 states; Washington, DC; and five U.S. territories. Because RRGs apply only to commercial risks, this column in the report is not applicable for the personal lines data.

Surplus Lines Market Shares

The surplus lines market shares are determined by dividing the sum of direct premium written by surplus lines insurers by the total direct premium written. The surplus lines market share for the latest year (Column 8a) and the latest five-year mean (Column 8b) are displayed for all 50 states; Washington, DC; and five U.S. territories.

Profitability

Insurer profitability results can be examined to determine whether a market is attractive to insurers to enter—i.e., thereby creating greater competition—or unattractive; i.e., causing insurers that are in the market to leave. Persistently high levels of profitability could indicate that a market is failing to attract competitors, thus enabling non-competitive rates of return to be earned. Alternatively, persistently low levels of profitability could indicate that insurers might have difficulty estimating losses and/or are unable to set premium rates at adequate levels. Since the NAIC began publication of its *Report on Profitability by Line by State* (Profitability Report) in 1974, it has become the standard report for gauging the profitability of insurance markets in the U.S.

Return on Net Worth

The return on net worth (Column 9), taken from the Profitability Report, is an approximation of total profit after taxes divided by allocated capital and surplus, adjusted to place it on a generally accepted accounting principles (GAAP) basis. Allocated net investment income and realized capital gains of insurers are included in total profit. The return helps state insurance regulators and others evaluate the profits earned in a particular market in relation to the net worth that is committed to that market. Because the results for a single year can be highly variable and, thus, of limited meaningfulness, the average return over a 10-year period is shown. The report is not able to include return on net worth data for the earthquake line because this line is not included separately within the Profitability Report.

Other Measures

While the data included in this report represent relevant measures of the competitive nature of the marketplace, other measurements of the same market characteristics might give somewhat different indications. Also, there are many other aspects of competitiveness that are not addressed in this publication. These include such considerations as the level of knowledge of market participants and product homogeneity, neither of which can be readily ascertained and/or measured using the data sources relied upon in this report. Similarly, the conduct of market participants reflects upon the competitiveness of a market, but at present, it cannot be quantified with sufficient facility to be contemplated in this database.

A Special Note on Residual Market Share

Residual market mechanisms are entities created by state laws to provide insurance to consumers ineligible for coverage in the standard market. Residual market rates are generally higher than standard market rates because the insureds typically represent a greater level of risk. In most of the states, some types of personal insurance, such as automobile, are offered through residual market operations. Residual markets are also common for workers' compensation, commercial property, and commercial auto insurance.

As insurers in the voluntary market reduce their exposure or withdraw from a line of business, the residual market's premium share is likely to increase. The residual market share would be determined by dividing the sum of residual market direct premium written by total direct premium written. However, as residual market premiums are currently not reported to the states in a consistent manner, the size of the residual market in many of the states could not accurately be determined for this report. State insurance regulators are encouraged to examine their states' residual market share trends over time for any indication of changes to a market's competitive landscape.

A Special Note on Workers' Compensation Monopolistic States

In several jurisdictions, employers are required to obtain workers' compensation insurance from a compulsory state fund. The workers' compensation data in this report exclude data from these compulsory state funds, but they include data corresponding to workers' compensation coverage under federal laws, such as the federal Longshore and Harbor Workers' Compensation Act (LHWCA), and employers' liability coverage. Therefore, the workers' compensation data for the four monopolistic fund states—North Dakota, Ohio, Washington and Wyoming—are limited and should be viewed in this context.

Specifications for Groupings of Lines of Business

Commercial Lines

Commercial Auto Liability, lines 19.3 and 19.4
Commercial Auto Physical Damage, line 21.2
Commercial Auto Total, lines 19.3, 19.4 and 21.2
Commercial Multiple Peril, lines 5.1 and 5.2
Fire, line 1
Allied Lines, line 2.1
Inland Marine, line 9
Mortgage Guaranty, line 6
Financial Guaranty, line 10
Medical Professional Liability, line 11
Other Liability, lines 17, 17.2 and 17.3
Workers' Compensation, line 16
Products Liability, line 18

Personal Lines

Private Passenger Auto Liability, lines 19.1 and 19.2
Private Passenger Auto Physical Damage, line 21.1
Private Passenger Auto Total, lines 19.1, 19.2 and 21.1
Homeowners Multiple Peril, line 4
Farmowners Multiple Peril, line 3
Earthquake, line 12

Total

Total All Property and Casualty Lines, lines 1–34

2021 Competition Database

COUNTRYWIDE

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	41,422,159,112	29.21%	426	333	72	62	34.27%	117.84%	1.05%	1.01%	6.49%	5.36%	2.09%
Commercial Auto Physical	12,362,114,997	27.00%	357	277	52	49	27.47%	114.39%	n/a	n/a	5.87%	3.91%	6.04%
Commercial Auto Total	53,784,274,109	28.53%	407	344	78	65	32.65%	117.04%	0.81%	0.77%	6.34%	5.01%	2.69%
Commercial Multiple Peril	49,791,768,120	23.67%	282	312	55	57	19.10%	38.51%	0.00%	0.00%	8.67%	7.13%	5.66%
Fire	17,937,905,941	20.55%	251	436	60	64	43.47%	41.32%	0.00%	0.00%	32.31%	26.59%	14.73%
Allied Lines	18,246,926,502	23.84%	290	375	54	67	48.33%	45.93%	n/a	n/a	28.83%	26.14%	n/a
Inland Marine	29,086,879,370	36.47%	509	369	70	61	20.45%	89.10%	n/a	n/a	6.16%	5.23%	17.89%
Mortgage Guaranty	5,715,488,991	73.66%	1,690	10	1	1	9.74%	32.90%	n/a	n/a	0.09%	0.19%	26.12%
Financial Guaranty	332,979,456	98.01%	5,241	8	3	5	-5.05%	-53.93%	n/a	n/a	0.07%	0.07%	5.13%
Medical Professional Liability	11,179,056,258	39.13%	562	196	46	59	19.55%	11.58%	21.31%	20.02%	30.75%	25.78%	7.26%
Other Liability	103,628,245,661	21.06%	280	616	121	109	50.36%	110.18%	1.38%	1.55%	31.74%	27.37%	6.91%
Workers Compensation	51,909,218,861	22.42%	256	251	43	52	-9.55%	9.46%	n/a	n/a	0.00%	0.80%	9.16%
Products Liability	4,318,476,538	25.46%	369	127	21	22	20.79%	39.95%	0.00%	0.01%	45.52%	40.94%	4.80%
Personal Lines													
Private Passenger Auto Liability	152,912,082,512	55.13%	886	267	45	61	3.28%	44.79%	n/a	n/a	0.17%	0.04%	4.12%
Private Passenger Auto Physical	108,699,405,527	53.23%	842	269	48	67	10.29%	62.26%	n/a	n/a	0.09%	0.03%	6.82%
Private Passenger Auto Total	261,611,488,039	54.34%	864	274	49	67	6.08%	51.57%	n/a	n/a	0.14%	0.03%	4.88%
Homeowners Multiple Peril	119,763,053,146	40.26%	621	378	77	78	21.22%	53.93%	n/a	n/a	1.30%	1.25%	7.01%
Farmowners Multiple Peril	4,969,933,326	29.94%	376	153	15	18	12.17%	46.28%	n/a	n/a	0.13%	0.17%	7.05%
Earthquake	3,780,527,198	35.77%	486	154	34	33	52.24%	67.02%	n/a	n/a	30.25%	27.26%	n/a
Total													
Total All Property and Casualty Lines	787,908,950,351	26.76%	297	1,018	180	224	17.54%	54.38%	0.54%	0.51%	7.93%	6.18%	7.01%

2021 Competition Database

ALABAMA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	578,973,005	37.63%	568	127	45	27	39.92%	112.19%	1.62%	1.10%	5.16%	5.66%	-0.28%
Commercial Auto Physical	197,297,078	39.19%	616	104	27	21	26.45%	125.89%	n/a	n/a	4.73%	3.98%	6.23%
Commercial Auto Total	776,270,083	38.02%	574	132	47	28	36.23%	115.51%	1.21%	0.81%	5.05%	5.22%	0.82%
Commercial Multiple Peril	730,178,270	31.19%	423	106	37	22	22.14%	34.39%	0.00%	0.00%	9.44%	7.63%	8.79%
Fire	285,799,193	20.60%	276	103	28	15	47.30%	29.73%	0.00%	0.00%	36.61%	30.40%	6.87%
Allied Lines	310,038,806	20.98%	300	92	27	19	57.52%	76.16%	n/a	n/a	39.73%	34.28%	n/a
Inland Marine	422,933,231	39.85%	614	121	35	30	25.62%	89.44%	n/a	n/a	4.83%	4.02%	9.21%
Mortgage Guaranty	66,986,214	78.19%	1,785	8	0	0	12.48%	0.60%	n/a	n/a	0.00%	0.00%	25.35%
Financial Guaranty	3,837,529	100.00%	5,153	3	0	1	185.36%	308.26%	n/a	n/a	0.00%	0.00%	12.74%
Medical Professional Liability	156,169,737	59.68%	1,454	56	19	25	32.66%	18.73%	7.97%	5.51%	29.96%	22.64%	12.99%
Other Liability	969,940,511	20.18%	260	198	59	40	45.04%	84.22%	2.24%	2.59%	32.73%	27.51%	6.28%
Workers Compensation	394,552,682	34.85%	478	105	32	19	17.97%	24.81%	n/a	n/a	0.00%	0.00%	10.69%
Products Liability	42,375,414	33.53%	486	60	9	10	39.34%	6.02%	0.00%	0.09%	45.80%	35.68%	9.92%
Personal Lines													
Private Passenger Auto Liability	2,149,629,202	61.01%	1,197	49	18	21	8.12%	69.85%	n/a	n/a	0.00%	0.00%	4.35%
Private Passenger Auto Physical	1,762,420,881	64.55%	1,317	49	18	25	12.02%	62.77%	n/a	n/a	0.00%	0.00%	7.22%
Private Passenger Auto Total	3,912,050,083	62.28%	1,245	50	19	25	9.84%	66.59%	n/a	n/a	0.00%	0.00%	5.39%
Homeowners Multiple Peril	2,126,218,474	61.38%	1,243	68	27	25	22.06%	43.95%	n/a	n/a	2.47%	2.03%	11.88%
Farmowners Multiple Peril	88,881,612	89.23%	4,083	13	4	4	12.43%	29.26%	n/a	n/a	0.00%	0.31%	9.38%
Earthquake	11,509,106	30.17%	494	63	20	16	56.56%	28.53%	n/a	n/a	44.18%	36.95%	n/a
Total													
Total All Property and Casualty Lines	10,841,348,766	37.45%	513	334	116	89	21.32%	57.54%	0.40%	0.34%	7.50%	5.79%	7.76%

2021 Competition Database

ALASKA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	65,169,844	48.55%	771	60	13	19	18.57%	30.05%	0.17%	0.15%	2.51%	4.10%	14.66%
Commercial Auto Physical	20,981,549	56.41%	985	57	16	15	33.45%	19.64%	n/a	n/a	1.92%	4.93%	13.58%
Commercial Auto Total	86,151,393	50.47%	811	63	15	19	21.88%	27.35%	0.13%	0.11%	2.37%	4.26%	14.44%
Commercial Multiple Peril	108,472,213	53.73%	979	59	15	15	5.15%	-3.30%	0.00%	0.00%	9.27%	8.58%	18.61%
Fire	60,497,743	39.03%	680	61	16	11	16.29%	4.41%	0.00%	0.00%	29.35%	26.59%	8.89%
Allied Lines	29,580,873	75.06%	3,083	57	16	14	-7.63%	-9.19%	n/a	n/a	30.50%	23.68%	n/a
Inland Marine	78,809,868	46.55%	828	78	18	18	-16.78%	-64.51%	n/a	n/a	5.06%	4.87%	57.89%
Mortgage Guaranty	17,764,031	86.41%	2,032	8	0	0	-1.22%	22.92%	n/a	n/a	0.20%	0.75%	45.96%
Financial Guaranty	2,057,460	100.00%	10,000	1	0	1	942.21%	463.14%	n/a	n/a	0.00%	0.00%	8.30%
Medical Professional Liability	24,125,302	63.87%	1,775	39	18	19	2.91%	9.20%	6.26%	4.84%	22.31%	20.06%	10.14%
Other Liability	185,236,798	27.33%	394	125	42	34	27.86%	24.03%	1.46%	1.41%	45.30%	39.19%	16.26%
Workers Compensation	179,252,245	57.21%	1,312	63	20	15	-25.40%	-40.02%	n/a	n/a	0.00%	0.00%	12.42%
Products Liability	5,932,174	51.27%	1,131	41	15	18	22.34%	8.85%	0.00%	1.04%	32.57%	27.39%	25.94%
Personal Lines													
Private Passenger Auto Liability	289,875,237	79.89%	1,853	20	3	5	2.32%	8.86%	n/a	n/a	0.00%	0.00%	7.94%
Private Passenger Auto Physical	229,217,998	80.70%	1,805	20	3	8	13.05%	37.97%	n/a	n/a	0.00%	0.00%	14.36%
Private Passenger Auto Total	519,093,235	78.40%	1,817	20	3	8	6.80%	20.04%	n/a	n/a	0.00%	0.00%	9.94%
Homeowners Multiple Peril	192,273,639	79.69%	1,983	21	5	6	12.01%	32.27%	n/a	n/a	0.10%	0.14%	17.75%
Farmowners Multiple Peril	750,111	100.00%	10,000	1	0	1	16.99%	44.98%	n/a	n/a	0.00%	0.00%	1.19%
Earthquake	48,988,334	56.97%	1,014	48	15	8	75.18%	93.42%	n/a	n/a	25.81%	24.30%	n/a
Total													
Total All Property and Casualty Lines	1,711,194,349	39.13%	574	188	54	56	6.45%	-0.19%	0.25%	0.21%	8.91%	7.27%	15.60%

2021 Competition Database

ARIZONA

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Shares: Latest Year	Risk Retention Group Shares: 5-Year Mean	Surplus Lines Shares: Latest Year	Surplus Lines Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	738,326,732	28.47%	383	131	47	33	48.13%	159.93%	0.72%	0.60%	3.42%	3.72%	2.71%
Commercial Auto Physical	190,276,308	28.53%	392	108	33	27	43.10%	156.04%	n/a	n/a	5.27%	3.20%	10.34%
Commercial Auto Total	928,603,040	28.10%	382	136	52	36	47.07%	159.13%	0.57%	0.47%	3.80%	3.60%	3.77%
Commercial Multiple Peril	755,013,814	26.42%	367	109	33	24	19.15%	37.67%	0.00%	0.00%	7.32%	5.99%	8.69%
Fire	221,626,201	39.86%	554	111	32	19	62.13%	62.52%	0.00%	0.00%	40.16%	27.41%	19.83%
Allied Lines	195,000,119	39.04%	565	98	29	23	52.50%	83.06%	n/a	n/a	21.30%	17.97%	n/a
Inland Marine	509,789,953	40.84%	647	132	41	31	32.04%	120.49%	n/a	n/a	4.79%	2.88%	20.22%
Mortgage Guaranty	158,761,289	76.08%	1,745	8	0	0	-3.49%	90.17%	n/a	n/a	0.00%	0.00%	27.30%
Financial Guaranty	9,548,234	100.00%	9,503	3	0	0	1,437.69%	804.43%	n/a	n/a	0.00%	0.00%	3.03%
Medical Professional Liability	227,177,616	64.08%	1,658	66	22	28	12.35%	-0.07%	11.58%	11.02%	27.83%	24.15%	8.29%
Other Liability	1,538,350,414	20.81%	264	211	75	48	62.59%	137.00%	1.23%	1.58%	32.65%	28.68%	7.66%
Workers Compensation	826,121,336	38.75%	582	102	25	19	-3.90%	27.28%	n/a	n/a	0.00%	0.00%	8.60%
Products Liability	71,531,993	28.40%	417	68	16	13	57.00%	135.36%	0.00%	0.17%	54.66%	50.18%	8.64%
Personal Lines													
Private Passenger Auto Liability	3,578,493,430	55.50%	991	81	37	41	11.31%	77.09%	n/a	n/a	0.00%	0.00%	5.16%
Private Passenger Auto Physical	2,379,169,082	54.60%	993	83	34	37	14.98%	75.81%	n/a	n/a	0.00%	0.00%	8.26%
Private Passenger Auto Total	5,957,662,512	54.61%	987	84	37	41	12.74%	76.58%	n/a	n/a	0.00%	0.00%	6.14%
Homeowners Multiple Peril	2,064,299,031	48.37%	854	77	27	21	22.35%	61.41%	n/a	n/a	0.16%	0.17%	12.08%
Farmowners Multiple Peril	18,688,111	72.60%	1,837	15	4	7	11.46%	34.16%	n/a	n/a	0.00%	0.00%	9.10%
Earthquake	17,011,695	48.14%	836	68	26	17	92.01%	89.17%	n/a	n/a	29.96%	35.46%	n/a
Total													
Total All Property and Casualty Lines	14,086,574,103	31.83%	413	355	122	103	20.54%	74.15%	0.36%	0.36%	6.09%	4.54%	8.40%

2021 Competition Database

ARKANSAS

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	344,621,091	32.74%	511	110	32	25	22.65%	78.84%	1.01%	2.74%	3.17%	3.93%	6.46%
Commercial Auto Physical	150,491,449	33.61%	495	94	24	21	22.49%	95.67%	n/a	n/a	2.53%	2.66%	5.95%
Commercial Auto Total	495,112,540	31.38%	489	116	36	25	22.60%	83.64%	0.70%	1.89%	2.98%	3.53%	6.36%
Commercial Multiple Peril	410,471,958	29.79%	399	99	30	14	21.45%	41.76%	0.00%	0.00%	7.19%	6.81%	8.75%
Fire	195,107,895	36.62%	576	103	31	15	29.85%	29.54%	0.00%	0.00%	22.64%	17.86%	12.73%
Allied Lines	165,200,093	41.99%	589	92	28	16	35.28%	37.55%	n/a	n/a	16.10%	14.11%	n/a
Inland Marine	265,650,806	46.27%	810	118	31	26	11.81%	56.32%	n/a	n/a	3.42%	3.42%	14.93%
Mortgage Guaranty	37,146,224	79.18%	1,929	9	1	1	11.24%	14.24%	n/a	n/a	0.00%	0.00%	31.84%
Financial Guaranty	1,184,060	100.00%	5,841	2	0	0	3.77%	-59.02%	n/a	n/a	0.00%	0.00%	-5.81%
Medical Professional Liability	76,523,851	46.02%	773	56	25	22	19.30%	14.86%	13.64%	7.80%	21.64%	19.59%	6.08%
Other Liability	579,806,690	33.19%	612	189	56	41	41.34%	95.14%	0.89%	1.25%	22.47%	20.22%	9.30%
Workers Compensation	241,594,413	30.29%	442	94	28	24	-3.01%	0.26%	n/a	n/a	0.00%	0.00%	12.01%
Products Liability	23,347,859	27.58%	420	56	17	15	38.85%	26.71%	0.00%	0.26%	37.77%	34.58%	9.44%
Personal Lines													
Private Passenger Auto Liability	1,173,119,844	53.67%	1,018	48	15	23	5.15%	41.53%	n/a	n/a	0.00%	0.00%	6.35%
Private Passenger Auto Physical	1,071,544,648	56.69%	1,171	50	14	21	12.00%	59.14%	n/a	n/a	0.00%	0.00%	7.49%
Private Passenger Auto Total	2,244,664,492	55.05%	1,084	50	15	23	8.32%	49.42%	n/a	n/a	0.00%	0.00%	6.78%
Homeowners Multiple Peril	1,103,809,123	55.57%	1,168	56	19	16	17.21%	48.24%	n/a	n/a	0.21%	0.25%	7.76%
Farmowners Multiple Peril	79,645,498	78.58%	3,145	19	6	6	121.88%	249.65%	n/a	n/a	-0.13%	1.17%	-3.22%
Earthquake	46,122,288	64.88%	1,531	59	16	15	33.32%	70.58%	n/a	n/a	11.50%	9.61%	n/a
Total													
Total All Property and Casualty Lines	6,421,745,238	29.70%	420	295	95	86	17.46%	50.15%	0.30%	0.33%	4.51%	3.89%	7.67%

2021 Competition Database

CALIFORNIA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	4,869,645,920	30.94%	454	129	46	28	40.73%	159.53%	1.17%	1.31%	19.97%	15.24%	-1.48%
Commercial Auto Physical	1,235,407,532	29.94%	408	98	29	26	31.24%	138.53%	n/a	n/a	16.06%	9.28%	5.52%
Commercial Auto Total	6,105,053,452	30.74%	438	133	50	32	38.70%	154.99%	0.93%	1.04%	19.18%	14.00%	-0.52%
Commercial Multiple Peril	5,981,985,555	38.51%	601	94	31	29	22.89%	41.18%	0.00%	0.00%	10.24%	7.01%	5.54%
Fire	2,118,466,216	28.37%	366	114	29	18	72.82%	64.85%	0.00%	0.00%	33.76%	27.11%	12.12%
Allied Lines	1,302,667,278	37.16%	523	99	25	25	63.00%	72.15%	n/a	n/a	33.18%	29.08%	n/a
Inland Marine	3,795,312,363	34.66%	496	123	38	30	22.32%	84.86%	n/a	n/a	17.97%	13.97%	22.14%
Mortgage Guaranty	519,519,862	72.09%	1,660	8	0	0	11.83%	57.96%	n/a	n/a	0.00%	0.00%	27.83%
Financial Guaranty	44,694,022	97.97%	5,465	5	0	1	90.68%	21.79%	n/a	n/a	0.00%	0.00%	11.20%
Medical Professional Liability	932,215,649	46.95%	758	78	24	28	22.84%	20.87%	16.25%	15.20%	43.41%	36.78%	5.18%
Other Liability	15,551,306,487	25.33%	330	213	71	42	72.29%	153.20%	1.04%	1.25%	43.23%	37.99%	2.97%
Workers Compensation	10,404,541,636	31.56%	445	79	24	17	-15.57%	15.57%	n/a	n/a	0.00%	0.00%	8.79%
Products Liability	656,504,936	34.50%	517	67	19	13	24.40%	58.57%	0.00%	0.02%	60.40%	57.02%	-1.65%
Personal Lines													
Private Passenger Auto Liability	17,768,102,795	45.14%	809	71	18	37	3.08%	60.69%	n/a	n/a	0.00%	0.00%	2.84%
Private Passenger Auto Physical	13,947,477,548	45.26%	822	70	20	40	10.24%	66.56%	n/a	n/a	0.00%	0.00%	7.46%
Private Passenger Auto Total	31,715,580,343	44.90%	808	72	20	40	6.11%	63.22%	n/a	n/a	0.00%	0.00%	4.39%
Homeowners Multiple Peril	11,166,346,055	46.97%	862	69	29	23	33.48%	58.63%	n/a	n/a	2.28%	1.44%	0.84%
Farmowners Multiple Peril	221,114,268	75.32%	2,377	14	4	6	3.27%	8.32%	n/a	n/a	0.00%	0.00%	1.89%
Earthquake	1,785,289,710	45.77%	696	84	27	20	61.68%	67.99%	n/a	n/a	36.78%	33.77%	n/a
Total													
Total All Property and Casualty Lines	96,311,673,974	25.81%	316	344	100	82	19.78%	66.93%	0.39%	0.36%	12.60%	9.07%	6.03%

2021 Competition Database

COLORADO

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	664,679,541	34.49%	586	121	38	28	31.71%	130.05%	1.36%	1.42%	2.14%	3.66%	4.17%
Commercial Auto Physical	244,363,436	31.72%	470	104	30	20	35.63%	154.98%	n/a	n/a	4.62%	3.65%	-3.61%
Commercial Auto Total	909,042,977	33.58%	546	125	43	30	32.74%	136.26%	0.99%	1.03%	2.81%	3.66%	2.76%
Commercial Multiple Peril	1,047,263,774	31.00%	443	105	31	19	23.73%	65.73%	0.00%	0.00%	8.10%	6.85%	-5.02%
Fire	272,822,605	26.99%	387	100	28	21	66.65%	91.47%	0.00%	0.00%	42.51%	36.73%	16.35%
Allied Lines	313,195,753	35.71%	482	89	25	20	61.43%	106.24%	n/a	n/a	25.99%	22.69%	n/a
Inland Marine	565,784,336	37.33%	530	123	35	29	25.94%	136.35%	n/a	n/a	5.35%	5.70%	16.32%
Mortgage Guaranty	141,176,582	70.68%	1,702	8	0	0	11.94%	35.07%	n/a	n/a	0.00%	0.00%	42.71%
Financial Guaranty	5,080,584	100.00%	3,597	3	0	1	3.70%	3.29%	n/a	n/a	0.00%	0.00%	7.59%
Medical Professional Liability	177,728,505	63.57%	1,886	62	21	22	19.14%	7.45%	13.72%	9.15%	28.60%	22.75%	10.48%
Other Liability	2,000,143,022	20.79%	271	205	62	44	59.52%	124.50%	1.78%	2.25%	35.20%	29.71%	8.13%
Workers Compensation	1,004,193,989	68.19%	3,000	94	25	16	-8.43%	41.53%	n/a	n/a	0.00%	0.00%	8.44%
Products Liability	93,096,557	33.67%	468	65	16	16	18.02%	56.93%	0.00%	0.18%	54.40%	45.51%	6.18%
Personal Lines													
Private Passenger Auto Liability	3,209,551,383	48.27%	921	53	17	23	6.43%	84.10%	n/a	n/a	0.00%	0.00%	2.99%
Private Passenger Auto Physical	2,395,330,750	52.90%	1,012	55	19	26	18.57%	108.40%	n/a	n/a	0.00%	0.00%	-5.71%
Private Passenger Auto Total	5,604,882,133	50.17%	953	56	19	25	11.30%	93.76%	n/a	n/a	0.00%	0.00%	0.38%
Homeowners Multiple Peril	3,264,641,244	55.40%	1,066	59	23	22	31.28%	110.39%	n/a	n/a	0.57%	0.46%	-12.70%
Farmowners Multiple Peril	103,306,469	53.30%	1,032	21	6	6	16.26%	57.31%	n/a	n/a	0.18%	0.04%	1.23%
Earthquake	16,250,523	44.34%	710	70	16	11	61.71%	57.53%	n/a	n/a	45.85%	44.02%	n/a
Total													
Total All Property and Casualty Lines	16,368,169,044	31.56%	442	309	95	83	22.66%	90.21%	0.42%	0.39%	7.28%	5.62%	1.85%

2021 Competition Database

CONNECTICUT

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	443,481,614	32.11%	458	93	30	25	25.17%	67.18%	0.68%	0.58%	2.93%	2.74%	5.13%
Commercial Auto Physical	114,854,110	32.02%	462	79	22	20	24.07%	86.69%	n/a	n/a	3.35%	1.90%	8.84%
Commercial Auto Total	558,335,724	32.09%	457	95	30	26	24.94%	70.85%	0.54%	0.46%	3.02%	2.56%	5.62%
Commercial Multiple Peril	738,755,322	32.65%	448	94	23	17	12.98%	27.78%	0.00%	0.00%	3.86%	4.02%	7.51%
Fire	168,160,004	27.70%	383	100	30	16	26.88%	27.03%	0.00%	0.00%	33.89%	26.52%	22.84%
Allied Lines	176,168,279	31.91%	444	90	28	18	42.34%	61.08%	n/a	n/a	23.40%	20.97%	n/a
Inland Marine	404,998,819	41.42%	584	109	28	26	13.39%	66.66%	n/a	n/a	6.34%	3.55%	27.43%
Mortgage Guaranty	76,988,943	80.14%	1,805	8	0	0	11.04%	40.70%	n/a	n/a	0.00%	0.00%	20.64%
Financial Guaranty	5,079,074	100.00%	7,605	3	0	1	55.34%	54.55%	n/a	n/a	0.00%	0.00%	68.22%
Medical Professional Liability	236,536,063	74.83%	2,803	58	19	22	28.57%	36.88%	57.85%	54.12%	29.81%	25.95%	1.21%
Other Liability	1,513,071,577	27.93%	407	173	55	41	43.10%	72.70%	1.75%	1.87%	27.53%	24.50%	8.76%
Workers Compensation	713,393,647	39.37%	603	85	25	12	-7.20%	-3.25%	n/a	n/a	0.00%	0.00%	8.61%
Products Liability	60,550,475	48.07%	846	54	9	14	25.44%	24.40%	0.00%	0.11%	36.80%	30.87%	14.91%
Personal Lines													
Private Passenger Auto Liability	2,002,016,290	50.58%	887	48	15	16	1.89%	29.34%	n/a	n/a	0.00%	0.00%	3.89%
Private Passenger Auto Physical	1,190,811,768	48.69%	841	49	14	17	6.50%	32.61%	n/a	n/a	0.00%	0.00%	11.20%
Private Passenger Auto Total	3,192,828,058	49.88%	862	49	16	19	3.56%	30.54%	n/a	n/a	0.00%	0.00%	5.78%
Homeowners Multiple Peril	1,712,827,627	33.35%	494	69	26	15	12.23%	40.27%	n/a	n/a	0.48%	0.57%	14.78%
Farmowners Multiple Peril	8,124,107	96.52%	3,723	8	2	1	14.60%	73.58%	n/a	n/a	0.04%	0.01%	14.95%
Earthquake	10,172,070	41.92%	708	56	17	14	46.58%	43.50%	n/a	n/a	37.63%	33.23%	n/a
Total													
Total All Property and Casualty Lines	10,016,169,982	27.33%	345	284	90	70	13.34%	37.27%	1.66%	1.49%	6.69%	5.30%	9.17%

2021 Competition Database

DELAWARE

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	151,932,276	43.98%	692	98	29	20	37.82%	111.09%	0.54%	0.58%	1.02%	1.41%	1.08%
Commercial Auto Physical	33,525,914	39.40%	597	85	22	17	31.42%	124.46%	n/a	n/a	2.50%	1.54%	5.73%
Commercial Auto Total	185,458,190	42.83%	643	102	35	23	36.62%	113.39%	0.44%	0.47%	1.29%	1.43%	1.58%
Commercial Multiple Peril	329,555,343	68.38%	3,213	87	23	18	-10.76%	8.99%	0.00%	0.00%	2.59%	1.85%	22.58%
Fire	38,802,228	27.64%	377	92	23	16	50.39%	36.18%	0.00%	0.00%	27.79%	21.24%	33.39%
Allied Lines	35,639,917	34.43%	480	86	21	19	24.50%	75.36%	n/a	n/a	23.71%	16.94%	n/a
Inland Marine	124,940,091	52.38%	859	113	31	27	72.46%	126.70%	n/a	n/a	2.66%	1.54%	16.72%
Mortgage Guaranty	23,076,492	78.67%	1,820	8	0	0	11.56%	20.62%	n/a	n/a	0.00%	0.00%	23.52%
Financial Guaranty	18,216,906	100.00%	5,349	4	2	1	5.75%	-13.30%	n/a	n/a	0.00%	0.00%	28.29%
Medical Professional Liability	36,557,902	72.88%	1,675	48	18	20	22.34%	-5.56%	3.16%	5.44%	27.93%	19.75%	2.50%
Other Liability	661,769,010	29.28%	433	176	55	40	71.42%	151.24%	0.91%	1.42%	22.39%	15.63%	3.30%
Workers Compensation	199,120,931	32.30%	466	88	31	20	-10.51%	32.22%	n/a	n/a	0.00%	0.00%	9.54%
Products Liability	12,755,188	38.19%	580	54	12	17	36.50%	25.02%	0.00%	-0.01%	39.76%	30.41%	10.64%
Personal Lines													
Private Passenger Auto Liability	650,538,132	63.95%	1,344	32	9	15	2.90%	35.84%	n/a	n/a	0.00%	0.00%	5.22%
Private Passenger Auto Physical	315,360,682	62.64%	1,330	33	9	17	12.14%	60.08%	n/a	n/a	0.00%	0.01%	6.67%
Private Passenger Auto Total	965,898,814	63.10%	1,333	33	9	17	5.75%	42.90%	n/a	n/a	0.00%	0.00%	5.54%
Homeowners Multiple Peril	342,404,235	54.30%	1,084	50	17	18	20.97%	65.43%	n/a	n/a	2.39%	2.35%	15.15%
Farmowners Multiple Peril	8,296,227	88.22%	2,939	12	4	3	9.49%	99.35%	n/a	n/a	0.17%	0.07%	20.88%
Earthquake	1,673,470	36.10%	611	52	17	7	21.89%	45.75%	n/a	n/a	18.98%	21.43%	n/a
Total													
Total All Property and Casualty Lines	3,261,599,982	28.83%	380	270	92	79	16.89%	47.51%	0.25%	0.30%	6.21%	3.93%	9.80%

2021 Competition Database

DISTRICT OF COLUMBIA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	53,519,691	45.92%	836	73	25	26	18.35%	67.32%	1.24%	1.38%	2.91%	21.02%	16.72%
Commercial Auto Physical	9,630,402	43.64%	679	64	19	15	34.84%	101.33%	n/a	n/a	0.71%	4.08%	12.04%
Commercial Auto Total	63,150,093	44.88%	757	75	27	29	20.60%	71.75%	1.05%	1.16%	2.57%	18.55%	16.25%
Commercial Multiple Peril	189,789,054	44.92%	728	76	25	18	13.97%	27.23%	0.00%	0.00%	5.17%	3.38%	15.22%
Fire	48,445,334	48.42%	781	73	25	19	38.61%	50.58%	0.00%	0.00%	32.60%	30.28%	14.67%
Allied Lines	50,086,137	55.68%	1,063	69	23	16	76.27%	100.60%	n/a	n/a	34.24%	26.18%	n/a
Inland Marine	145,255,143	63.76%	2,191	88	29	26	7.19%	64.78%	n/a	n/a	2.69%	2.97%	9.09%
Mortgage Guaranty	24,545,817	67.86%	1,507	8	0	0	-2.09%	-37.29%	n/a	n/a	0.00%	0.00%	9.84%
Financial Guaranty	756,615	100.00%	10,000	1	1	1	619.78%	324.48%	n/a	n/a	0.00%	0.00%	4.73%
Medical Professional Liability	31,791,503	55.74%	1,021	44	14	19	14.71%	-13.21%	15.53%	15.71%	41.41%	28.81%	15.99%
Other Liability	603,760,027	30.15%	420	151	51	34	55.63%	75.96%	8.85%	11.12%	45.63%	37.46%	14.18%
Workers Compensation	152,137,781	42.27%	717	74	23	19	-20.03%	7.04%	n/a	n/a	0.00%	0.00%	13.73%
Products Liability	7,498,502	53.19%	1,152	47	21	19	11.78%	52.19%	0.00%	0.00%	62.27%	60.73%	11.52%
Personal Lines													
Private Passenger Auto Liability	212,129,424	73.48%	1,976	26	6	12	1.21%	42.44%	n/a	n/a	0.00%	0.00%	5.62%
Private Passenger Auto Physical	175,061,649	73.79%	2,115	26	6	11	8.19%	39.01%	n/a	n/a	0.00%	0.00%	13.01%
Private Passenger Auto Total	387,191,073	72.59%	2,030	26	7	13	4.25%	40.87%	n/a	n/a	0.00%	0.00%	8.31%
Homeowners Multiple Peril	188,291,098	65.62%	1,303	37	18	13	13.18%	37.49%	n/a	n/a	0.60%	0.45%	17.26%
Farmowners Multiple Peril	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	n/a
Earthquake	4,988,783	65.74%	2,034	38	13	13	55.31%	111.35%	n/a	n/a	61.23%	51.34%	n/a
Total													
Total All Property and Casualty Lines	2,328,414,230	31.74%	395	236	74	66	17.66%	47.56%	2.54%	2.68%	15.69%	12.05%	12.96%

2021 Competition Database

FLORIDA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	3,818,894,153	42.41%	800	125	41	30	35.90%	196.26%	1.23%	1.22%	4.96%	3.30%	-3.79%
Commercial Auto Physical	588,894,401	40.42%	664	102	29	26	29.77%	135.62%	n/a	n/a	7.25%	4.89%	9.46%
Commercial Auto Total	4,407,788,554	42.14%	778	129	45	34	35.05%	186.41%	1.07%	1.04%	5.27%	3.53%	-2.53%
Commercial Multiple Peril	2,391,232,507	26.09%	376	96	30	31	23.05%	16.83%	0.00%	0.00%	30.16%	25.27%	9.76%
Fire	1,732,750,298	21.02%	284	116	33	26	36.90%	13.81%	0.00%	0.00%	49.26%	43.12%	24.98%
Allied Lines	3,607,103,474	39.49%	559	106	33	27	47.56%	19.03%	n/a	n/a	36.86%	37.76%	n/a
Inland Marine	1,947,345,127	35.94%	498	135	35	28	28.28%	115.02%	n/a	n/a	8.15%	7.35%	20.38%
Mortgage Guaranty	450,305,368	74.08%	1,691	8	0	0	25.11%	89.52%	n/a	n/a	0.79%	1.76%	17.59%
Financial Guaranty	12,095,623	100.00%	8,564	3	0	1	189.74%	76.58%	n/a	n/a	0.00%	0.00%	7.25%
Medical Professional Liability	890,717,935	52.64%	849	81	32	29	47.49%	63.86%	21.65%	18.91%	27.69%	26.13%	4.06%
Other Liability	8,622,026,054	42.65%	1,142	215	72	51	50.58%	221.50%	0.93%	0.96%	29.13%	25.06%	5.26%
Workers Compensation	2,907,945,592	31.44%	436	103	32	21	-7.42%	44.42%	n/a	n/a	0.00%	0.00%	8.77%
Products Liability	278,653,573	30.91%	464	63	14	14	27.04%	78.06%	0.00%	0.06%	58.80%	50.21%	-2.58%
Personal Lines													
Private Passenger Auto Liability	16,010,980,722	70.03%	1,437	51	21	30	10.20%	52.39%	n/a	n/a	0.00%	0.00%	1.97%
Private Passenger Auto Physical	6,583,316,408	71.69%	1,505	49	17	32	11.19%	104.48%	n/a	n/a	0.03%	0.01%	6.46%
Private Passenger Auto Total	22,594,297,130	70.52%	1,454	52	22	33	10.48%	64.60%	n/a	n/a	0.01%	0.00%	2.93%
Homeowners Multiple Peril	12,402,718,163	32.50%	451	80	30	35	28.76%	47.93%	n/a	n/a	4.77%	5.47%	9.08%
Farmowners Multiple Peril	23,586,035	92.54%	4,256	10	4	1	-4.15%	-2.03%	n/a	n/a	8.71%	8.65%	22.52%
Earthquake	33,389,167	48.44%	832	54	18	15	18.95%	3.30%	n/a	n/a	77.12%	79.19%	n/a
Total													
Total All Property and Casualty Lines	66,400,690,844	31.73%	368	371	123	109	23.35%	67.37%	0.48%	0.40%	10.47%	8.87%	7.72%

2021 Competition Database

GEORGIA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	1,763,230,529	36.48%	610	146	48	34	59.70%	222.11%	0.86%	1.19%	5.70%	5.34%	-3.80%
Commercial Auto Physical	394,101,066	32.30%	482	121	34	23	28.87%	160.47%	n/a	n/a	5.83%	3.96%	5.51%
Commercial Auto Total	2,157,331,595	35.16%	577	150	53	36	53.02%	208.77%	0.70%	0.95%	5.72%	5.05%	-2.53%
Commercial Multiple Peril	1,338,455,167	24.61%	316	117	41	21	24.55%	53.06%	0.00%	0.00%	7.73%	6.26%	5.03%
Fire	489,919,791	25.42%	364	123	35	18	44.47%	46.35%	0.00%	0.00%	33.41%	26.97%	11.04%
Allied Lines	450,419,381	32.55%	449	106	27	16	55.18%	103.84%	n/a	n/a	29.82%	24.86%	n/a
Inland Marine	900,560,077	38.82%	588	143	42	29	26.28%	112.60%	n/a	n/a	3.68%	3.41%	17.99%
Mortgage Guaranty	201,921,348	74.60%	1,730	8	0	0	12.37%	21.79%	n/a	n/a	0.00%	0.00%	27.94%
Financial Guaranty	1,783,357	100.00%	6,040	4	0	1	16.10%	-62.36%	n/a	n/a	1.33%	2.16%	7.62%
Medical Professional Liability	372,725,525	63.26%	1,485	70	22	26	21.33%	30.86%	5.03%	4.21%	38.14%	35.46%	0.64%
Other Liability	2,875,958,892	25.06%	310	223	70	47	67.28%	141.41%	1.07%	1.32%	32.05%	27.27%	5.42%
Workers Compensation	1,698,124,706	27.64%	360	119	29	20	2.69%	49.97%	n/a	n/a	0.00%	0.00%	9.26%
Products Liability	114,515,917	31.47%	453	65	13	12	23.30%	58.77%	0.01%	0.02%	42.70%	33.01%	2.80%
Personal Lines													
Private Passenger Auto Liability	6,808,283,039	59.77%	1,099	64	28	33	11.20%	112.95%	n/a	n/a	0.00%	0.00%	-2.99%
Private Passenger Auto Physical	3,735,437,253	60.58%	1,124	64	24	34	14.00%	63.87%	n/a	n/a	0.00%	0.00%	9.20%
Private Passenger Auto Total	10,543,720,292	60.06%	1,103	66	26	35	12.18%	92.52%	n/a	n/a	0.00%	0.00%	0.66%
Homeowners Multiple Peril	4,091,758,650	56.77%	1,116	74	33	27	22.26%	74.02%	n/a	n/a	0.39%	0.45%	3.81%
Farmowners Multiple Peril	156,597,879	75.31%	3,152	21	6	6	23.25%	51.13%	n/a	n/a	0.02%	0.17%	0.99%
Earthquake	29,077,313	47.85%	1,198	65	25	19	77.84%	77.63%	n/a	n/a	48.97%	37.39%	n/a
Total													
Total All Property and Casualty Lines	26,513,419,554	34.75%	461	372	117	100	23.04%	87.62%	0.24%	0.24%	6.48%	4.87%	4.32%

2021 Competition Database

HAWAII

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	96,672,929	51.41%	959	57	15	15	-1.17%	31.69%	0.87%	0.69%	4.16%	5.43%	15.05%
Commercial Auto Physical	29,043,076	58.78%	1,149	50	14	12	9.88%	57.85%	n/a	n/a	3.17%	3.12%	12.73%
Commercial Auto Total	125,716,005	52.99%	981	60	20	17	1.18%	36.93%	0.67%	0.54%	3.93%	4.92%	14.69%
Commercial Multiple Peril	209,580,093	65.24%	1,316	67	26	15	13.44%	51.15%	0.00%	0.00%	10.68%	11.04%	20.33%
Fire	125,863,154	53.86%	1,024	64	17	14	51.93%	46.90%	0.00%	0.00%	30.10%	30.62%	30.30%
Allied Lines	115,147,097	43.06%	668	62	19	14	14.97%	12.11%	n/a	n/a	35.28%	27.72%	n/a
Inland Marine	124,008,569	49.83%	768	75	14	13	13.12%	105.31%	n/a	n/a	8.37%	5.69%	27.49%
Mortgage Guaranty	19,557,921	72.68%	1,679	8	0	0	7.88%	0.35%	n/a	n/a	0.00%	0.00%	25.71%
Financial Guaranty	3,749,479	100.00%	5,186	3	1	2	-5.48%	-16.97%	n/a	n/a	0.00%	0.00%	13.76%
Medical Professional Liability	35,161,630	65.50%	1,608	47	17	18	17.43%	18.38%	10.82%	9.34%	41.08%	39.09%	7.13%
Other Liability	362,346,551	28.66%	378	136	51	34	16.33%	45.34%	2.38%	2.10%	39.36%	33.08%	8.89%
Workers Compensation	278,001,271	61.62%	1,284	64	19	11	0.86%	38.36%	n/a	n/a	0.00%	0.00%	6.72%
Products Liability	13,415,538	51.32%	910	48	17	14	19.82%	42.95%	0.00%	0.00%	60.50%	50.40%	2.36%
Personal Lines													
Private Passenger Auto Liability	439,105,694	66.55%	1,536	25	4	6	-1.90%	13.87%	n/a	n/a	0.00%	0.00%	13.33%
Private Passenger Auto Physical	367,041,866	70.36%	1,585	24	5	8	9.98%	51.85%	n/a	n/a	0.00%	0.00%	15.48%
Private Passenger Auto Total	806,147,560	68.26%	1,551	25	5	8	3.17%	28.50%	n/a	n/a	0.00%	0.00%	14.02%
Homeowners Multiple Peril	422,376,953	63.27%	1,672	31	10	9	5.84%	23.36%	n/a	n/a	0.85%	0.61%	27.24%
Farmowners Multiple Peril	25	100.00%	10,000	1	1	2	-86.70%	-99.99%	n/a	n/a	0.00%	30.18%	38.48%
Earthquake	23,508,790	51.73%	989	41	14	10	91.80%	123.62%	n/a	n/a	45.00%	46.04%	n/a
Total													
Total All Property and Casualty Lines	2,891,483,724	35.37%	475	209	68	61	11.37%	36.33%	0.46%	0.39%	10.35%	8.61%	15.46%

2021 Competition Database

IDAHO

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	185,061,850	33.89%	493	94	18	22	41.94%	108.49%	0.19%	0.23%	1.96%	2.59%	7.94%
Commercial Auto Physical	94,468,792	40.57%	593	88	18	18	36.93%	149.94%	n/a	n/a	1.33%	1.25%	8.83%
Commercial Auto Total	279,530,642	35.54%	520	98	21	24	40.21%	120.87%	0.13%	0.15%	1.75%	2.13%	8.20%
Commercial Multiple Peril	276,331,595	41.21%	612	91	26	23	26.24%	59.28%	0.00%	0.00%	5.64%	4.45%	9.32%
Fire	67,364,952	33.10%	437	96	27	13	93.29%	125.69%	0.00%	0.00%	33.65%	25.29%	10.84%
Allied Lines	51,220,853	42.70%	737	87	25	18	94.57%	23.49%	n/a	n/a	18.11%	14.19%	n/a
Inland Marine	148,120,753	41.50%	729	110	28	28	39.67%	151.00%	n/a	n/a	2.96%	2.26%	22.34%
Mortgage Guaranty	38,116,664	78.85%	1,785	8	0	0	-8.08%	70.11%	n/a	n/a	0.00%	0.00%	38.75%
Financial Guaranty	136,254	100.00%	10,000	1	1	1	100.00%	4.91%	n/a	n/a	0.00%	0.00%	5.74%
Medical Professional Liability	37,996,446	49.87%	844	54	21	22	22.44%	23.04%	9.32%	9.90%	23.52%	21.13%	7.58%
Other Liability	341,233,489	22.34%	284	178	63	45	67.41%	135.36%	0.91%	0.90%	24.94%	22.86%	15.50%
Workers Compensation	478,165,646	68.32%	3,081	79	16	11	10.64%	74.56%	n/a	n/a	0.00%	0.00%	4.30%
Products Liability	21,887,375	33.54%	512	58	14	13	64.72%	139.38%	0.00%	0.08%	49.42%	42.17%	7.15%
Personal Lines													
Private Passenger Auto Liability	684,211,531	50.59%	914	48	4	10	15.20%	70.47%	n/a	n/a	0.00%	0.00%	9.28%
Private Passenger Auto Physical	572,168,483	48.17%	917	49	6	13	26.77%	111.44%	n/a	n/a	0.00%	0.00%	9.11%
Private Passenger Auto Total	1,256,380,014	48.98%	907	50	6	12	20.20%	86.97%	n/a	n/a	0.00%	0.00%	9.22%
Homeowners Multiple Peril	516,536,166	51.92%	932	47	9	12	33.48%	89.84%	n/a	n/a	0.42%	0.43%	3.33%
Farmowners Multiple Peril	75,572,479	76.55%	2,503	21	5	4	12.17%	47.57%	n/a	n/a	0.03%	0.01%	4.45%
Earthquake	9,053,535	50.36%	1,009	56	14	12	149.56%	202.10%	n/a	n/a	21.60%	18.57%	n/a
Total													
Total All Property and Casualty Lines	3,849,228,082	30.77%	405	262	75	67	28.90%	85.11%	0.18%	0.18%	4.39%	3.43%	8.90%

2021 Competition Database

ILLINOIS

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	1,734,007,945	28.96%	414	154	43	27	27.64%	130.51%	1.39%	1.74%	1.80%	1.97%	5.58%
Commercial Auto Physical	580,943,760	28.93%	380	130	28	19	47.08%	156.20%	n/a	n/a	6.06%	3.89%	9.26%
Commercial Auto Total	2,314,951,705	27.84%	390	159	47	28	32.02%	136.46%	1.04%	1.32%	2.88%	2.45%	6.14%
Commercial Multiple Peril	2,017,699,582	24.89%	321	127	34	17	14.19%	31.93%	0.00%	0.00%	3.77%	2.90%	5.82%
Fire	642,677,624	37.46%	570	131	28	15	68.79%	55.20%	0.00%	0.00%	27.00%	22.45%	17.58%
Allied Lines	450,710,385	37.69%	567	118	22	18	45.77%	16.76%	n/a	n/a	18.60%	18.86%	n/a
Inland Marine	1,009,161,468	37.23%	551	147	26	25	12.50%	79.62%	n/a	n/a	3.90%	5.08%	16.37%
Mortgage Guaranty	244,058,917	77.64%	1,725	8	0	0	6.27%	17.00%	n/a	n/a	0.00%	0.00%	18.00%
Financial Guaranty	6,100,024	100.00%	4,326	3	0	2	-71.84%	-37.76%	n/a	n/a	0.00%	0.03%	10.73%
Medical Professional Liability	507,310,823	55.57%	1,228	77	23	28	10.96%	-10.85%	10.90%	7.70%	27.46%	23.77%	6.23%
Other Liability	5,494,569,234	35.55%	572	253	71	46	38.38%	91.11%	1.36%	1.47%	21.12%	17.25%	9.51%
Workers Compensation	2,278,387,405	27.35%	330	123	22	17	-7.66%	-12.39%	n/a	n/a	0.00%	0.00%	10.46%
Products Liability	206,816,600	40.63%	604	81	19	19	29.11%	58.17%	0.00%	0.03%	30.09%	28.97%	4.20%
Personal Lines													
Private Passenger Auto Liability	4,211,640,219	55.85%	1,170	88	23	24	-1.71%	24.91%	n/a	n/a	0.00%	0.00%	6.20%
Private Passenger Auto Physical	3,665,532,729	58.86%	1,311	89	21	26	8.91%	47.29%	n/a	n/a	0.00%	0.00%	7.28%
Private Passenger Auto Total	7,877,172,948	57.17%	1,230	89	23	28	2.96%	34.42%	n/a	n/a	0.00%	0.00%	6.56%
Homeowners Multiple Peril	4,441,437,906	61.40%	1,511	91	25	22	19.40%	47.39%	n/a	n/a	0.16%	0.15%	0.51%
Farmowners Multiple Peril	219,009,156	78.97%	3,765	28	3	5	18.22%	56.16%	n/a	n/a	0.01%	0.01%	9.60%
Earthquake	106,856,959	53.92%	1,058	81	15	14	49.66%	66.91%	n/a	n/a	29.43%	19.34%	n/a
Total													
Total All Property and Casualty Lines	30,484,707,712	28.27%	382	388	105	91	17.04%	41.70%	0.51%	0.46%	5.90%	4.57%	7.76%

2021 Competition Database

INDIANA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	747,312,629	28.00%	373	150	44	31	37.95%	101.31%	0.93%	0.88%	4.84%	5.02%	5.48%
Commercial Auto Physical	311,020,177	28.39%	371	128	30	24	34.81%	118.24%	n/a	n/a	4.01%	2.94%	6.27%
Commercial Auto Total	1,058,332,806	27.66%	364	154	48	33	37.02%	106.01%	0.66%	0.61%	4.59%	4.39%	5.66%
Commercial Multiple Peril	974,658,838	26.06%	330	117	27	21	13.16%	31.70%	0.00%	0.00%	3.50%	3.02%	7.26%
Fire	335,594,536	25.62%	356	124	24	17	32.14%	36.85%	0.00%	0.00%	25.24%	19.24%	31.94%
Allied Lines	249,637,753	35.20%	502	117	20	16	50.71%	55.44%	n/a	n/a	17.28%	15.55%	n/a
Inland Marine	469,945,862	43.06%	726	143	30	28	19.75%	94.46%	n/a	n/a	5.10%	4.62%	13.79%
Mortgage Guaranty	112,751,241	81.05%	1,923	8	0	0	5.24%	10.90%	n/a	n/a	0.00%	0.00%	34.82%
Financial Guaranty	3,645,191	100.00%	6,356	2	1	3	108.44%	111.27%	n/a	n/a	0.00%	0.00%	8.92%
Medical Professional Liability	156,684,587	59.95%	1,122	67	22	26	25.77%	32.24%	26.66%	26.65%	20.74%	18.00%	13.05%
Other Liability	1,346,923,838	23.88%	283	240	57	44	40.08%	80.48%	1.89%	1.96%	26.37%	23.39%	9.34%
Workers Compensation	775,315,721	28.34%	335	123	33	22	-3.31%	-0.93%	n/a	n/a	0.00%	0.00%	11.45%
Products Liability	91,825,784	50.44%	906	74	14	13	8.90%	61.83%	0.00%	0.09%	44.41%	43.82%	4.63%
Personal Lines													
Private Passenger Auto Liability	2,296,081,594	52.80%	927	86	20	27	2.19%	36.37%	n/a	n/a	0.00%	0.00%	8.45%
Private Passenger Auto Physical	1,858,882,588	51.75%	942	89	19	28	10.09%	56.68%	n/a	n/a	0.00%	0.00%	7.30%
Private Passenger Auto Total	4,154,964,182	52.02%	928	88	20	29	5.58%	44.76%	n/a	n/a	0.00%	0.00%	8.06%
Homeowners Multiple Peril	2,308,435,677	49.45%	965	83	20	18	15.99%	45.52%	n/a	n/a	0.11%	0.12%	8.88%
Farmowners Multiple Peril	211,225,085	69.68%	2,293	34	4	4	7.02%	23.44%	n/a	n/a	0.10%	0.10%	12.44%
Earthquake	52,360,051	42.54%	732	75	15	15	28.22%	50.03%	n/a	n/a	12.71%	9.49%	n/a
Total													
Total All Property and Casualty Lines	13,581,153,728	28.07%	345	377	116	100	16.75%	46.35%	0.55%	0.51%	5.53%	4.16%	9.58%

2021 Competition Database

IOWA													
	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	351,557,723	33.43%	441	121	31	22	42.05%	72.17%	4.94%	2.41%	2.08%	1.96%	8.56%
Commercial Auto Physical	215,247,029	30.69%	413	109	24	17	21.19%	92.90%	n/a	n/a	3.35%	2.76%	2.21%
Commercial Auto Total	566,804,752	31.55%	413	127	37	24	33.33%	79.50%	3.06%	1.48%	2.57%	2.29%	6.88%
Commercial Multiple Peril	514,549,879	29.88%	403	107	27	16	27.38%	56.49%	0.00%	0.00%	6.94%	4.91%	-9.49%
Fire	175,382,544	28.31%	422	101	27	20	55.28%	76.86%	0.00%	0.00%	21.18%	17.69%	8.28%
Allied Lines	179,223,305	45.83%	723	98	18	16	48.11%	-18.36%	n/a	n/a	12.43%	10.76%	n/a
Inland Marine	258,393,458	31.39%	511	126	26	30	5.76%	48.13%	n/a	n/a	3.00%	4.05%	22.69%
Mortgage Guaranty	52,642,508	84.14%	2,147	8	0	0	7.85%	-7.28%	n/a	n/a	0.00%	0.00%	32.29%
Financial Guaranty	776,481	100.00%	4,220	3	0	2	-77.84%	-77.41%	n/a	n/a	0.00%	0.00%	15.13%
Medical Professional Liability	79,103,150	66.14%	1,555	54	19	20	25.61%	7.55%	10.58%	7.32%	38.22%	34.82%	4.80%
Other Liability	807,951,665	24.32%	281	200	50	40	33.07%	63.08%	0.91%	1.04%	25.14%	20.11%	12.02%
Workers Compensation	645,978,076	24.66%	315	110	19	11	-5.24%	-4.16%	n/a	n/a	0.00%	0.00%	7.86%
Products Liability	47,365,950	28.22%	410	68	11	11	20.14%	29.25%	0.00%	0.00%	18.48%	18.31%	11.68%
Personal Lines													
Private Passenger Auto Liability	915,359,808	55.35%	1,112	59	11	18	1.84%	29.25%	n/a	n/a	0.00%	0.00%	9.80%
Private Passenger Auto Physical	1,058,146,205	54.07%	1,003	61	11	20	12.93%	57.01%	n/a	n/a	0.01%	0.00%	5.23%
Private Passenger Auto Total	1,973,506,013	54.59%	1,042	61	12	21	7.50%	42.79%	n/a	n/a	0.00%	0.00%	7.82%
Homeowners Multiple Peril	979,965,431	54.18%	1,056	64	10	14	20.77%	58.12%	n/a	n/a	0.06%	0.04%	-6.95%
Farmowners Multiple Peril	252,196,718	81.60%	2,656	23	2	5	14.01%	68.71%	n/a	n/a	0.01%	0.00%	-2.45%
Earthquake	6,606,892	41.10%	629	65	11	9	60.63%	29.78%	n/a	n/a	38.53%	36.31%	n/a
Total													
Total All Property and Casualty Lines	8,054,991,336	27.22%	330	300	87	70	22.45%	40.18%	0.41%	0.28%	4.76%	3.76%	3.17%

2021 Competition Database

KANSAS

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	289,498,168	35.23%	489	108	32	24	35.02%	85.19%	1.90%	0.59%	1.70%	1.92%	8.47%
Commercial Auto Physical	162,498,854	33.42%	460	91	19	23	15.10%	68.83%	n/a	n/a	1.74%	1.21%	7.72%
Commercial Auto Total	451,997,022	34.27%	467	113	35	27	27.11%	78.95%	1.22%	0.37%	1.71%	1.64%	8.26%
Commercial Multiple Peril	470,096,108	29.69%	413	99	30	19	21.03%	32.94%	0.00%	0.00%	7.13%	5.77%	11.56%
Fire	141,146,270	25.16%	341	103	26	14	34.29%	36.97%	0.00%	0.00%	26.60%	21.92%	6.22%
Allied Lines	206,877,705	34.71%	513	95	22	15	31.21%	13.17%	n/a	n/a	14.28%	11.93%	n/a
Inland Marine	235,984,827	34.53%	499	124	29	27	12.84%	62.16%	n/a	n/a	4.51%	3.76%	22.73%
Mortgage Guaranty	46,687,210	86.06%	2,069	8	0	0	4.75%	5.09%	n/a	n/a	0.00%	0.00%	38.74%
Financial Guaranty	2,423,563	100.00%	3,619	3	0	0	199.66%	80.51%	n/a	n/a	0.00%	0.00%	8.68%
Medical Professional Liability	85,818,377	57.45%	1,100	50	17	23	33.82%	25.96%	4.52%	3.90%	24.21%	12.94%	6.93%
Other Liability	636,417,640	23.76%	309	194	48	42	43.09%	69.39%	1.68%	1.35%	25.66%	21.80%	11.71%
Workers Compensation	392,376,861	33.96%	473	96	16	10	-0.96%	-12.24%	n/a	n/a	0.00%	0.00%	10.42%
Products Liability	38,639,323	29.48%	432	62	11	13	15.90%	9.78%	0.00%	0.00%	31.48%	26.87%	1.37%
Personal Lines													
Private Passenger Auto Liability	1,034,086,533	51.20%	910	53	13	17	2.36%	36.13%	n/a	n/a	0.00%	0.00%	7.25%
Private Passenger Auto Physical	1,023,742,677	50.07%	915	55	14	18	8.90%	44.21%	n/a	n/a	0.01%	0.00%	10.57%
Private Passenger Auto Total	2,057,829,210	50.16%	902	55	15	19	5.51%	40.04%	n/a	n/a	0.00%	0.00%	8.63%
Homeowners Multiple Peril	1,383,624,747	52.35%	994	56	12	14	14.80%	53.66%	n/a	n/a	0.18%	0.11%	16.39%
Farmowners Multiple Peril	268,249,275	67.63%	1,949	24	3	6	8.53%	47.12%	n/a	n/a	0.01%	0.00%	10.62%
Earthquake	11,896,145	48.48%	975	70	20	16	54.15%	62.10%	n/a	n/a	35.72%	21.89%	n/a
Total													
Total All Property and Casualty Lines	7,896,343,460	26.91%	364	297	80	71	18.00%	40.49%	0.26%	0.16%	4.22%	3.24%	11.23%

2021 Competition Database

KENTUCKY

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Shares: Latest Year	Risk Retention Group Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	429,863,102	28.16%	356	125	35	24	23.28%	71.50%	1.37%	1.99%	1.38%	1.27%	3.96%
Commercial Auto Physical	143,109,473	29.10%	369	107	26	20	18.29%	77.01%	n/a	n/a	3.32%	2.38%	4.68%
Commercial Auto Total	572,972,575	27.49%	350	130	40	25	21.99%	72.84%	1.03%	1.48%	1.87%	1.56%	4.12%
Commercial Multiple Peril	597,427,873	33.22%	463	99	24	19	12.13%	30.26%	0.00%	0.00%	3.65%	3.21%	4.56%
Fire	178,185,734	32.75%	447	110	31	15	48.75%	46.42%	0.00%	0.00%	18.88%	16.36%	8.62%
Allied Lines	167,592,243	38.75%	722	99	23	11	65.24%	80.17%	n/a	n/a	20.06%	14.50%	n/a
Inland Marine	316,814,974	41.48%	722	121	25	23	11.78%	51.03%	n/a	n/a	2.11%	2.01%	16.80%
Mortgage Guaranty	46,742,509	79.99%	1,869	8	0	0	11.86%	25.46%	n/a	n/a	0.00%	0.00%	32.29%
Financial Guaranty	6,857,411	100.00%	7,325	4	0	1	751.25%	810.77%	n/a	n/a	0.00%	0.00%	7.92%
Medical Professional Liability	125,340,450	51.11%	985	64	25	26	8.29%	-1.90%	7.52%	6.56%	33.48%	31.36%	5.93%
Other Liability	678,555,174	24.71%	280	210	62	41	31.00%	72.32%	1.89%	1.83%	24.84%	21.34%	9.60%
Workers Compensation	497,038,771	46.14%	956	107	32	23	-14.39%	5.47%	n/a	n/a	0.00%	0.00%	7.74%
Products Liability	29,728,579	29.48%	429	64	12	11	17.06%	8.75%	0.00%	0.53%	32.10%	30.63%	13.95%
Personal Lines													
Private Passenger Auto Liability	2,065,150,099	60.82%	1,149	50	13	18	0.01%	28.51%	n/a	n/a	0.00%	0.00%	4.87%
Private Passenger Auto Physical	1,175,811,637	60.72%	1,226	50	13	19	4.71%	52.54%	n/a	n/a	0.00%	0.01%	4.44%
Private Passenger Auto Total	3,240,961,736	60.78%	1,171	51	13	20	1.67%	36.30%	n/a	n/a	0.00%	0.00%	4.81%
Homeowners Multiple Peril	1,345,921,624	62.17%	1,282	59	20	16	11.91%	42.49%	n/a	n/a	0.05%	0.07%	7.17%
Farmowners Multiple Peril	167,312,428	82.02%	5,007	20	5	5	6.54%	18.65%	n/a	n/a	0.02%	0.11%	7.40%
Earthquake	62,188,619	50.29%	907	71	14	13	23.07%	54.34%	n/a	n/a	10.83%	7.18%	n/a
Total													
Total All Property and Casualty Lines	8,599,647,141	38.90%	517	327	105	82	9.94%	39.49%	0.33%	0.31%	3.91%	3.05%	6.95%

2021 Competition Database

LOUISIANA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	842,728,273	35.01%	500	102	34	24	33.35%	88.16%	1.35%	1.24%	21.62%	19.42%	-9.54%
Commercial Auto Physical	145,780,776	36.00%	540	84	23	18	24.74%	53.44%	n/a	n/a	26.93%	21.05%	4.26%
Commercial Auto Total	988,509,049	35.12%	500	105	36	25	32.00%	82.08%	1.15%	1.05%	22.42%	19.67%	-8.20%
Commercial Multiple Peril	590,354,634	32.13%	482	82	33	27	19.10%	17.85%	0.00%	0.00%	28.57%	24.53%	-9.41%
Fire	444,692,291	26.14%	342	106	37	29	28.96%	44.64%	0.00%	0.00%	47.46%	37.72%	-0.86%
Allied Lines	541,761,944	24.60%	318	98	35	30	47.55%	62.76%	n/a	n/a	44.64%	40.05%	n/a
Inland Marine	513,799,806	45.81%	802	108	32	32	16.95%	59.69%	n/a	n/a	5.31%	5.13%	12.97%
Mortgage Guaranty	64,836,161	77.19%	1,793	8	0	0	5.13%	8.58%	n/a	n/a	0.00%	0.00%	28.42%
Financial Guaranty	9,067,715	100.00%	7,786	3	0	2	100.43%	43.03%	n/a	n/a	0.00%	0.00%	8.34%
Medical Professional Liability	108,529,351	63.54%	2,185	52	20	21	16.60%	7.15%	9.22%	6.08%	35.82%	31.42%	16.35%
Other Liability	1,213,366,306	22.25%	274	178	62	49	23.70%	52.17%	1.15%	1.19%	43.54%	38.35%	5.30%
Workers Compensation	804,885,305	47.72%	1,060	91	36	26	-2.00%	1.26%	n/a	n/a	0.00%	0.00%	5.87%
Products Liability	45,935,865	31.24%	490	53	10	10	9.82%	0.68%	0.00%	0.00%	57.29%	53.34%	10.58%
Personal Lines													
Private Passenger Auto Liability	3,088,181,251	71.37%	1,519	40	16	18	-1.29%	49.73%	n/a	n/a	0.00%	0.00%	0.90%
Private Passenger Auto Physical	1,745,948,908	74.20%	1,642	41	13	16	3.05%	40.24%	n/a	n/a	0.07%	0.07%	-0.64%
Private Passenger Auto Total	4,834,130,159	72.39%	1,556	42	16	19	0.24%	46.16%	n/a	n/a	0.02%	0.02%	0.48%
Homeowners Multiple Peril	2,136,301,612	50.14%	1,001	66	33	29	12.48%	30.77%	n/a	n/a	4.14%	4.72%	-11.34%
Farmowners Multiple Peril	14,739,797	98.74%	3,933	10	5	6	-1.16%	20.70%	n/a	n/a	-0.32%	0.73%	-7.83%
Earthquake	6,734,398	52.91%	873	52	17	17	-16.30%	-29.59%	n/a	n/a	57.48%	57.44%	n/a
Total													
Total All Property and Casualty Lines	13,306,138,346	37.89%	495	304	107	106	11.34%	37.24%	0.27%	0.22%	11.83%	9.76%	-2.57%

2021 Competition Database

MAINE

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	126,794,465	42.59%	685	86	24	24	17.75%	55.79%	0.67%	0.26%	1.25%	2.42%	10.55%
Commercial Auto Physical	63,674,252	46.49%	792	80	16	15	26.75%	101.14%	n/a	n/a	0.85%	0.76%	10.26%
Commercial Auto Total	190,468,717	43.89%	715	89	27	25	20.61%	68.49%	0.44%	0.17%	1.11%	1.88%	10.51%
Commercial Multiple Peril	290,313,474	46.29%	714	86	24	16	17.61%	49.80%	0.00%	0.00%	3.88%	3.29%	16.25%
Fire	63,200,027	27.95%	409	92	25	10	37.29%	45.60%	0.00%	0.00%	23.28%	17.59%	25.07%
Allied Lines	53,576,340	38.87%	708	85	22	13	36.32%	67.46%	n/a	n/a	14.68%	14.67%	n/a
Inland Marine	109,209,268	37.55%	585	106	29	27	32.00%	98.96%	n/a	n/a	3.24%	1.94%	16.96%
Mortgage Guaranty	19,019,547	80.04%	1,901	8	0	0	8.13%	13.17%	n/a	n/a	0.00%	0.00%	25.53%
Financial Guaranty	889,780	100.00%	10,000	1	1	1	298.66%	70.98%	n/a	n/a	0.00%	0.00%	9.77%
Medical Professional Liability	52,546,398	86.22%	4,788	43	17	19	30.81%	12.35%	2.73%	2.29%	11.12%	8.65%	10.49%
Other Liability	240,441,567	26.15%	323	163	51	35	34.76%	73.76%	2.16%	2.25%	24.59%	20.88%	15.44%
Workers Compensation	255,920,552	77.13%	4,448	67	20	16	11.36%	29.46%	n/a	n/a	0.00%	0.00%	5.80%
Products Liability	12,052,383	41.38%	608	55	16	11	57.75%	71.72%	0.00%	0.00%	47.68%	39.67%	20.55%
Personal Lines													
Private Passenger Auto Liability	419,187,842	53.94%	944	41	4	10	3.97%	23.84%	n/a	n/a	0.00%	0.00%	8.39%
Private Passenger Auto Physical	410,275,976	48.88%	808	43	6	11	13.52%	57.94%	n/a	n/a	0.00%	0.00%	12.26%
Private Passenger Auto Total	829,463,818	51.43%	866	43	6	11	8.48%	38.65%	n/a	n/a	0.00%	0.00%	9.80%
Homeowners Multiple Peril	496,915,580	39.35%	632	55	14	12	14.88%	42.05%	n/a	n/a	0.64%	0.81%	20.80%
Farmowners Multiple Peril	6,490,882	98.92%	2,839	10	2	1	14.50%	95.37%	n/a	n/a	0.00%	0.00%	9.85%
Earthquake	3,271,882	59.21%	1,623	43	17	13	70.53%	99.45%	n/a	n/a	15.60%	22.32%	n/a
Total													
Total All Property and Casualty Lines	2,771,319,422	27.56%	375	231	67	55	17.23%	46.49%	0.27%	0.23%	4.21%	3.35%	12.27%

2021 Competition Database

MARYLAND

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	702,118,659	39.68%	630	122	33	24	39.65%	106.19%	0.51%	0.62%	1.39%	3.03%	8.55%
Commercial Auto Physical	196,372,930	39.40%	550	105	26	21	31.76%	123.40%	n/a	n/a	2.14%	1.81%	5.47%
Commercial Auto Total	898,491,589	39.62%	603	125	37	27	37.84%	109.72%	0.40%	0.48%	1.55%	2.75%	8.10%
Commercial Multiple Peril	743,756,899	36.08%	515	107	27	20	10.94%	27.34%	0.00%	0.00%	4.30%	3.75%	5.98%
Fire	211,525,779	28.42%	400	104	27	21	35.40%	30.10%	0.00%	0.00%	32.83%	27.81%	23.61%
Allied Lines	194,259,132	38.94%	575	99	20	17	48.08%	71.48%	n/a	n/a	31.86%	24.99%	n/a
Inland Marine	478,450,353	38.09%	534	131	32	26	21.11%	79.84%	n/a	n/a	2.69%	2.39%	11.24%
Mortgage Guaranty	167,565,528	70.53%	1,615	8	0	0	24.89%	51.33%	n/a	n/a	0.00%	0.00%	15.19%
Financial Guaranty	2,519,658	100.00%	3,990	3	1	0	-19.97%	-64.90%	n/a	n/a	0.00%	0.00%	-0.97%
Medical Professional Liability	325,987,726	71.74%	1,694	61	18	26	13.85%	15.17%	35.47%	34.95%	30.77%	26.41%	0.32%
Other Liability	1,564,511,336	27.51%	407	204	57	46	39.22%	77.36%	1.84%	2.17%	24.39%	21.20%	10.83%
Workers Compensation	874,169,563	42.25%	691	98	27	18	-7.33%	4.74%	n/a	n/a	0.00%	0.00%	8.31%
Products Liability	55,071,974	41.19%	671	67	13	10	21.34%	17.32%	0.00%	0.00%	37.16%	32.90%	10.94%
Personal Lines													
Private Passenger Auto Liability	3,145,497,843	64.06%	1,343	47	16	18	0.96%	34.65%	n/a	n/a	0.00%	0.00%	5.39%
Private Passenger Auto Physical	2,207,465,151	66.62%	1,416	50	16	20	6.11%	47.32%	n/a	n/a	0.00%	0.01%	9.15%
Private Passenger Auto Total	5,352,962,994	63.91%	1,366	50	16	20	3.02%	39.60%	n/a	n/a	0.00%	0.00%	6.56%
Homeowners Multiple Peril	2,224,363,863	51.85%	966	63	23	19	20.76%	60.75%	n/a	n/a	0.18%	0.18%	6.45%
Farmowners Multiple Peril	32,680,885	89.56%	3,336	14	4	5	9.01%	37.82%	n/a	n/a	0.01%	0.02%	20.97%
Earthquake	21,481,692	55.59%	1,376	59	14	12	85.08%	110.47%	n/a	n/a	62.81%	50.43%	n/a
Total													
Total All Property and Casualty Lines	13,781,070,130	35.24%	492	319	98	91	13.19%	45.55%	1.08%	1.09%	5.11%	4.05%	8.35%

2021 Competition Database

MASSACHUSETTS

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	806,959,651	40.65%	627	84	22	17	14.99%	63.13%	0.05%	0.04%	3.68%	3.79%	9.38%
Commercial Auto Physical	293,414,676	44.64%	683	73	16	10	20.00%	94.54%	n/a	n/a	1.66%	1.15%	5.16%
Commercial Auto Total	1,100,374,327	41.40%	637	86	25	19	16.29%	70.47%	0.03%	0.03%	3.14%	3.11%	8.67%
Commercial Multiple Peril	1,511,481,758	30.16%	438	95	25	19	20.57%	51.17%	0.00%	0.00%	5.45%	4.40%	13.00%
Fire	374,804,196	26.67%	387	106	24	16	30.73%	25.54%	0.00%	0.00%	29.76%	22.17%	21.94%
Allied Lines	357,281,036	35.82%	527	97	19	14	50.00%	83.66%	n/a	n/a	27.92%	22.71%	n/a
Inland Marine	694,229,498	38.31%	571	112	25	24	26.27%	95.91%	n/a	n/a	4.85%	3.09%	19.08%
Mortgage Guaranty	118,172,756	77.12%	1,883	8	0	0	-3.48%	5.37%	n/a	n/a	0.00%	0.00%	31.07%
Financial Guaranty	1,276,762	100.00%	4,795	4	0	2	-21.20%	-85.90%	n/a	n/a	0.00%	0.00%	-10.53%
Medical Professional Liability	353,932,003	77.67%	2,640	58	18	19	10.73%	15.10%	50.71%	52.94%	32.84%	24.77%	10.50%
Other Liability	3,249,088,089	29.58%	387	189	52	37	68.22%	120.30%	2.39%	2.69%	27.71%	25.13%	11.72%
Workers Compensation	1,199,739,803	39.78%	606	81	18	16	-6.08%	24.72%	n/a	n/a	0.00%	0.00%	6.98%
Products Liability	133,323,685	40.16%	841	63	14	15	37.86%	58.05%	0.00%	0.02%	50.55%	42.82%	7.34%
Personal Lines													
Private Passenger Auto Liability	3,068,332,909	54.47%	1,059	35	8	10	1.75%	25.61%	n/a	n/a	0.00%	0.00%	6.65%
Private Passenger Auto Physical	2,541,755,397	53.45%	990	35	8	10	6.53%	50.46%	n/a	n/a	0.00%	0.00%	9.44%
Private Passenger Auto Total	5,610,088,306	53.74%	1,021	36	10	12	3.86%	35.77%	n/a	n/a	0.00%	0.00%	7.61%
Homeowners Multiple Peril	2,808,036,751	34.01%	523	77	22	20	14.11%	49.24%	n/a	n/a	0.98%	0.97%	16.93%
Farmowners Multiple Peril	4,527,508	91.30%	2,696	8	2	2	17.76%	67.76%	n/a	n/a	0.15%	0.05%	13.44%
Earthquake	36,681,310	45.08%	693	63	19	16	43.81%	109.84%	n/a	n/a	47.20%	39.23%	n/a
Total													
Total All Property and Casualty Lines	18,330,651,710	28.65%	351	271	69	62	17.97%	53.02%	1.41%	1.46%	8.03%	6.06%	11.12%

2021 Competition Database

MICHIGAN

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	871,924,402	23.87%	310	117	31	22	18.03%	84.60%	0.75%	0.58%	2.47%	2.80%	3.55%
Commercial Auto Physical	403,022,057	26.21%	350	104	23	20	16.08%	85.84%	n/a	n/a	1.65%	1.35%	3.63%
Commercial Auto Total	1,274,946,459	24.07%	308	123	37	26	17.41%	84.99%	0.51%	0.40%	2.21%	2.34%	3.58%
Commercial Multiple Peril	1,286,962,806	27.25%	373	107	26	16	16.45%	33.37%	0.00%	0.00%	3.72%	3.33%	7.90%
Fire	386,172,937	34.92%	469	117	27	11	20.34%	17.84%	0.00%	0.00%	23.25%	17.97%	9.51%
Allied Lines	261,019,283	33.68%	478	108	26	14	52.76%	65.41%	n/a	n/a	19.90%	16.93%	n/a
Inland Marine	687,271,148	39.62%	634	135	34	25	18.84%	90.92%	n/a	n/a	3.56%	3.40%	17.72%
Mortgage Guaranty	183,325,344	75.48%	1,752	8	0	0	6.86%	53.91%	n/a	n/a	0.00%	0.00%	33.00%
Financial Guaranty	1,845,099	100.00%	6,199	3	0	0	-87.58%	-58.46%	n/a	n/a	0.00%	0.00%	-9.25%
Medical Professional Liability	240,334,411	50.48%	831	68	26	26	27.82%	19.46%	11.97%	9.06%	20.47%	17.25%	12.37%
Other Liability	1,893,093,495	19.64%	238	210	65	40	46.19%	68.96%	1.11%	1.23%	22.70%	19.99%	11.91%
Workers Compensation	949,474,015	39.80%	744	106	21	10	-11.84%	-10.54%	n/a	n/a	0.00%	0.00%	15.23%
Products Liability	113,455,812	40.74%	731	69	16	15	28.51%	27.70%	0.00%	0.02%	39.63%	32.09%	10.64%
Personal Lines													
Private Passenger Auto Liability	5,414,266,514	63.65%	1,259	44	14	17	-10.44%	30.01%	n/a	n/a	0.07%	0.01%	2.36%
Private Passenger Auto Physical	3,698,881,275	60.59%	1,110	47	14	19	6.64%	48.64%	n/a	n/a	0.06%	0.03%	4.85%
Private Passenger Auto Total	9,113,147,789	62.41%	1,188	47	14	19	-4.21%	36.98%	n/a	n/a	0.07%	0.02%	2.59%
Homeowners Multiple Peril	3,196,548,111	53.61%	930	63	15	9	12.08%	35.53%	n/a	n/a	0.12%	0.12%	10.33%
Farmowners Multiple Peril	158,706,549	79.79%	3,115	22	0	0	7.95%	27.96%	n/a	n/a	0.06%	0.06%	5.85%
Earthquake	12,478,544	46.50%	875	61	18	13	48.79%	49.00%	n/a	n/a	49.87%	37.41%	n/a
Total													
Total All Property and Casualty Lines	21,330,738,993	37.43%	476	320	94	68	6.85%	37.97%	0.26%	0.21%	3.73%	2.84%	5.79%

2021 Competition Database

MINNESOTA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	526,682,948	33.26%	428	117	33	24	31.88%	74.34%	0.29%	0.51%	1.58%	2.62%	9.92%
Commercial Auto Physical	275,144,483	35.27%	464	104	23	18	26.14%	101.26%	n/a	n/a	1.85%	0.96%	6.71%
Commercial Auto Total	801,827,431	33.54%	431	123	37	25	29.85%	82.73%	0.19%	0.33%	1.68%	2.04%	9.25%
Commercial Multiple Peril	840,325,488	32.81%	423	100	25	18	14.59%	33.51%	0.00%	0.00%	3.20%	2.56%	6.00%
Fire	280,277,184	26.22%	325	108	24	14	40.75%	57.30%	0.00%	0.00%	19.59%	16.78%	12.91%
Allied Lines	402,843,618	42.73%	753	104	22	13	35.69%	35.70%	n/a	n/a	11.11%	9.33%	n/a
Inland Marine	474,376,944	36.09%	547	130	38	27	20.28%	95.51%	n/a	n/a	2.43%	2.51%	19.27%
Mortgage Guaranty	153,102,190	78.97%	1,849	8	0	0	-8.19%	28.58%	n/a	n/a	0.00%	0.00%	23.15%
Financial Guaranty	1,192,088	100.00%	7,017	3	2	3	-47.51%	-93.68%	n/a	n/a	0.00%	0.00%	24.93%
Medical Professional Liability	96,323,314	57.96%	1,635	51	17	19	21.98%	13.41%	5.71%	6.23%	33.21%	25.93%	11.12%
Other Liability	1,646,102,468	22.50%	266	195	49	33	43.39%	82.40%	0.76%	0.87%	24.59%	20.93%	11.67%
Workers Compensation	951,466,311	30.33%	442	99	17	11	-0.27%	13.87%	n/a	n/a	0.00%	0.00%	9.94%
Products Liability	106,466,308	29.13%	406	66	14	17	16.81%	27.41%	0.00%	0.02%	30.49%	25.76%	10.64%
Personal Lines													
Private Passenger Auto Liability	2,106,689,383	61.30%	1,247	53	9	19	-1.13%	26.05%	n/a	n/a	0.00%	0.00%	9.39%
Private Passenger Auto Physical	1,885,621,993	57.61%	1,119	55	10	21	13.25%	61.46%	n/a	n/a	0.00%	0.00%	6.61%
Private Passenger Auto Total	3,992,311,376	59.56%	1,178	55	11	22	5.18%	40.62%	n/a	n/a	0.00%	0.00%	8.39%
Homeowners Multiple Peril	2,646,082,163	55.53%	1,144	61	14	18	20.91%	54.79%	n/a	n/a	0.11%	0.09%	4.92%
Farmowners Multiple Peril	175,819,797	60.54%	1,306	22	4	3	13.23%	47.31%	n/a	n/a	0.06%	0.05%	5.34%
Earthquake	8,410,078	56.69%	1,401	62	16	14	78.61%	38.43%	n/a	n/a	65.01%	64.18%	n/a
Total													
Total All Property and Casualty Lines	14,037,235,206	30.90%	395	299	79	65	17.95%	44.34%	0.14%	0.15%	4.69%	3.79%	8.95%

2021 Competition Database

MISSISSIPPI

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	407,034,685	35.61%	558	114	33	25	33.87%	100.40%	0.94%	0.86%	20.14%	11.40%	2.13%
Commercial Auto Physical	128,925,680	34.88%	516	97	24	20	23.77%	91.88%	n/a	n/a	16.88%	9.15%	3.96%
Commercial Auto Total	535,960,365	35.43%	542	119	37	26	31.30%	98.28%	0.71%	0.64%	19.35%	10.84%	2.42%
Commercial Multiple Peril	387,016,857	32.16%	470	89	24	21	19.10%	22.36%	0.00%	0.00%	12.90%	11.33%	6.02%
Fire	186,452,567	26.22%	359	97	28	18	50.62%	37.75%	0.00%	0.00%	34.86%	30.87%	6.37%
Allied Lines	182,272,046	27.37%	368	91	28	19	39.93%	39.58%	n/a	n/a	34.28%	30.27%	n/a
Inland Marine	299,218,596	45.27%	711	117	35	34	40.19%	107.54%	n/a	n/a	4.09%	3.73%	18.26%
Mortgage Guaranty	27,674,510	81.71%	2,007	8	0	0	8.29%	-0.11%	n/a	n/a	0.00%	0.00%	28.95%
Financial Guaranty	1,009,127	100.00%	5,976	2	1	2	-24.11%	-34.75%	n/a	n/a	0.00%	0.00%	4.60%
Medical Professional Liability	55,591,251	39.34%	657	54	17	22	16.68%	6.23%	28.93%	25.71%	41.09%	40.49%	17.97%
Other Liability	458,565,772	26.69%	319	180	52	37	35.04%	63.47%	0.72%	0.81%	28.63%	24.20%	9.31%
Workers Compensation	341,008,269	30.95%	437	103	30	19	-3.08%	14.28%	n/a	n/a	0.00%	0.00%	10.03%
Products Liability	19,947,604	32.37%	459	55	12	13	17.69%	13.77%	0.00%	0.00%	35.92%	30.22%	7.25%
Personal Lines													
Private Passenger Auto Liability	1,169,433,372	58.53%	1,130	38	13	17	8.48%	45.75%	n/a	n/a	0.00%	0.00%	4.22%
Private Passenger Auto Physical	1,004,430,319	58.13%	1,187	40	13	18	12.19%	58.31%	n/a	n/a	0.00%	0.00%	4.26%
Private Passenger Auto Total	2,173,863,691	58.34%	1,148	40	14	19	10.16%	51.30%	n/a	n/a	0.00%	0.00%	4.25%
Homeowners Multiple Peril	1,172,019,644	54.55%	1,109	60	32	24	18.28%	39.21%	n/a	n/a	4.46%	3.59%	11.70%
Farmowners Multiple Peril	30,125,831	78.60%	1,742	13	3	4	8.25%	54.06%	n/a	n/a	0.00%	1.88%	0.39%
Earthquake	25,388,705	70.40%	1,845	56	18	20	53.22%	47.49%	n/a	n/a	8.44%	14.81%	n/a
Total													
Total All Property and Casualty Lines	6,342,923,646	34.31%	457	307	106	89	17.49%	45.72%	0.37%	0.34%	8.03%	6.12%	7.91%

2021 Competition Database

MISSOURI

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	650,569,189	31.96%	426	123	36	28	35.94%	88.80%	0.84%	0.81%	2.66%	3.15%	5.37%
Commercial Auto Physical	283,813,150	27.99%	379	107	29	22	32.30%	116.26%	n/a	n/a	2.79%	2.42%	2.84%
Commercial Auto Total	934,382,339	30.41%	399	128	40	30	34.81%	96.37%	0.58%	0.56%	2.70%	2.92%	4.95%
Commercial Multiple Peril	977,217,894	26.93%	359	109	35	19	21.94%	41.12%	0.00%	0.00%	5.63%	4.96%	4.17%
Fire	289,821,018	26.36%	344	112	28	20	46.73%	28.51%	0.00%	0.00%	31.71%	25.21%	16.27%
Allied Lines	275,013,916	35.02%	466	99	23	15	47.77%	59.74%	n/a	n/a	21.38%	19.29%	n/a
Inland Marine	489,911,084	43.70%	725	132	41	29	19.06%	90.75%	n/a	n/a	4.30%	3.37%	21.21%
Mortgage Guaranty	95,886,503	76.96%	1,793	8	0	0	9.20%	7.86%	n/a	n/a	0.00%	0.00%	32.47%
Financial Guaranty	4,075,097	100.00%	9,229	2	0	3	-27.62%	1.43%	n/a	n/a	0.00%	0.00%	9.97%
Medical Professional Liability	198,552,555	59.87%	1,202	68	23	28	36.63%	23.02%	9.28%	7.54%	26.64%	20.91%	5.39%
Other Liability	1,614,135,826	23.18%	293	216	65	48	44.27%	87.05%	1.78%	1.80%	29.45%	25.47%	7.39%
Workers Compensation	972,723,959	44.37%	781	108	28	18	6.29%	26.44%	n/a	n/a	0.00%	0.00%	7.85%
Products Liability	67,354,328	26.76%	397	69	14	13	17.30%	47.60%	0.00%	0.08%	39.14%	35.78%	1.13%
Personal Lines													
Private Passenger Auto Liability	2,382,565,967	54.18%	979	61	13	18	3.46%	42.95%	n/a	n/a	0.00%	0.00%	4.98%
Private Passenger Auto Physical	2,052,432,412	52.42%	998	63	16	23	12.36%	59.69%	n/a	n/a	0.00%	0.00%	6.44%
Private Passenger Auto Total	4,434,998,379	53.37%	981	63	15	22	7.40%	50.24%	n/a	n/a	0.00%	0.00%	5.51%
Homeowners Multiple Peril	2,499,928,198	55.70%	1,136	62	23	22	17.36%	51.56%	n/a	n/a	0.11%	0.12%	11.19%
Farmowners Multiple Peril	212,088,859	75.81%	1,825	23	5	8	13.76%	47.97%	n/a	n/a	0.02%	0.08%	9.14%
Earthquake	128,487,757	53.41%	1,083	74	14	15	28.10%	42.88%	n/a	n/a	7.18%	7.02%	n/a
Total													
Total All Property and Casualty Lines	14,262,549,776	30.45%	396	345	101	90	18.38%	52.11%	0.37%	0.31%	5.85%	4.63%	7.58%

2021 Competition Database

MONTANA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	138,896,725	37.62%	547	95	24	21	26.49%	66.19%	0.18%	0.21%	3.86%	3.12%	8.92%
Commercial Auto Physical	87,875,506	41.48%	620	85	20	16	20.64%	96.84%	n/a	n/a	2.88%	2.85%	3.50%
Commercial Auto Total	226,772,231	38.38%	552	97	25	22	24.16%	76.86%	0.11%	0.13%	3.48%	3.02%	7.44%
Commercial Multiple Peril	238,173,876	34.12%	496	87	24	17	26.90%	63.23%	0.00%	0.00%	8.71%	7.01%	2.90%
Fire	45,092,060	32.43%	459	84	22	17	45.75%	53.30%	0.00%	0.00%	34.19%	23.56%	14.22%
Allied Lines	52,133,156	45.38%	819	81	20	15	51.81%	70.54%	n/a	n/a	22.33%	17.55%	n/a
Inland Marine	105,514,201	44.58%	899	103	26	25	21.60%	92.90%	n/a	n/a	4.44%	4.72%	10.60%
Mortgage Guaranty	16,935,766	81.32%	2,017	8	0	0	-3.05%	47.63%	n/a	n/a	0.00%	0.00%	42.91%
Financial Guaranty	363,732	100.00%	7,553	2	2	1	100.00%	114.02%	n/a	n/a	0.00%	0.00%	6.65%
Medical Professional Liability	40,360,337	71.13%	1,778	45	19	19	-9.52%	-2.73%	15.74%	13.96%	24.39%	29.07%	4.61%
Other Liability	277,486,200	22.34%	277	167	55	41	51.63%	89.05%	0.93%	0.93%	36.60%	27.14%	8.79%
Workers Compensation	273,895,423	71.30%	3,699	79	24	19	-0.34%	141.00%	n/a	n/a	0.00%	0.00%	8.61%
Products Liability	14,870,138	35.65%	571	52	14	14	41.50%	63.67%	0.00%	0.00%	35.85%	27.02%	1.43%
Personal Lines													
Private Passenger Auto Liability	418,602,574	57.24%	1,135	35	9	18	7.43%	33.57%	n/a	n/a	0.00%	0.00%	9.32%
Private Passenger Auto Physical	456,770,126	57.11%	1,103	37	9	20	18.52%	87.68%	n/a	n/a	0.00%	0.01%	2.13%
Private Passenger Auto Total	875,372,700	56.74%	1,110	37	10	21	12.95%	57.23%	n/a	n/a	0.00%	0.00%	6.41%
Homeowners Multiple Peril	459,076,511	60.98%	1,206	44	13	14	30.22%	94.49%	n/a	n/a	0.73%	0.49%	-6.87%
Farmowners Multiple Peril	92,939,389	55.30%	1,148	16	3	3	18.79%	64.57%	n/a	n/a	0.05%	0.01%	-4.27%
Earthquake	8,959,438	51.52%	936	50	15	10	52.43%	112.67%	n/a	n/a	22.34%	15.02%	n/a
Total													
Total All Property and Casualty Lines	3,072,567,217	32.10%	444	257	91	80	20.03%	66.71%	0.30%	0.29%	5.94%	4.34%	5.30%

2021 Competition Database

NEBRASKA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	223,234,772	39.56%	559	107	27	21	34.37%	84.94%	0.42%	0.41%	2.04%	2.00%	8.24%
Commercial Auto Physical	153,757,087	42.35%	684	95	24	18	17.02%	100.22%	n/a	n/a	2.06%	1.06%	4.96%
Commercial Auto Total	376,991,859	40.49%	591	112	32	23	26.71%	90.88%	0.25%	0.24%	2.05%	1.59%	7.35%
Commercial Multiple Peril	358,033,302	37.86%	546	91	25	17	25.44%	54.73%	0.00%	0.00%	4.36%	3.60%	1.09%
Fire	107,131,043	31.00%	443	91	24	16	66.51%	99.96%	0.00%	0.00%	19.40%	15.98%	18.11%
Allied Lines	127,259,888	37.38%	544	89	22	16	48.55%	-46.52%	n/a	n/a	11.07%	11.19%	n/a
Inland Marine	206,914,990	35.04%	601	111	25	28	20.00%	81.02%	n/a	n/a	4.97%	6.51%	11.17%
Mortgage Guaranty	33,763,187	80.85%	2,035	8	0	0	5.33%	24.02%	n/a	n/a	0.00%	0.00%	48.63%
Financial Guaranty	311,913	100.00%	10,000	1	0	2	-41.38%	-15.05%	n/a	n/a	0.00%	0.00%	9.13%
Medical Professional Liability	45,734,817	66.48%	1,388	43	16	19	35.98%	28.92%	4.42%	4.85%	19.95%	16.68%	5.22%
Other Liability	472,770,558	23.28%	289	174	45	39	31.80%	57.60%	1.33%	3.50%	26.53%	22.84%	13.26%
Workers Compensation	358,085,805	30.30%	435	93	22	17	-3.62%	5.00%	n/a	n/a	0.00%	0.01%	9.02%
Products Liability	24,627,335	33.52%	536	56	9	14	24.24%	13.54%	0.00%	0.13%	28.90%	24.07%	10.50%
Personal Lines													
Private Passenger Auto Liability	712,768,098	52.02%	1,003	48	15	19	1.80%	37.69%	n/a	n/a	0.00%	0.00%	8.26%
Private Passenger Auto Physical	694,637,401	52.81%	994	49	15	18	13.32%	62.33%	n/a	n/a	0.00%	0.00%	3.48%
Private Passenger Auto Total	1,407,405,499	52.23%	979	49	16	19	7.18%	48.84%	n/a	n/a	0.00%	0.00%	6.49%
Homeowners Multiple Peril	954,283,518	52.36%	1,042	44	11	17	23.60%	88.97%	n/a	n/a	0.09%	0.08%	-9.56%
Farmowners Multiple Peril	268,596,662	83.97%	2,386	21	5	7	9.93%	65.53%	n/a	n/a	0.16%	0.10%	1.96%
Earthquake	2,682,642	43.84%	693	63	19	12	18.68%	0.51%	n/a	n/a	29.14%	29.60%	n/a
Total													
Total All Property and Casualty Lines	6,073,035,625	26.36%	366	273	77	70	21.10%	50.90%	0.15%	0.31%	3.46%	2.92%	5.32%

2021 Competition Database

NEVADA

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	512,811,235	40.53%	668	105	34	31	75.66%	224.97%	1.52%	1.36%	2.38%	4.09%	-8.20%
Commercial Auto Physical	76,861,139	38.51%	697	89	23	21	51.81%	200.14%	n/a	n/a	3.88%	3.37%	9.08%
Commercial Auto Total	589,672,374	40.23%	660	109	36	32	72.14%	221.51%	1.32%	1.17%	2.58%	3.98%	-6.77%
Commercial Multiple Peril	419,941,478	32.44%	467	97	30	23	24.25%	51.45%	0.00%	0.00%	8.73%	8.60%	8.51%
Fire	134,318,344	34.50%	492	97	29	17	57.08%	30.87%	0.00%	0.00%	33.67%	27.74%	23.01%
Allied Lines	114,629,417	41.43%	634	86	25	21	63.79%	47.22%	n/a	n/a	28.10%	24.17%	n/a
Inland Marine	248,979,533	38.80%	614	113	33	30	26.90%	124.44%	n/a	n/a	4.92%	3.30%	14.08%
Mortgage Guaranty	79,759,114	77.25%	1,777	8	0	0	12.27%	148.64%	n/a	n/a	0.00%	0.00%	17.46%
Financial Guaranty	271,098	100.00%	4,213	3	1	1	-77.48%	-80.79%	n/a	n/a	0.00%	0.00%	4.18%
Medical Professional Liability	94,021,283	54.17%	1,320	56	16	26	43.62%	15.08%	16.96%	12.27%	22.31%	16.92%	9.01%
Other Liability	799,788,736	21.61%	298	178	64	50	43.56%	143.54%	1.04%	1.28%	38.58%	30.45%	-3.43%
Workers Compensation	417,481,286	29.63%	419	92	25	18	2.10%	55.03%	n/a	n/a	0.00%	0.00%	10.94%
Products Liability	38,231,192	33.31%	541	60	19	15	-430.38%	53.69%	0.00%	-0.01%	70.38%	12.78%	0.51%
Personal Lines													
Private Passenger Auto Liability	2,101,450,910	57.48%	1,029	47	13	24	9.27%	86.05%	n/a	n/a	0.00%	0.00%	0.55%
Private Passenger Auto Physical	869,702,933	60.46%	1,092	49	14	24	9.17%	65.40%	n/a	n/a	0.00%	0.03%	8.99%
Private Passenger Auto Total	2,971,153,843	58.35%	1,042	49	15	26	9.24%	79.49%	n/a	n/a	0.00%	0.01%	2.45%
Homeowners Multiple Peril	770,672,944	50.83%	909	59	24	18	24.16%	65.06%	n/a	n/a	0.64%	0.60%	13.62%
Farmowners Multiple Peril	8,034,767	91.13%	2,342	11	2	4	-5.37%	11.77%	n/a	n/a	0.00%	0.00%	13.92%
Earthquake	51,171,787	54.76%	1,142	65	22	17	114.55%	160.53%	n/a	n/a	15.87%	15.01%	n/a
Total													
Total All Property and Casualty Lines	7,049,819,684	32.89%	424	294	95	90	22.87%	84.47%	0.45%	0.36%	7.30%	5.50%	4.80%

2021 Competition Database

NEW HAMPSHIRE

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	128,353,917	38.61%	570	94	21	18	19.17%	67.10%	0.13%	0.18%	0.83%	1.46%	12.61%
Commercial Auto Physical	52,319,329	40.29%	626	82	21	21	30.15%	91.66%	n/a	n/a	1.05%	0.69%	12.12%
Commercial Auto Total	180,673,246	38.79%	582	96	24	21	22.15%	73.54%	0.09%	0.13%	0.90%	1.24%	12.52%
Commercial Multiple Peril	289,632,751	35.02%	493	92	25	21	14.92%	40.96%	0.00%	0.00%	2.35%	2.12%	13.75%
Fire	50,427,826	26.89%	373	94	27	15	39.82%	36.60%	0.00%	0.00%	19.37%	16.08%	29.69%
Allied Lines	42,382,895	37.56%	604	84	25	19	41.25%	61.27%	n/a	n/a	15.68%	13.37%	n/a
Inland Marine	120,054,865	38.13%	676	112	25	23	27.53%	104.80%	n/a	n/a	1.34%	0.97%	27.08%
Mortgage Guaranty	30,010,402	79.71%	1,822	8	0	0	-3.60%	20.98%	n/a	n/a	0.00%	0.00%	29.24%
Financial Guaranty	0	0.00%	0	0	0	1	-100.00%	-100.00%	n/a	n/a	0.00%	0.00%	11.63%
Medical Professional Liability	54,466,449	55.24%	1,083	51	20	20	20.90%	39.14%	12.32%	12.16%	50.49%	40.53%	-0.11%
Other Liability	296,572,628	25.83%	320	172	47	35	39.02%	87.34%	2.36%	2.25%	23.00%	21.18%	12.95%
Workers Compensation	222,351,106	35.07%	512	81	24	18	-5.79%	-12.05%	n/a	n/a	0.00%	0.00%	11.27%
Products Liability	14,205,152	37.59%	592	53	15	14	18.84%	23.23%	0.00%	0.00%	38.06%	33.57%	17.26%
Personal Lines													
Private Passenger Auto Liability	457,627,709	53.90%	933	43	4	11	2.47%	25.57%	n/a	n/a	0.00%	0.00%	9.73%
Private Passenger Auto Physical	468,622,665	49.04%	829	44	4	12	7.91%	51.35%	n/a	n/a	0.00%	0.00%	13.60%
Private Passenger Auto Total	926,250,374	51.39%	873	44	4	12	5.15%	37.41%	n/a	n/a	0.00%	0.00%	11.22%
Homeowners Multiple Peril	479,865,944	40.93%	625	58	16	16	14.20%	37.58%	n/a	n/a	0.34%	0.35%	18.94%
Farmowners Multiple Peril	3,444,161	87.31%	3,066	8	1	2	8.32%	40.26%	n/a	n/a	0.00%	0.00%	22.61%
Earthquake	5,071,648	52.61%	1,143	46	16	19	71.52%	97.09%	n/a	n/a	34.96%	15.16%	n/a
Total													
Total All Property and Casualty Lines	2,834,332,967	27.58%	348	250	71	56	13.39%	39.55%	0.49%	0.45%	4.50%	3.64%	13.57%

2021 Competition Database

NEW JERSEY

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	1,723,289,258	35.33%	575	125	40	23	27.88%	101.47%	1.20%	1.50%	4.03%	4.38%	-0.38%
Commercial Auto Physical	298,113,275	36.11%	532	95	23	19	23.40%	94.00%	n/a	n/a	6.64%	4.79%	1.83%
Commercial Auto Total	2,021,402,533	35.31%	562	128	42	25	27.19%	100.33%	1.03%	1.27%	4.42%	4.44%	-0.20%
Commercial Multiple Peril	1,773,987,947	30.73%	405	106	29	21	15.15%	38.15%	0.00%	0.00%	5.29%	5.10%	3.60%
Fire	462,960,260	23.76%	311	110	29	15	36.48%	22.75%	0.00%	0.00%	32.13%	28.06%	9.88%
Allied Lines	439,029,670	30.08%	409	102	22	18	46.53%	71.18%	n/a	n/a	34.13%	27.02%	n/a
Inland Marine	887,219,499	37.14%	534	122	30	28	17.95%	103.62%	n/a	n/a	3.79%	3.51%	14.10%
Mortgage Guaranty	171,958,899	74.37%	1,689	8	0	0	13.36%	18.56%	n/a	n/a	0.00%	0.00%	12.17%
Financial Guaranty	5,955,046	97.78%	5,271	5	1	1	19.08%	-63.91%	n/a	n/a	0.00%	0.00%	8.44%
Medical Professional Liability	509,293,515	61.79%	1,982	78	32	31	28.22%	4.93%	7.55%	6.00%	23.65%	18.55%	7.85%
Other Liability	3,682,554,896	23.27%	321	213	57	43	40.45%	81.35%	1.20%	1.27%	31.76%	26.92%	5.21%
Workers Compensation	2,289,467,614	43.68%	639	105	24	15	-6.76%	18.79%	n/a	n/a	0.00%	0.00%	7.40%
Products Liability	207,462,393	40.21%	626	65	12	10	16.55%	17.35%	0.00%	0.00%	36.38%	33.50%	0.50%
Personal Lines													
Private Passenger Auto Liability	5,361,238,062	61.32%	1,245	37	8	15	-2.25%	15.88%	n/a	n/a	0.00%	0.00%	5.96%
Private Passenger Auto Physical	2,715,638,912	60.99%	1,234	39	9	18	8.47%	38.56%	n/a	n/a	0.03%	0.01%	9.48%
Private Passenger Auto Total	8,076,876,974	61.21%	1,238	39	9	18	1.11%	22.63%	n/a	n/a	0.01%	0.00%	6.59%
Homeowners Multiple Peril	3,117,298,262	40.05%	608	76	21	19	12.64%	39.74%	n/a	n/a	1.12%	1.18%	10.48%
Farmowners Multiple Peril	3,920,887	92.94%	2,498	12	4	1	29.91%	63.95%	n/a	n/a	0.24%	0.05%	18.06%
Earthquake	26,484,471	53.01%	1,066	60	18	16	5.04%	74.14%	n/a	n/a	40.58%	41.75%	n/a
Total													
Total All Property and Casualty Lines	24,784,879,660	29.62%	386	337	95	87	12.08%	38.88%	0.42%	0.37%	7.91%	6.13%	5.55%

2021 Competition Database

NEW MEXICO

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	222,732,285	35.11%	571	92	21	23	31.35%	94.67%	3.41%	2.98%	2.20%	2.59%	4.03%
Commercial Auto Physical	68,541,582	33.46%	524	82	16	14	20.89%	77.63%	n/a	n/a	2.82%	2.94%	8.21%
Commercial Auto Total	291,273,867	34.54%	556	95	24	24	28.73%	90.37%	2.61%	2.25%	2.35%	2.68%	4.70%
Commercial Multiple Peril	263,194,921	30.04%	438	90	26	21	12.11%	29.90%	0.00%	0.00%	7.69%	6.01%	2.50%
Fire	61,857,499	34.03%	485	86	26	17	54.90%	41.55%	0.00%	0.00%	26.70%	24.20%	19.54%
Allied Lines	65,400,144	39.09%	614	81	24	20	56.76%	83.80%	n/a	n/a	14.17%	14.46%	n/a
Inland Marine	138,554,005	44.81%	827	99	23	28	23.95%	71.88%	n/a	n/a	2.87%	2.20%	14.71%
Mortgage Guaranty	31,019,983	79.27%	1,832	8	0	0	7.10%	20.68%	n/a	n/a	0.00%	0.00%	25.47%
Financial Guaranty	337,954	100.00%	5,531	2	0	1	-22.24%	-17.68%	n/a	n/a	0.00%	0.00%	8.90%
Medical Professional Liability	60,610,586	58.56%	1,141	53	20	24	4.84%	22.95%	12.64%	14.50%	38.01%	37.64%	-10.49%
Other Liability	328,950,450	22.77%	265	177	58	42	33.67%	74.06%	2.34%	2.14%	26.44%	23.28%	2.34%
Workers Compensation	256,104,778	53.15%	1,451	93	27	14	-8.66%	1.75%	n/a	n/a	0.00%	0.00%	10.69%
Products Liability	11,953,227	28.86%	446	53	13	14	19.09%	14.02%	0.00%	0.07%	36.19%	29.26%	9.13%
Personal Lines													
Private Passenger Auto Liability	948,499,747	60.95%	1,148	39	12	20	2.86%	39.23%	n/a	n/a	0.00%	0.00%	7.65%
Private Passenger Auto Physical	628,914,767	59.50%	1,155	41	14	24	11.22%	54.45%	n/a	n/a	0.00%	0.00%	8.12%
Private Passenger Auto Total	1,577,414,514	59.78%	1,145	41	14	24	6.04%	44.92%	n/a	n/a	0.00%	0.00%	7.76%
Homeowners Multiple Peril	660,549,665	59.53%	1,117	46	15	15	20.76%	56.07%	n/a	n/a	0.23%	0.19%	8.02%
Farmowners Multiple Peril	29,275,493	83.02%	2,617	13	4	5	11.13%	27.20%	n/a	n/a	0.37%	0.07%	3.79%
Earthquake	5,306,880	45.55%	971	44	15	17	140.34%	127.72%	n/a	n/a	20.29%	22.64%	n/a
Total													
Total All Property and Casualty Lines	4,040,715,503	34.37%	470	276	91	80	14.53%	47.83%	0.57%	0.55%	4.31%	3.62%	6.54%

2021 Competition Database

NEW YORK

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	2,603,793,022	31.69%	433	104	27	24	12.92%	62.23%	0.13%	0.11%	1.65%	0.97%	-1.25%
Commercial Auto Physical	484,236,631	32.88%	436	93	22	17	24.84%	96.88%	n/a	n/a	3.13%	3.66%	4.98%
Commercial Auto Total	3,088,029,653	29.86%	399	109	31	25	14.63%	66.83%	0.11%	0.09%	1.88%	1.36%	-0.70%
Commercial Multiple Peril	4,599,242,115	27.76%	368	124	24	21	12.34%	38.92%	0.00%	0.00%	4.87%	3.98%	4.47%
Fire	1,096,596,022	28.40%	347	150	27	19	41.18%	44.44%	0.00%	0.00%	27.90%	25.85%	19.46%
Allied Lines	891,146,598	37.08%	524	134	22	23	49.02%	77.76%	n/a	n/a	32.45%	31.76%	n/a
Inland Marine	1,971,119,961	39.95%	568	152	33	31	9.52%	71.25%	n/a	n/a	2.68%	2.58%	11.03%
Mortgage Guaranty	198,286,569	79.47%	1,831	8	0	0	15.38%	11.86%	n/a	n/a	0.00%	0.00%	18.36%
Financial Guaranty	91,226,567	94.69%	4,589	6	0	1	-32.44%	-80.52%	n/a	n/a	0.00%	0.00%	12.87%
Medical Professional Liability	1,660,366,353	67.71%	1,515	80	26	31	3.06%	-0.71%	37.56%	35.23%	17.76%	14.09%	6.80%
Other Liability	12,235,698,404	23.31%	313	229	57	35	47.19%	120.01%	1.53%	1.75%	30.95%	27.41%	3.84%
Workers Compensation	4,868,996,875	57.81%	1,515	88	26	23	-17.72%	2.41%	n/a	n/a	0.00%	7.63%	9.07%
Products Liability	293,202,707	33.42%	498	64	19	16	-4.97%	51.76%	0.00%	0.00%	51.14%	48.94%	10.96%
Personal Lines													
Private Passenger Auto Liability	9,483,591,478	71.23%	1,589	41	9	18	5.74%	30.28%	n/a	n/a	0.00%	0.00%	2.84%
Private Passenger Auto Physical	5,454,062,491	67.01%	1,547	42	9	17	8.79%	54.41%	n/a	n/a	0.00%	0.00%	3.77%
Private Passenger Auto Total	14,937,653,969	69.69%	1,569	42	11	19	6.83%	38.17%	n/a	n/a	0.00%	0.00%	3.15%
Homeowners Multiple Peril	6,250,205,264	49.03%	769	103	25	26	15.16%	32.28%	n/a	n/a	0.87%	0.69%	12.75%
Farmowners Multiple Peril	51,889,780	67.63%	1,476	36	1	2	15.54%	41.06%	n/a	n/a	0.00%	0.01%	11.12%
Earthquake	70,487,902	46.90%	883	64	15	13	38.97%	72.41%	n/a	n/a	56.35%	54.86%	n/a
Total													
Total All Property and Casualty Lines	55,034,273,661	28.90%	366	354	81	74	13.82%	45.10%	1.48%	1.46%	9.67%	8.58%	6.17%

2021 Competition Database

NORTH CAROLINA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	1,024,915,586	35.09%	497	125	44	31	38.65%	117.44%	0.42%	0.29%	1.01%	1.49%	6.07%
Commercial Auto Physical	341,265,218	36.41%	556	103	29	21	36.01%	144.83%	n/a	n/a	2.28%	1.56%	4.41%
Commercial Auto Total	1,366,180,804	35.38%	506	128	47	33	37.99%	123.69%	0.31%	0.21%	1.33%	1.51%	5.81%
Commercial Multiple Peril	1,154,224,442	32.02%	436	114	35	21	17.39%	19.86%	0.00%	0.00%	5.61%	4.58%	12.00%
Fire	398,637,571	24.28%	359	116	36	22	39.67%	37.80%	0.00%	0.00%	27.67%	22.54%	8.53%
Allied Lines	461,125,850	32.92%	444	107	30	20	45.32%	83.74%	n/a	n/a	22.30%	18.66%	n/a
Inland Marine	858,475,236	35.67%	551	141	44	30	25.36%	108.12%	n/a	n/a	3.07%	2.20%	18.48%
Mortgage Guaranty	184,830,979	77.47%	1,786	8	0	0	7.84%	28.82%	n/a	n/a	0.00%	0.00%	29.81%
Financial Guaranty	1,609,532	100.00%	5,521	3	2	1	-76.24%	-27.40%	n/a	n/a	0.00%	0.00%	7.44%
Medical Professional Liability	187,521,358	63.58%	1,385	62	25	25	11.87%	-10.86%	8.56%	6.83%	32.62%	28.28%	16.24%
Other Liability	1,984,717,136	21.73%	277	223	72	42	51.85%	106.82%	1.07%	1.07%	27.22%	22.10%	11.29%
Workers Compensation	1,320,643,237	29.63%	378	111	31	20	-7.42%	6.20%	n/a	n/a	0.00%	0.00%	12.33%
Products Liability	115,310,615	32.86%	455	67	13	12	31.90%	34.49%	0.00%	0.04%	33.72%	30.55%	9.42%
Personal Lines													
Private Passenger Auto Liability	3,568,262,334	56.19%	1,067	39	6	19	7.76%	35.40%	n/a	n/a	0.00%	0.00%	1.19%
Private Passenger Auto Physical	3,519,333,474	55.61%	1,056	42	8	19	15.28%	82.91%	n/a	n/a	0.00%	0.00%	12.43%
Private Passenger Auto Total	7,087,595,808	55.87%	1,059	42	8	20	11.37%	55.45%	n/a	n/a	0.00%	0.00%	5.55%
Homeowners Multiple Peril	3,322,162,012	46.27%	732	72	29	27	22.58%	65.51%	n/a	n/a	0.94%	0.77%	10.22%
Farmowners Multiple Peril	69,242,074	76.55%	2,269	25	4	2	6.41%	31.88%	n/a	n/a	0.04%	0.15%	10.39%
Earthquake	17,940,919	37.39%	605	62	21	19	54.16%	52.69%	n/a	n/a	23.04%	35.70%	n/a
Total													
Total All Property and Casualty Lines	19,677,206,512	29.56%	386	347	109	85	19.41%	55.69%	0.21%	0.18%	5.17%	3.92%	9.28%

2021 Competition Database

NORTH DAKOTA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	102,502,460	34.91%	494	96	21	22	7.55%	38.41%	0.57%	0.22%	1.27%	2.04%	10.30%
Commercial Auto Physical	78,756,333	34.38%	470	89	21	19	4.04%	36.14%	n/a	n/a	3.39%	1.78%	9.72%
Commercial Auto Total	181,258,793	34.68%	474	100	26	24	6.00%	37.41%	0.32%	0.12%	2.20%	1.93%	10.11%
Commercial Multiple Peril	156,044,885	30.10%	424	84	25	26	19.15%	22.98%	0.00%	0.00%	6.58%	4.76%	12.00%
Fire	49,421,144	32.35%	432	84	19	10	28.43%	80.61%	0.00%	0.00%	18.48%	19.18%	15.83%
Allied Lines	53,773,103	38.64%	672	85	19	13	28.31%	-58.50%	n/a	n/a	11.18%	12.96%	n/a
Inland Marine	95,406,792	37.93%	634	107	26	27	17.68%	59.80%	n/a	n/a	3.76%	3.63%	16.53%
Mortgage Guaranty	15,656,921	90.92%	2,627	8	0	0	13.37%	123.47%	n/a	n/a	0.00%	0.00%	48.29%
Financial Guaranty	3,228,221	100.00%	9,858	2	1	0	2,232.29%	100.00%	n/a	n/a	0.00%	0.00%	7.70%
Medical Professional Liability	12,584,013	75.14%	2,187	34	11	12	26.85%	11.71%	7.59%	2.96%	13.12%	11.58%	12.69%
Other Liability	227,651,038	27.17%	300	159	47	40	32.62%	56.05%	0.30%	0.35%	27.59%	24.99%	12.15%
Workers Compensation	4,932,044	68.56%	1,589	37	12	10	-16.88%	-17.12%	n/a	n/a	0.00%	0.00%	32.17%
Products Liability	12,941,449	32.31%	502	54	13	13	-1.06%	-9.22%	0.11%	0.19%	16.90%	17.69%	4.10%
Personal Lines													
Private Passenger Auto Liability	219,347,352	54.82%	1,136	44	9	14	1.89%	23.69%	n/a	n/a	0.00%	0.00%	11.04%
Private Passenger Auto Physical	297,336,743	51.11%	895	44	13	17	7.11%	45.25%	n/a	n/a	0.00%	0.00%	9.59%
Private Passenger Auto Total	516,684,095	52.55%	975	45	12	16	4.83%	35.24%	n/a	n/a	0.00%	0.00%	10.29%
Homeowners Multiple Peril	259,932,868	46.86%	790	45	11	12	18.91%	61.61%	n/a	n/a	0.01%	0.01%	16.73%
Farmowners Multiple Peril	139,523,336	64.82%	1,439	21	4	4	8.96%	55.30%	n/a	n/a	0.00%	0.00%	8.14%
Earthquake	1,090,428	53.78%	934	47	20	15	45.28%	32.39%	n/a	n/a	68.75%	67.57%	n/a
Total													
Total All Property and Casualty Lines	2,990,942,737	35.54%	482	229	73	62	16.59%	28.33%	0.08%	0.05%	3.37%	2.93%	10.99%

2021 Competition Database

OHIO

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	1,112,934,888	34.25%	560	154	48	23	38.82%	108.72%	0.81%	0.77%	3.64%	2.74%	10.03%
Commercial Auto Physical	417,656,073	34.35%	539	132	33	15	32.66%	128.94%	n/a	n/a	4.12%	2.11%	8.50%
Commercial Auto Total	1,530,590,961	34.04%	549	162	52	22	37.08%	113.88%	0.59%	0.56%	3.77%	2.56%	9.79%
Commercial Multiple Peril	1,522,622,723	31.09%	441	122	27	13	17.67%	33.18%	0.00%	0.00%	3.99%	2.94%	11.29%
Fire	484,552,052	26.24%	357	123	30	23	31.87%	19.97%	0.00%	0.00%	19.65%	15.60%	17.23%
Allied Lines	373,590,148	36.00%	563	108	24	18	55.28%	60.13%	n/a	n/a	20.87%	16.26%	n/a
Inland Marine	802,607,260	42.71%	774	144	34	31	20.18%	79.11%	n/a	n/a	2.20%	2.09%	24.78%
Mortgage Guaranty	181,622,903	76.42%	1,788	8	0	0	9.57%	12.83%	n/a	n/a	0.00%	0.00%	28.45%
Financial Guaranty	13,174,567	100.00%	7,855	4	0	1	-46.26%	153.31%	n/a	n/a	1.57%	6.77%	9.41%
Medical Professional Liability	264,998,923	57.93%	1,106	73	28	29	20.11%	-18.05%	9.68%	8.26%	34.12%	27.21%	16.43%
Other Liability	2,495,487,389	24.96%	317	243	68	41	43.29%	75.74%	1.42%	1.52%	24.48%	21.41%	11.00%
Workers Compensation	20,713,209	60.50%	1,160	44	18	14	1.79%	-35.93%	n/a	n/a	0.00%	0.00%	11.81%
Products Liability	129,282,927	45.64%	725	74	14	16	19.34%	18.93%	0.04%	0.06%	31.66%	29.17%	4.59%
Personal Lines													
Private Passenger Auto Liability	3,724,609,989	55.38%	965	76	25	21	-3.84%	25.50%	n/a	n/a	0.00%	0.00%	9.28%
Private Passenger Auto Physical	3,231,409,914	54.50%	944	77	23	25	5.46%	42.83%	n/a	n/a	0.00%	0.00%	9.89%
Private Passenger Auto Total	6,956,019,903	54.97%	947	78	25	25	0.27%	33.00%	n/a	n/a	0.00%	0.00%	9.47%
Homeowners Multiple Peril	3,379,069,652	46.92%	858	82	23	17	13.75%	39.37%	n/a	n/a	0.09%	0.07%	11.70%
Farmowners Multiple Peril	189,306,372	52.23%	1,032	31	2	2	6.61%	44.16%	n/a	n/a	0.04%	0.02%	13.83%
Earthquake	39,630,368	38.15%	595	72	17	18	20.08%	34.19%	n/a	n/a	20.63%	17.16%	n/a
Total													
Total All Property and Casualty Lines	19,746,546,940	30.82%	389	359	104	79	15.34%	43.27%	0.36%	0.32%	5.41%	4.15%	11.66%

2021 Competition Database

OKLAHOMA

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	469,468,481	35.14%	494	120	36	25	27.22%	70.33%	1.22%	1.35%	3.54%	4.23%	7.30%
Commercial Auto Physical	182,032,103	37.57%	551	94	23	22	14.70%	69.51%	n/a	n/a	4.96%	3.95%	9.75%
Commercial Auto Total	651,500,584	34.03%	489	124	41	28	23.45%	70.10%	0.88%	0.94%	3.94%	4.14%	7.89%
Commercial Multiple Peril	654,796,841	32.74%	449	95	26	16	19.08%	42.21%	0.00%	0.00%	14.35%	12.43%	0.99%
Fire	228,544,230	22.22%	326	104	24	14	43.31%	38.74%	0.00%	0.00%	39.65%	33.65%	12.66%
Allied Lines	271,428,368	29.10%	418	96	27	18	38.50%	61.86%	n/a	n/a	28.95%	24.79%	n/a
Inland Marine	312,317,209	42.67%	890	119	28	28	13.80%	60.08%	n/a	n/a	4.12%	4.71%	12.77%
Mortgage Guaranty	53,297,573	85.00%	1,948	9	0	0	12.56%	22.02%	n/a	n/a	0.00%	0.00%	34.79%
Financial Guaranty	1,566,384	100.00%	7,871	2	2	1	-92.05%	129.41%	n/a	n/a	0.00%	0.00%	9.04%
Medical Professional Liability	115,642,989	60.65%	1,766	62	26	26	19.93%	0.88%	10.57%	8.89%	27.89%	21.97%	9.06%
Other Liability	778,181,878	21.87%	287	195	63	46	21.45%	67.23%	0.94%	1.07%	31.08%	26.94%	10.55%
Workers Compensation	584,976,375	52.07%	1,371	102	35	21	-11.70%	-11.76%	n/a	n/a	0.00%	0.00%	10.84%
Products Liability	38,469,280	41.55%	667	67	16	11	-1.03%	-17.87%	0.15%	0.11%	36.57%	28.97%	15.97%
Personal Lines													
Private Passenger Auto Liability	1,533,137,187	56.06%	1,029	58	18	25	2.26%	27.59%	n/a	n/a	0.00%	0.00%	8.15%
Private Passenger Auto Physical	1,394,465,997	57.10%	1,139	59	20	27	9.87%	54.59%	n/a	n/a	0.00%	0.01%	7.65%
Private Passenger Auto Total	2,927,603,184	56.56%	1,074	60	18	25	5.75%	39.17%	n/a	n/a	0.00%	0.00%	8.00%
Homeowners Multiple Peril	1,964,832,451	63.42%	1,381	63	21	20	15.23%	54.06%	n/a	n/a	0.31%	0.37%	7.26%
Farmowners Multiple Peril	181,443,096	75.82%	2,094	23	6	8	13.11%	50.15%	n/a	n/a	1.15%	0.38%	10.05%
Earthquake	19,762,273	58.18%	1,403	66	16	12	-0.85%	69.21%	n/a	n/a	15.09%	14.98%	n/a
Total													
Total All Property and Casualty Lines	9,354,090,609	33.96%	462	332	116	87	12.09%	38.89%	0.27%	0.25%	6.65%	5.42%	8.35%

2021 Competition Database

OREGON

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	425,717,934	36.56%	526	111	37	27	27.88%	110.92%	2.06%	1.68%	3.16%	3.21%	9.11%
Commercial Auto Physical	136,753,919	39.60%	599	92	25	21	27.07%	149.80%	n/a	n/a	3.15%	2.15%	11.63%
Commercial Auto Total	562,471,853	37.10%	542	116	38	28	27.68%	119.22%	1.56%	1.27%	3.16%	2.94%	9.55%
Commercial Multiple Peril	606,663,369	37.51%	564	97	35	24	17.32%	47.16%	0.00%	0.00%	8.09%	6.32%	9.38%
Fire	163,384,729	29.52%	415	101	26	16	67.04%	66.73%	0.00%	0.00%	36.15%	27.95%	2.59%
Allied Lines	118,308,059	40.93%	619	88	25	21	69.73%	70.89%	n/a	n/a	24.98%	21.99%	n/a
Inland Marine	345,974,491	43.24%	672	114	32	28	14.58%	101.35%	n/a	n/a	8.44%	5.70%	27.44%
Mortgage Guaranty	84,398,731	77.25%	1,800	8	0	0	5.24%	54.63%	n/a	n/a	0.00%	0.00%	33.31%
Financial Guaranty	1,250,052	100.00%	7,133	2	0	0	843.47%	-7.05%	n/a	n/a	0.00%	0.00%	6.37%
Medical Professional Liability	106,959,470	62.09%	1,064	55	18	26	23.09%	14.99%	7.60%	8.18%	27.07%	21.41%	3.56%
Other Liability	876,958,062	23.60%	290	190	68	46	47.25%	104.91%	1.85%	2.41%	31.54%	27.43%	7.12%
Workers Compensation	709,626,789	82.74%	5,455	79	19	11	1.61%	12.57%	n/a	n/a	0.00%	0.02%	7.38%
Products Liability	52,934,326	37.38%	575	65	16	9	11.71%	59.23%	0.00%	0.00%	45.99%	43.07%	7.93%
Personal Lines													
Private Passenger Auto Liability	2,071,297,602	56.92%	1,068	48	14	18	-0.96%	43.13%	n/a	n/a	0.00%	0.00%	8.74%
Private Passenger Auto Physical	1,079,529,714	54.75%	1,038	49	15	20	9.67%	74.00%	n/a	n/a	0.00%	0.00%	8.08%
Private Passenger Auto Total	3,150,827,316	55.73%	1,051	49	16	21	2.44%	52.39%	n/a	n/a	0.00%	0.00%	8.54%
Homeowners Multiple Peril	1,062,583,744	58.28%	1,119	54	23	19	22.39%	58.77%	n/a	n/a	0.11%	0.12%	3.73%
Farmowners Multiple Peril	81,012,891	64.68%	1,344	19	5	4	16.13%	41.15%	n/a	n/a	0.34%	0.14%	4.85%
Earthquake	147,065,548	47.80%	838	73	24	16	55.02%	150.37%	n/a	n/a	15.51%	12.29%	n/a
Total													
Total All Property and Casualty Lines	8,533,254,972	34.50%	466	280	89	78	15.36%	57.67%	0.39%	0.39%	6.41%	4.80%	8.59%

2021 Competition Database

PENNSYLVANIA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	1,490,729,151	35.48%	546	152	50	33	25.23%	76.69%	0.99%	1.26%	3.69%	2.87%	7.15%
Commercial Auto Physical	587,562,266	43.05%	767	127	33	24	23.39%	97.94%	n/a	n/a	2.27%	1.56%	6.29%
Commercial Auto Total	2,078,291,417	37.26%	595	157	53	35	24.70%	82.22%	0.71%	0.90%	3.29%	2.49%	7.01%
Commercial Multiple Peril	2,081,183,550	33.03%	447	137	37	23	14.31%	31.13%	0.00%	0.00%	3.38%	3.04%	6.02%
Fire	570,407,403	25.82%	335	155	28	21	34.82%	30.21%	0.00%	0.00%	21.77%	17.62%	14.73%
Allied Lines	437,136,757	36.91%	556	137	26	25	51.33%	58.76%	n/a	n/a	20.35%	18.26%	n/a
Inland Marine	1,022,429,571	42.40%	652	165	37	32	22.69%	90.30%	n/a	n/a	2.82%	2.62%	22.33%
Mortgage Guaranty	198,260,773	79.06%	1,861	8	0	0	7.98%	12.48%	n/a	n/a	0.00%	0.00%	27.89%
Financial Guaranty	11,123,958	99.69%	4,486	5	1	1	-5.12%	-40.84%	n/a	n/a	0.00%	0.00%	7.15%
Medical Professional Liability	783,515,845	28.66%	384	100	35	29	19.44%	11.01%	48.58%	48.26%	37.73%	30.85%	6.19%
Other Liability	4,087,656,032	23.92%	307	275	75	48	48.66%	84.52%	2.51%	2.56%	27.45%	22.80%	5.57%
Workers Compensation	2,343,643,039	23.59%	336	117	32	19	-15.82%	-7.31%	n/a	n/a	0.00%	0.00%	9.67%
Products Liability	148,727,209	31.45%	450	76	15	16	1.32%	3.08%	0.00%	0.01%	38.96%	34.04%	0.06%
Personal Lines													
Private Passenger Auto Liability	4,913,580,697	53.40%	968	71	22	24	-3.17%	14.79%	n/a	n/a	0.00%	0.00%	6.75%
Private Passenger Auto Physical	4,354,373,030	56.19%	1,029	73	22	28	7.42%	49.48%	n/a	n/a	0.00%	0.00%	4.33%
Private Passenger Auto Total	9,267,953,727	54.71%	987	73	22	28	1.54%	28.83%	n/a	n/a	0.00%	0.00%	5.99%
Homeowners Multiple Peril	3,886,785,948	53.84%	923	96	23	27	13.51%	35.92%	n/a	n/a	0.11%	0.11%	10.65%
Farmowners Multiple Peril	115,430,817	65.08%	1,187	34	2	3	5.26%	28.18%	n/a	n/a	0.01%	0.00%	14.99%
Earthquake	26,063,072	45.20%	753	68	17	17	51.48%	60.30%	n/a	n/a	36.53%	28.74%	n/a
Total													
Total All Property and Casualty Lines	28,339,033,049	29.13%	368	433	122	100	11.90%	35.75%	1.76%	1.69%	6.23%	4.61%	7.89%

2021 Competition Database

RHODE ISLAND

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	114,540,653	34.22%	546	79	23	20	22.86%	69.12%	0.30%	0.31%	2.63%	3.62%	10.39%
Commercial Auto Physical	34,116,979	34.05%	508	71	15	13	31.51%	113.67%	n/a	n/a	2.17%	1.74%	6.94%
Commercial Auto Total	148,657,632	34.18%	533	81	24	20	24.75%	77.62%	0.23%	0.24%	2.52%	3.20%	9.96%
Commercial Multiple Peril	195,661,063	29.20%	414	85	25	21	16.92%	36.41%	0.00%	0.00%	6.59%	6.07%	10.97%
Fire	55,784,130	28.07%	378	90	22	12	37.01%	19.55%	0.00%	0.00%	28.92%	21.65%	17.76%
Allied Lines	65,750,287	33.03%	468	85	23	14	47.81%	90.28%	n/a	n/a	28.67%	23.06%	n/a
Inland Marine	97,754,297	40.91%	622	102	25	25	12.00%	56.13%	n/a	n/a	4.96%	4.40%	14.70%
Mortgage Guaranty	18,037,047	82.75%	2,079	8	0	0	3.96%	20.14%	n/a	n/a	0.00%	0.00%	21.78%
Financial Guaranty	99,163	100.00%	10,313	1	1	4	-50.72%	-86.96%	n/a	n/a	0.00%	0.00%	9.48%
Medical Professional Liability	36,147,768	63.71%	1,568	46	20	18	29.88%	-15.39%	11.00%	11.03%	50.76%	41.35%	-0.88%
Other Liability	365,891,129	27.78%	373	157	51	34	55.47%	107.06%	2.30%	2.48%	25.55%	23.40%	7.91%
Workers Compensation	201,416,478	66.26%	2,587	74	23	18	-8.36%	17.83%	n/a	n/a	0.00%	0.00%	7.08%
Products Liability	13,140,689	49.01%	754	52	15	15	16.18%	5.04%	0.00%	0.00%	38.51%	31.35%	0.02%
Personal Lines													
Private Passenger Auto Liability	655,948,476	62.34%	1,455	38	9	14	2.81%	38.24%	n/a	n/a	0.00%	0.00%	5.00%
Private Passenger Auto Physical	362,439,377	56.84%	1,106	39	10	13	10.63%	60.45%	n/a	n/a	0.00%	0.00%	8.87%
Private Passenger Auto Total	1,018,387,853	60.38%	1,303	39	10	15	5.46%	45.40%	n/a	n/a	0.00%	0.00%	5.93%
Homeowners Multiple Peril	494,936,293	42.48%	689	56	22	17	17.98%	54.13%	n/a	n/a	1.17%	1.09%	15.56%
Farmowners Multiple Peril	472,020	100.00%	7,028	4	0	0	21.48%	224.17%	n/a	n/a	0.00%	0.00%	35.43%
Earthquake	3,645,795	58.12%	1,349	50	18	18	44.57%	153.07%	n/a	n/a	47.60%	37.98%	n/a
Total													
Total All Property and Casualty Lines	2,879,867,930	30.32%	396	237	68	57	15.42%	49.03%	0.85%	0.48%	6.70%	5.21%	9.11%

2021 Competition Database

SOUTH CAROLINA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	565,382,020	32.19%	507	124	40	33	45.65%	147.96%	0.58%	0.79%	2.89%	2.35%	-0.07%
Commercial Auto Physical	159,480,829	33.73%	497	110	34	23	29.96%	135.77%	n/a	n/a	3.88%	2.04%	5.35%
Commercial Auto Total	724,862,849	32.27%	502	129	45	34	41.88%	145.17%	0.45%	0.60%	3.11%	2.27%	0.77%
Commercial Multiple Peril	616,991,118	28.33%	366	105	29	22	21.58%	38.42%	0.00%	0.00%	10.38%	9.75%	7.23%
Fire	401,371,684	41.92%	1,055	114	35	25	71.73%	113.01%	0.00%	0.00%	54.35%	45.18%	18.71%
Allied Lines	277,970,426	30.01%	403	104	29	19	48.84%	49.02%	n/a	n/a	40.90%	40.78%	n/a
Inland Marine	474,150,370	42.71%	632	138	39	28	20.37%	98.21%	n/a	n/a	3.24%	2.62%	17.16%
Mortgage Guaranty	95,024,028	76.39%	1,815	8	0	0	10.57%	23.83%	n/a	n/a	0.00%	0.00%	29.46%
Financial Guaranty	655,024	100.00%	7,958	2	0	1	-15.72%	-66.62%	n/a	n/a	0.00%	0.00%	3.30%
Medical Professional Liability	94,686,546	63.82%	1,316	60	22	21	37.32%	53.46%	8.46%	6.38%	27.99%	24.31%	-2.28%
Other Liability	877,451,127	20.47%	234	213	69	46	45.81%	125.68%	1.10%	0.93%	28.17%	25.44%	3.58%
Workers Compensation	791,708,774	33.95%	446	108	31	23	-4.92%	23.64%	n/a	n/a	0.00%	0.00%	8.82%
Products Liability	59,389,736	30.85%	467	62	11	11	21.20%	66.29%	0.00%	0.00%	27.72%	27.42%	-8.87%
Personal Lines													
Private Passenger Auto Liability	3,104,967,512	65.92%	1,304	47	19	28	12.23%	84.22%	n/a	n/a	0.00%	0.00%	1.28%
Private Passenger Auto Physical	1,816,475,612	65.03%	1,298	47	18	29	14.09%	79.24%	n/a	n/a	0.00%	0.00%	7.20%
Private Passenger Auto Total	4,921,443,124	65.59%	1,292	49	19	29	12.91%	82.35%	n/a	n/a	0.00%	0.00%	3.02%
Homeowners Multiple Peril	2,108,226,266	45.96%	741	76	28	32	18.95%	52.45%	n/a	n/a	4.10%	3.33%	18.74%
Farmowners Multiple Peril	19,631,840	82.48%	2,789	14	6	4	22.46%	116.50%	n/a	n/a	0.20%	0.52%	8.61%
Earthquake	53,211,097	48.08%	986	66	19	16	14.75%	49.75%	n/a	n/a	20.17%	18.37%	n/a
Total													
Total All Property and Casualty Lines	12,104,042,267	36.94%	495	336	112	101	18.94%	69.84%	0.17%	0.14%	6.94%	5.52%	8.20%

2021 Competition Database

SOUTH DAKOTA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	97,810,460	36.34%	534	96	20	25	28.45%	70.43%	0.57%	0.30%	0.97%	1.97%	10.33%
Commercial Auto Physical	80,766,084	39.09%	543	88	18	21	33.56%	125.53%	n/a	n/a	2.65%	1.56%	-4.24%
Commercial Auto Total	178,576,544	36.96%	525	100	24	27	30.71%	91.60%	0.31%	0.16%	1.73%	1.79%	5.86%
Commercial Multiple Peril	171,823,061	33.12%	474	86	28	20	25.39%	42.83%	0.00%	0.00%	4.68%	3.67%	-2.01%
Fire	47,500,091	26.33%	381	92	25	15	49.25%	121.96%	0.00%	0.00%	18.31%	11.79%	16.86%
Allied Lines	53,568,850	34.74%	512	88	21	16	59.21%	-26.80%	n/a	n/a	9.29%	8.77%	n/a
Inland Marine	82,857,860	36.57%	630	111	26	30	19.32%	89.37%	n/a	n/a	2.32%	3.07%	18.53%
Mortgage Guaranty	13,400,692	82.57%	1,984	8	0	0	5.08%	39.69%	n/a	n/a	0.00%	0.00%	47.63%
Financial Guaranty	324,035	100.00%	8,360	2	2	0	100.00%	2,521.01%	n/a	n/a	0.00%	0.00%	3.22%
Medical Professional Liability	18,275,070	79.73%	2,908	36	13	17	15.62%	-5.15%	2.56%	1.69%	13.62%	15.47%	9.84%
Other Liability	176,239,870	20.19%	255	169	47	38	31.15%	81.53%	0.71%	0.59%	15.44%	15.62%	18.26%
Workers Compensation	167,063,766	34.95%	533	84	22	18	-6.24%	1.42%	n/a	n/a	0.00%	0.06%	10.99%
Products Liability	13,845,195	40.92%	646	51	16	18	23.65%	44.62%	0.00%	0.00%	10.28%	14.25%	17.36%
Personal Lines													
Private Passenger Auto Liability	266,788,525	50.56%	920	47	6	17	4.78%	33.31%	n/a	n/a	0.00%	0.00%	8.88%
Private Passenger Auto Physical	375,668,834	48.66%	849	49	7	17	19.34%	81.78%	n/a	n/a	0.00%	0.00%	-7.12%
Private Passenger Auto Total	642,457,359	49.24%	872	49	7	17	12.83%	57.93%	n/a	n/a	0.00%	0.00%	1.68%
Homeowners Multiple Peril	329,975,930	46.35%	836	51	12	19	26.32%	93.38%	n/a	n/a	0.14%	0.12%	-7.64%
Farmowners Multiple Peril	145,316,758	54.44%	1,018	25	5	9	14.87%	62.67%	n/a	n/a	0.00%	0.00%	5.78%
Earthquake	804,704	48.79%	794	52	20	16	81.96%	16.76%	n/a	n/a	39.56%	40.76%	n/a
Total													
Total All Property and Casualty Lines	3,049,310,398	28.87%	373	239	71	71	25.16%	43.47%	0.07%	0.05%	1.99%	1.84%	6.43%

2021 Competition Database

TENNESSEE

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	702,564,678	29.06%	379	147	43	24	43.46%	110.21%	2.20%	1.23%	3.38%	3.85%	6.84%
Commercial Auto Physical	298,116,866	32.27%	425	126	35	19	22.89%	117.70%	n/a	n/a	2.55%	1.76%	5.97%
Commercial Auto Total	1,000,681,544	28.08%	364	153	48	27	36.65%	112.39%	1.55%	0.84%	3.13%	3.16%	6.71%
Commercial Multiple Peril	919,382,829	25.82%	337	113	28	19	21.15%	49.50%	0.00%	0.00%	5.48%	5.28%	3.22%
Fire	358,351,136	32.41%	448	123	37	20	39.02%	38.60%	0.00%	0.00%	24.78%	19.93%	6.45%
Allied Lines	314,507,885	34.31%	484	109	27	17	57.85%	99.44%	n/a	n/a	28.14%	22.35%	n/a
Inland Marine	593,264,992	39.11%	602	139	38	31	26.38%	107.87%	n/a	n/a	3.70%	3.06%	20.51%
Mortgage Guaranty	106,196,525	75.89%	1,795	8	0	0	15.66%	33.83%	n/a	n/a	0.69%	1.46%	36.30%
Financial Guaranty	256,359	100.00%	5,215	2	0	1	6.06%	3.27%	n/a	n/a	0.00%	0.00%	8.79%
Medical Professional Liability	251,599,247	63.33%	1,721	68	26	26	28.18%	7.76%	5.77%	3.97%	47.20%	40.23%	5.02%
Other Liability	1,521,366,689	23.62%	319	231	67	40	41.26%	52.32%	1.08%	1.13%	25.74%	22.03%	9.95%
Workers Compensation	761,735,120	30.24%	396	120	34	24	-7.47%	-8.56%	n/a	n/a	0.00%	0.00%	11.49%
Products Liability	75,052,035	26.66%	380	75	16	12	37.05%	49.75%	0.00%	0.04%	37.46%	32.37%	8.33%
Personal Lines													
Private Passenger Auto Liability	2,551,160,832	57.42%	1,021	64	17	24	7.12%	47.71%	n/a	n/a	0.00%	0.01%	7.09%
Private Passenger Auto Physical	2,228,049,049	58.85%	1,122	66	16	26	14.41%	70.75%	n/a	n/a	0.00%	0.01%	7.46%
Private Passenger Auto Total	4,779,209,881	58.09%	1,059	66	17	26	10.40%	57.62%	n/a	n/a	0.00%	0.01%	7.23%
Homeowners Multiple Peril	2,504,984,844	56.79%	1,136	73	28	22	19.22%	55.52%	n/a	n/a	0.15%	0.19%	8.65%
Farmowners Multiple Peril	168,488,411	86.03%	5,980	25	6	4	8.88%	29.43%	n/a	n/a	0.08%	0.12%	12.15%
Earthquake	120,358,923	59.23%	1,293	71	17	14	44.04%	61.10%	n/a	n/a	13.40%	13.26%	n/a
Total													
Total All Property and Casualty Lines	14,200,347,005	32.74%	436	371	115	89	19.23%	51.49%	0.33%	0.24%	6.02%	4.85%	8.80%

2021 Competition Database

TEXAS

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	4,694,056,640	34.28%	650	153	56	35	47.96%	184.88%	1.42%	1.05%	10.29%	6.93%	-2.26%
Commercial Auto Physical	1,193,238,158	35.53%	675	121	39	28	23.19%	128.24%	n/a	n/a	9.04%	5.94%	3.59%
Commercial Auto Total	5,887,294,798	34.43%	647	159	61	38	42.16%	171.24%	1.13%	0.81%	10.03%	6.71%	-1.45%
Commercial Multiple Peril	3,712,290,103	28.37%	371	106	31	24	32.61%	59.07%	0.00%	0.00%	19.38%	16.95%	-1.05%
Fire	2,397,072,754	31.90%	467	126	45	35	36.58%	43.82%	0.00%	0.00%	31.65%	25.01%	12.33%
Allied Lines	2,663,656,311	30.13%	457	116	37	36	46.36%	59.42%	n/a	n/a	30.45%	25.64%	n/a
Inland Marine	2,922,923,846	40.10%	600	143	38	34	25.57%	101.63%	n/a	n/a	4.93%	4.77%	12.64%
Mortgage Guaranty	514,001,272	72.77%	1,703	8	0	0	19.45%	48.75%	n/a	n/a	0.00%	0.00%	47.52%
Financial Guaranty	44,321,010	100.00%	5,414	4	1	1	178.72%	49.65%	n/a	n/a	0.00%	0.00%	8.12%
Medical Professional Liability	454,803,497	51.21%	845	77	27	25	33.52%	40.01%	12.95%	8.82%	46.22%	40.74%	14.26%
Other Liability	8,415,732,394	22.80%	306	238	75	57	54.30%	114.64%	0.89%	1.06%	37.66%	35.17%	6.77%
Workers Compensation	2,228,233,000	56.67%	1,871	101	27	22	-11.55%	-8.87%	n/a	n/a	0.00%	0.00%	9.91%
Products Liability	361,515,581	30.70%	437	69	18	16	15.68%	26.89%	0.01%	0.02%	49.27%	42.21%	9.73%
Personal Lines													
Private Passenger Auto Liability	12,907,191,906	54.72%	952	71	29	34	1.44%	60.71%	n/a	n/a	2.00%	0.40%	3.22%
Private Passenger Auto Physical	10,729,580,318	56.79%	1,013	72	30	36	7.81%	73.41%	n/a	n/a	0.78%	0.17%	4.05%
Private Passenger Auto Total	23,636,772,224	55.66%	972	75	33	38	4.23%	66.24%	n/a	n/a	1.45%	0.30%	3.52%
Homeowners Multiple Peril	11,876,327,802	51.03%	829	92	42	33	25.71%	85.36%	n/a	n/a	1.04%	1.11%	4.63%
Farmowners Multiple Peril	393,574,470	85.07%	3,576	15	6	7	12.13%	89.67%	n/a	n/a	0.07%	0.35%	6.36%
Earthquake	51,708,592	41.08%	618	61	19	19	54.21%	26.59%	n/a	n/a	58.54%	59.36%	n/a
Total													
Total All Property and Casualty Lines	70,774,263,615	29.07%	346	407	132	113	20.54%	71.78%	0.28%	0.22%	10.07%	7.68%	4.44%

2021 Competition Database

UTAH

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	341,214,940	33.96%	463	103	29	25	36.34%	104.85%	0.40%	0.49%	3.07%	4.60%	5.32%
Commercial Auto Physical	119,230,240	37.63%	512	92	23	19	31.91%	101.21%	n/a	n/a	1.96%	2.05%	9.27%
Commercial Auto Total	460,445,180	34.91%	472	108	36	29	35.17%	103.90%	0.29%	0.36%	2.79%	3.92%	6.01%
Commercial Multiple Peril	370,949,305	36.83%	535	100	27	22	27.46%	62.72%	0.00%	0.00%	5.31%	3.61%	9.68%
Fire	105,502,241	36.46%	495	101	30	14	16.85%	47.68%	0.00%	0.00%	27.51%	21.47%	36.56%
Allied Lines	79,102,551	42.71%	761	91	24	15	64.34%	99.89%	n/a	n/a	21.77%	18.07%	n/a
Inland Marine	235,741,879	36.25%	518	119	33	28	28.00%	148.55%	n/a	n/a	6.45%	5.47%	26.96%
Mortgage Guaranty	76,744,475	73.31%	1,756	8	0	0	-8.77%	32.65%	n/a	n/a	0.00%	0.00%	36.14%
Financial Guaranty	1,786,284	100.00%	9,501	2	0	0	411.69%	199.34%	n/a	n/a	0.00%	0.00%	7.03%
Medical Professional Liability	65,974,376	61.65%	1,438	52	17	16	15.95%	3.01%	7.25%	7.36%	33.47%	23.89%	8.05%
Other Liability	796,457,303	20.45%	265	187	63	41	72.48%	161.28%	1.00%	1.32%	33.27%	28.92%	9.01%
Workers Compensation	475,936,424	64.08%	2,415	89	25	15	7.09%	36.43%	n/a	n/a	0.00%	0.00%	9.44%
Products Liability	49,995,122	29.97%	462	60	9	11	43.66%	69.23%	0.00%	0.05%	50.44%	43.57%	11.75%
Personal Lines													
Private Passenger Auto Liability	1,513,443,772	46.81%	793	56	17	17	14.02%	80.15%	n/a	n/a	0.00%	0.00%	3.41%
Private Passenger Auto Physical	936,055,691	45.98%	783	58	16	18	18.25%	90.33%	n/a	n/a	0.00%	0.01%	7.34%
Private Passenger Auto Total	2,449,499,463	46.49%	783	58	17	18	15.60%	83.91%	n/a	n/a	0.00%	0.00%	4.57%
Homeowners Multiple Peril	734,164,516	46.39%	800	59	25	16	29.15%	75.61%	n/a	n/a	0.32%	0.22%	8.28%
Farmowners Multiple Peril	19,058,448	75.16%	2,896	16	7	5	18.93%	73.94%	n/a	n/a	0.36%	0.07%	4.00%
Earthquake	103,739,884	49.71%	823	67	21	16	95.19%	192.84%	n/a	n/a	17.03%	12.56%	n/a
Total													
Total All Property and Casualty Lines	6,344,458,304	25.63%	336	291	95	70	25.53%	84.70%	0.22%	0.24%	6.94%	5.24%	9.25%

2021 Competition Database

VERMONT

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	56,240,797	40.00%	563	79	20	20	18.32%	34.69%	0.06%	0.17%	2.11%	3.29%	11.81%
Commercial Auto Physical	32,456,620	41.98%	648	71	18	18	17.36%	86.46%	n/a	n/a	1.59%	1.46%	13.30%
Commercial Auto Total	88,697,417	40.52%	587	80	22	22	17.97%	49.92%	0.04%	0.11%	1.92%	2.62%	12.31%
Commercial Multiple Peril	152,974,348	37.26%	592	78	22	19	9.21%	-4.87%	0.00%	0.00%	3.06%	2.53%	18.13%
Fire	39,293,274	47.47%	1,111	80	22	15	94.47%	58.57%	0.00%	0.00%	15.37%	15.31%	22.71%
Allied Lines	20,502,782	42.03%	690	75	25	22	38.51%	50.40%	n/a	n/a	14.46%	15.93%	n/a
Inland Marine	54,785,907	44.06%	744	92	20	30	16.90%	94.36%	n/a	n/a	1.81%	1.49%	30.91%
Mortgage Guaranty	11,552,805	89.26%	2,350	8	0	0	0.34%	25.94%	n/a	n/a	0.00%	0.00%	31.76%
Financial Guaranty	0	0.00%	0	0	0	1	-100.00%	-100.00%	n/a	n/a	0.00%	0.00%	12.66%
Medical Professional Liability	19,895,214	75.94%	2,205	39	16	15	32.03%	-3.80%	1.55%	1.99%	25.15%	15.33%	7.89%
Other Liability	149,380,300	24.33%	342	150	45	40	37.95%	55.11%	0.09%	0.11%	40.76%	33.90%	10.16%
Workers Compensation	165,954,160	39.11%	573	74	28	17	-13.50%	-3.92%	n/a	n/a	0.00%	0.00%	9.73%
Products Liability	7,297,923	34.02%	568	50	11	11	12.62%	7.05%	0.00%	0.00%	41.39%	39.08%	11.56%
Personal Lines													
Private Passenger Auto Liability	180,641,122	54.17%	1,014	39	4	10	-3.07%	9.74%	n/a	n/a	0.00%	0.00%	11.84%
Private Passenger Auto Physical	216,256,023	48.84%	854	40	4	10	7.34%	46.93%	n/a	n/a	0.00%	0.00%	13.25%
Private Passenger Auto Total	396,897,145	51.27%	910	40	4	10	2.33%	27.29%	n/a	n/a	0.00%	0.00%	12.44%
Homeowners Multiple Peril	229,242,226	42.98%	686	50	16	14	11.16%	33.03%	n/a	n/a	0.32%	0.50%	17.20%
Farmowners Multiple Peril	16,442,401	96.73%	4,557	9	1	1	6.14%	27.37%	n/a	n/a	0.00%	0.00%	13.01%
Earthquake	1,829,931	41.12%	710	42	18	13	-93.59%	-93.54%	n/a	n/a	15.89%	3.67%	n/a
Total													
Total All Property and Casualty Lines	1,417,381,219	27.36%	349	224	70	61	-3.11%	7.97%	0.03%	0.04%	6.20%	4.34%	17.99%

2021 Competition Database

VIRGINIA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	776,769,266	33.55%	501	132	42	28	34.00%	98.41%	0.67%	0.71%	2.84%	3.92%	7.14%
Commercial Auto Physical	257,513,776	38.30%	522	109	29	21	32.77%	123.97%	n/a	n/a	4.34%	2.88%	5.06%
Commercial Auto Total	1,034,283,042	33.86%	493	137	44	29	33.69%	104.21%	0.50%	0.53%	3.22%	3.66%	6.82%
Commercial Multiple Peril	975,689,875	33.40%	474	118	33	19	20.94%	41.09%	0.00%	0.00%	3.76%	3.54%	15.91%
Fire	282,192,159	29.17%	378	121	37	20	32.83%	30.86%	0.00%	0.00%	26.84%	23.02%	25.10%
Allied Lines	275,508,044	42.24%	640	114	31	19	42.06%	70.44%	n/a	n/a	23.40%	20.21%	n/a
Inland Marine	634,491,025	38.15%	546	139	40	30	24.43%	95.33%	n/a	n/a	3.41%	2.83%	15.81%
Mortgage Guaranty	179,341,332	72.67%	1,696	8	0	0	16.22%	31.41%	n/a	n/a	0.00%	0.00%	18.25%
Financial Guaranty	635,592	100.00%	6,424	2	1	2	26.53%	-6.78%	n/a	n/a	0.00%	0.00%	5.52%
Medical Professional Liability	227,474,870	46.06%	838	63	19	23	23.55%	9.06%	10.20%	8.68%	35.07%	28.06%	11.56%
Other Liability	2,100,272,223	25.82%	332	218	65	44	47.31%	104.82%	1.14%	1.41%	27.32%	22.02%	11.41%
Workers Compensation	979,458,781	31.42%	423	114	29	15	-8.93%	11.15%	n/a	n/a	0.00%	-0.02%	9.72%
Products Liability	56,492,369	30.31%	433	69	17	13	3.38%	11.82%	0.00%	0.00%	35.18%	30.13%	13.07%
Personal Lines													
Private Passenger Auto Liability	3,347,242,826	60.27%	1,141	65	20	23	2.08%	33.75%	n/a	n/a	0.00%	0.00%	6.44%
Private Passenger Auto Physical	2,699,431,038	63.06%	1,197	65	19	27	9.99%	47.51%	n/a	n/a	0.00%	0.00%	9.71%
Private Passenger Auto Total	6,046,673,864	60.39%	1,160	67	20	26	5.47%	39.56%	n/a	n/a	0.00%	0.00%	7.55%
Homeowners Multiple Peril	2,818,910,074	54.66%	968	77	30	25	24.59%	54.83%	n/a	n/a	0.44%	0.53%	13.17%
Farmowners Multiple Peril	82,786,360	78.92%	3,539	21	5	5	19.71%	35.46%	n/a	n/a	0.03%	0.05%	19.86%
Earthquake	29,450,647	40.69%	650	69	18	10	51.10%	86.31%	n/a	n/a	39.16%	30.52%	n/a
Total													
Total All Property and Casualty Lines	16,597,203,713	32.48%	423	348	104	87	16.85%	49.82%	0.32%	0.30%	5.76%	4.35%	11.03%

2021 Competition Database

WASHINGTON

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	778,776,811	38.99%	580	109	36	30	39.43%	126.62%	1.47%	1.40%	4.16%	4.30%	4.88%
Commercial Auto Physical	237,416,104	44.09%	688	90	24	23	31.91%	151.49%	n/a	n/a	3.49%	2.56%	10.14%
Commercial Auto Total	1,016,192,915	40.18%	603	114	40	32	37.59%	131.98%	1.13%	1.06%	4.00%	3.88%	5.71%
Commercial Multiple Peril	1,072,470,104	36.47%	551	90	28	21	22.26%	50.67%	0.00%	0.00%	9.26%	6.80%	7.46%
Fire	305,839,282	32.23%	469	95	27	19	55.54%	38.02%	0.00%	0.00%	36.68%	29.66%	18.32%
Allied Lines	223,662,157	43.98%	695	85	22	19	44.81%	53.83%	n/a	n/a	28.52%	28.07%	n/a
Inland Marine	723,616,954	40.71%	596	114	29	25	3.28%	131.38%	n/a	n/a	8.44%	6.55%	24.98%
Mortgage Guaranty	172,841,930	72.10%	1,689	8	0	0	0.70%	42.61%	n/a	n/a	0.51%	1.20%	30.31%
Financial Guaranty	1,932,084	100.00%	5,426	3	0	0	-30.45%	80.40%	n/a	n/a	0.00%	0.00%	9.48%
Medical Professional Liability	210,111,147	61.88%	1,676	63	21	27	29.92%	4.38%	11.04%	10.69%	37.27%	30.86%	4.02%
Other Liability	1,968,166,058	22.27%	275	195	61	47	55.57%	117.82%	2.17%	2.30%	37.14%	31.89%	6.11%
Workers Compensation	23,903,936	58.85%	1,141	38	16	15	6.74%	-21.15%	n/a	n/a	-0.13%	-0.15%	20.68%
Products Liability	88,014,461	33.22%	482	64	16	13	17.80%	89.99%	0.01%	0.01%	58.03%	57.19%	1.67%
Personal Lines													
Private Passenger Auto Liability	3,699,574,129	51.46%	949	42	11	19	2.28%	44.26%	n/a	n/a	0.00%	0.00%	4.93%
Private Passenger Auto Physical	2,132,160,204	50.77%	960	45	9	19	12.77%	69.49%	n/a	n/a	0.00%	0.00%	11.29%
Private Passenger Auto Total	5,831,734,333	51.20%	949	45	10	20	5.88%	52.56%	n/a	n/a	0.00%	0.00%	6.48%
Homeowners Multiple Peril	2,251,792,316	53.07%	961	48	18	22	23.00%	60.65%	n/a	n/a	0.19%	0.18%	11.76%
Farmowners Multiple Peril	83,954,113	61.74%	1,273	16	5	6	8.77%	35.89%	n/a	n/a	0.21%	0.11%	6.93%
Earthquake	320,039,376	42.66%	669	67	21	21	61.30%	111.33%	n/a	n/a	24.27%	22.51%	n/a
Total													
Total All Property and Casualty Lines	15,262,846,892	32.33%	439	281	88	82	18.82%	63.58%	0.51%	0.46%	8.69%	6.68%	9.00%

2021 Competition Database

WEST VIRGINIA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	143,984,151	42.51%	644	88	22	20	-0.61%	28.29%	0.31%	0.24%	1.22%	1.40%	9.91%
Commercial Auto Physical	57,680,286	43.94%	688	78	19	19	4.17%	58.73%	n/a	n/a	4.25%	3.07%	11.13%
Commercial Auto Total	201,664,437	42.63%	649	92	25	23	0.71%	35.73%	0.22%	0.17%	2.09%	1.87%	10.15%
Commercial Multiple Peril	230,324,423	46.92%	769	82	28	20	11.51%	24.92%	0.00%	0.00%	5.32%	5.17%	8.60%
Fire	71,685,925	21.08%	316	91	17	11	15.39%	7.74%	0.00%	0.00%	17.10%	15.06%	28.58%
Allied Lines	47,107,176	39.66%	640	81	17	15	22.63%	31.15%	n/a	n/a	11.30%	15.31%	n/a
Inland Marine	96,716,201	48.54%	1,123	99	27	28	11.38%	52.76%	n/a	n/a	2.62%	2.09%	21.97%
Mortgage Guaranty	16,529,905	79.99%	2,168	8	0	0	23.12%	23.66%	n/a	n/a	0.00%	0.00%	27.44%
Financial Guaranty	392,491	100.00%	8,163	2	2	2	141.23%	19.22%	n/a	n/a	0.00%	0.00%	45.84%
Medical Professional Liability	65,207,076	55.81%	1,144	50	20	16	-6.55%	-19.54%	17.54%	13.94%	47.33%	36.28%	3.11%
Other Liability	243,643,889	25.06%	345	170	55	37	-6.93%	40.13%	1.62%	1.41%	25.30%	22.37%	6.06%
Workers Compensation	222,983,193	66.34%	2,266	78	21	14	-17.90%	-40.48%	n/a	n/a	0.00%	0.00%	14.04%
Products Liability	6,023,778	39.61%	838	51	15	17	-41.31%	-55.36%	0.00%	0.15%	56.84%	36.68%	2.78%
Personal Lines													
Private Passenger Auto Liability	673,949,634	60.47%	1,258	38	10	12	-3.85%	0.77%	n/a	n/a	0.00%	0.00%	11.90%
Private Passenger Auto Physical	613,248,365	63.49%	1,376	38	12	15	7.05%	31.98%	n/a	n/a	0.00%	0.00%	8.50%
Private Passenger Auto Total	1,287,197,999	61.31%	1,307	38	12	15	1.05%	13.56%	n/a	n/a	0.00%	0.00%	10.68%
Homeowners Multiple Peril	495,219,740	61.39%	1,307	47	10	9	8.35%	33.09%	n/a	n/a	0.12%	0.14%	9.22%
Farmowners Multiple Peril	18,425,440	81.57%	1,961	12	0	0	12.68%	52.10%	n/a	n/a	0.00%	0.00%	15.81%
Earthquake	1,449,334	36.33%	587	46	14	11	10.22%	-25.03%	n/a	n/a	19.26%	21.23%	n/a
Total													
Total All Property and Casualty Lines	3,140,954,926	39.88%	606	263	77	62	1.43%	12.72%	0.50%	0.41%	4.23%	3.68%	10.83%

2021 Competition Database

WISCONSIN

	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	533,383,557	29.68%	381	130	31	27	23.54%	61.79%	0.22%	0.23%	1.44%	1.55%	10.97%
Commercial Auto Physical	266,451,907	30.85%	398	118	23	20	28.01%	105.17%	n/a	n/a	5.31%	2.54%	8.13%
Commercial Auto Total	799,835,464	30.00%	379	137	37	29	25.00%	74.05%	0.14%	0.16%	2.73%	1.88%	10.41%
Commercial Multiple Peril	850,483,497	24.42%	337	120	29	17	16.22%	41.62%	0.00%	0.00%	2.41%	2.04%	8.57%
Fire	258,182,644	27.60%	391	119	29	19	47.30%	64.10%	0.00%	0.00%	16.69%	14.36%	8.19%
Allied Lines	220,800,694	44.81%	713	111	21	16	44.11%	63.24%	n/a	n/a	8.80%	10.55%	n/a
Inland Marine	404,040,187	30.38%	426	138	33	25	21.30%	93.85%	n/a	n/a	3.58%	2.20%	23.54%
Mortgage Guaranty	106,760,035	82.85%	2,167	8	0	0	-3.72%	22.53%	n/a	n/a	0.00%	0.00%	35.84%
Financial Guaranty	1,976,183	100.00%	7,570	2	0	2	384.21%	2.14%	n/a	n/a	0.00%	0.00%	7.01%
Medical Professional Liability	79,889,687	69.22%	1,321	52	22	20	5.61%	-7.94%	4.68%	3.71%	16.87%	12.67%	21.25%
Other Liability	1,390,953,992	23.20%	275	221	57	43	37.46%	67.39%	0.75%	0.88%	22.26%	17.35%	13.36%
Workers Compensation	1,782,576,791	27.61%	378	114	20	13	-8.79%	3.34%	n/a	n/a	0.00%	0.00%	6.31%
Products Liability	102,313,587	32.67%	449	73	14	12	25.88%	44.13%	0.01%	0.04%	30.43%	27.15%	-2.71%
Personal Lines													
Private Passenger Auto Liability	1,769,570,039	59.72%	1,158	69	12	15	-1.55%	26.35%	n/a	n/a	0.00%	0.00%	8.49%
Private Passenger Auto Physical	1,616,605,710	55.71%	994	69	14	20	11.33%	56.91%	n/a	n/a	0.00%	0.01%	7.35%
Private Passenger Auto Total	3,386,175,749	57.81%	1,071	69	14	20	4.20%	39.30%	n/a	n/a	0.00%	0.00%	8.02%
Homeowners Multiple Peril	1,716,770,547	48.81%	957	79	19	19	15.61%	50.18%	n/a	n/a	0.12%	0.11%	15.40%
Farmowners Multiple Peril	212,843,849	64.34%	1,619	34	3	3	12.64%	47.23%	n/a	n/a	0.03%	0.02%	10.05%
Earthquake	8,991,503	65.01%	2,018	61	19	18	108.27%	47.35%	n/a	n/a	16.00%	34.05%	n/a
Total													
Total All Property and Casualty Lines	12,160,367,956	27.97%	324	311	83	74	11.82%	38.74%	0.13%	0.13%	4.00%	2.92%	10.05%

2021 Competition Database

WYOMING

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	75,455,762	43.25%	716	83	24	23	26.78%	50.53%	0.22%	0.11%	1.68%	2.83%	10.73%
Commercial Auto Physical	45,771,502	42.27%	720	79	21	17	28.63%	72.16%	n/a	n/a	2.12%	1.89%	7.86%
Commercial Auto Total	121,227,264	42.88%	711	87	25	22	27.47%	58.03%	0.14%	0.07%	1.85%	2.48%	9.96%
Commercial Multiple Peril	122,977,561	40.97%	647	78	23	19	21.43%	39.77%	0.00%	0.00%	5.41%	5.25%	7.03%
Fire	27,156,000	31.49%	461	79	23	14	29.15%	-12.23%	0.00%	0.00%	27.56%	26.07%	21.89%
Allied Lines	31,414,242	46.51%	752	73	21	17	44.30%	35.69%	n/a	n/a	15.97%	17.43%	n/a
Inland Marine	63,108,493	41.90%	842	96	26	24	24.22%	58.00%	n/a	n/a	1.49%	2.47%	20.77%
Mortgage Guaranty	10,032,814	82.04%	2,061	8	0	0	-13.09%	-15.26%	n/a	n/a	0.00%	0.00%	37.49%
Financial Guaranty	285,014	100.00%	10,000	1	1	1	100.00%	548,003.85%	n/a	n/a	0.00%	0.00%	-792.55%
Medical Professional Liability	19,779,453	79.69%	2,588	37	13	19	-9.43%	-19.37%	12.65%	15.60%	11.70%	11.45%	8.05%
Other Liability	136,891,862	24.21%	311	151	51	38	33.07%	51.68%	1.28%	1.57%	30.09%	23.74%	16.73%
Workers Compensation	4,644,959	79.10%	2,815	37	16	15	58.17%	-55.14%	n/a	n/a	0.00%	0.00%	26.30%
Products Liability	5,828,776	33.39%	538	43	15	19	0.13%	-15.03%	0.00%	0.00%	39.74%	33.64%	19.90%
Personal Lines													
Private Passenger Auto Liability	189,420,430	62.39%	1,250	35	6	10	2.87%	16.56%	n/a	n/a	0.00%	0.00%	12.26%
Private Passenger Auto Physical	269,077,255	58.55%	1,199	37	7	12	17.45%	61.30%	n/a	n/a	0.00%	0.00%	0.12%
Private Passenger Auto Total	458,497,685	59.78%	1,206	37	7	12	10.96%	39.23%	n/a	n/a	0.00%	0.00%	6.62%
Homeowners Multiple Peril	261,482,015	63.51%	1,230	40	12	10	24.07%	78.78%	n/a	n/a	0.89%	0.52%	-0.28%
Farmowners Multiple Peril	36,947,679	76.97%	2,219	13	4	4	16.26%	28.08%	n/a	n/a	0.17%	0.03%	3.43%
Earthquake	5,291,031	59.40%	1,194	53	23	15	38.32%	59.93%	n/a	n/a	7.92%	11.57%	n/a
Total													
Total All Property and Casualty Lines	1,456,738,053	36.01%	501	221	67	57	19.89%	45.52%	0.30%	0.41%	4.92%	4.19%	9.03%

2021 Competition Database

AMERICAN SAMOA

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Multiple Peril	285	100.00%	10,000	1	0	0	-83.92%	100.00%	0.00%	0.00%	100.00%	100.00%	75.55%
Fire	15	100.00%	10,000	1	3	4	-99.84%	-99.98%	0.00%	0.00%	100.00%	100.00%	335.11%
Allied Lines	71	100.00%	10,000	1	2	3	-96.73%	-99.59%	n/a	n/a	100.00%	100.00%	n/a
Inland Marine	-1,317	100.00%	10,092	1	1	3	-228.61%	-105.27%	n/a	n/a	100.00%	100.00%	-117.04%
Medical Professional Liability	0	0.00%	0	0	0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other Liability	0	0.00%	0	0	1	2	-100.00%	0.00%	0.00%	100.00%	0.00%	75.00%	52.45%
Workers Compensation	0	0.00%	0	0	2	2	-100.00%	0.00%	n/a	n/a	0.00%	100.00%	47.92%
Products Liability	0	0.00%	0	0	0	1	-100.00%	0.00%	0.00%	0.00%	0.00%	100.00%	2,238.43%
Personal Lines													
Private Passenger Auto Physical	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	0.00%
Private Passenger Auto Total	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	0.00%
Homeowners Multiple Peril	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	0.00%
Earthquake	86	100.00%	10,000	1	4	4	-86.87%	196.55%	n/a	n/a	100.00%	100.00%	n/a
Total													
Total All Property and Casualty Lines	63,242	101.80%	6,600	5	7	9	-62.24%	-73.53%	0.00%	-17.49%	85.96%	86.16%	139.34%

2021 Competition Database

GUAM													
	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	5,304,093	69.56%	1,461	14	4	3	8.61%	3.71%	0.00%	0.00%	7.29%	9.65%	4.93%
Commercial Auto Physical	6,099,438	70.34%	1,512	10	4	2	0.18%	-3.20%	n/a	n/a	17.96%	21.14%	21.69%
Commercial Auto Total	11,403,531	67.95%	1,442	14	4	3	3.93%	-0.10%	0.00%	0.00%	12.99%	15.66%	12.53%
Commercial Multiple Peril	2,453,660	100.00%	3,331	5	1	0	-41.45%	-34.63%	0.00%	0.00%	0.02%	0.01%	17.34%
Fire	31,845,511	89.12%	3,750	18	3	7	6.55%	66.50%	0.00%	0.00%	4.32%	5.15%	25.42%
Allied Lines	16,318,640	72.17%	1,686	16	5	6	47.84%	-22.37%	n/a	n/a	7.43%	8.71%	n/a
Inland Marine	1,687,946	79.21%	2,029	14	5	8	49.85%	137.84%	n/a	n/a	0.00%	4.45%	-282.12%
Mortgage Guaranty	962,475	100.00%	8,519	2	0	1	27.11%	64.73%	n/a	n/a	0.00%	0.00%	57.76%
Financial Guaranty	0	0.00%	0	0	0	0	0.00%	-100.00%	n/a	n/a	0.00%	0.00%	9.28%
Medical Professional Liability	1,148,898	87.68%	2,309	7	2	1	-57.17%	66.48%	0.00%	0.00%	36.05%	27.95%	20.18%
Other Liability	15,611,731	54.38%	1,037	26	7	8	-13.41%	11.43%	4.42%	3.44%	18.71%	16.06%	7.88%
Workers Compensation	13,285,365	63.48%	1,436	16	3	3	-6.20%	-7.45%	n/a	n/a	8.21%	8.78%	14.74%
Products Liability	310,388	98.49%	5,402	6	4	4	-0.49%	155.25%	0.00%	0.00%	4.79%	11.63%	12.62%
Personal Lines													
Private Passenger Auto Liability	21,316,321	78.98%	2,719	11	1	0	70.89%	73.07%	n/a	n/a	9.22%	14.17%	-10.35%
Private Passenger Auto Physical	38,573,591	68.41%	1,671	11	1	0	-15.91%	8.26%	n/a	n/a	24.73%	20.03%	18.24%
Private Passenger Auto Total	59,889,912	71.51%	1,561	11	1	0	2.65%	24.91%	n/a	n/a	19.21%	18.33%	10.57%
Homeowners Multiple Peril	19,734,205	77.15%	2,151	10	2	0	4.63%	3.16%	n/a	n/a	36.22%	28.18%	42.83%
Farmowners Multiple Peril	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	12.82%
Earthquake	5,529,048	77.83%	2,055	14	7	4	18.20%	-3.90%	n/a	n/a	9.48%	14.86%	n/a
Total													
Total All Property and Casualty Lines	342,297,508	67.17%	1,713	48	10	11	-6.42%	11.10%	0.20%	0.17%	8.20%	9.46%	6.76%

2021 Competition Database

PUERTO RICO

	(1) Premiums Written	(2) Market Shares: Four Largest Sellers	(3) HHI Based on Premium	(4) Number of Sellers	(5A) Number of Entries: Last 5 Years	(5B) Number of Exits: Last 5 Years	(6A) Market Growth: Last 3 Years to 2021	(6B) Market Growth: Last 10 Years to 2021	(7A) Risk Retention Group Market Shares: Latest Year	(7B) Risk Retention Group Market Shares: 5-Year Mean	(8A) Surplus Lines Market Shares: Latest Year	(8B) Surplus Lines Market Shares: 5-Year Mean	(9) Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	91,377,846	70.47%	1,458	26	11	14	14.83%	33.61%	0.00%	0.00%	2.05%	1.84%	10.60%
Commercial Auto Physical	99,419,199	76.75%	1,758	22	9	9	35.21%	51.15%	n/a	n/a	0.48%	0.35%	15.20%
Commercial Auto Total	190,797,045	72.90%	1,569	26	10	13	24.61%	42.21%	0.00%	0.00%	1.23%	1.10%	12.74%
Commercial Multiple Peril	559,008,275	64.32%	1,297	25	11	12	23.32%	63.06%	0.00%	0.00%	9.19%	9.42%	0.54%
Fire	126,919,512	68.57%	1,447	34	11	10	24.31%	127.65%	0.00%	0.00%	31.08%	22.30%	20.84%
Allied Lines	178,390,851	57.68%	1,123	32	11	11	34.88%	25.49%	n/a	n/a	3.95%	3.42%	n/a
Inland Marine	106,511,301	75.66%	1,646	34	19	17	-5.25%	21.46%	n/a	n/a	1.15%	1.43%	26.09%
Mortgage Guaranty	5,924,632	100.00%	9,548	3	0	0	5.08%	-61.18%	n/a	n/a	0.00%	0.00%	0.94%
Financial Guaranty	0	0.00%	0	0	0	0	0.00%	-100.00%	n/a	n/a	0.00%	0.00%	-51.86%
Medical Professional Liability	75,618,486	87.73%	2,212	13	5	4	10.47%	8.92%	0.01%	0.01%	3.21%	3.03%	12.77%
Other Liability	239,910,424	53.40%	903	52	18	16	34.22%	39.73%	0.01%	0.06%	23.72%	19.68%	14.46%
Workers Compensation	1,604,309	86.36%	2,761	11	5	6	-85.83%	22.02%	n/a	n/a	18.38%	52.68%	13.37%
Products Liability	6,895,416	64.86%	1,596	24	7	8	23.13%	50.07%	0.00%	0.00%	6.95%	7.46%	19.74%
Personal Lines													
Private Passenger Auto Liability	193,569,426	93.64%	2,930	10	1	2	10.26%	148.38%	n/a	n/a	0.00%	0.00%	7.79%
Private Passenger Auto Physical	429,703,123	94.23%	3,576	11	2	2	36.83%	64.88%	n/a	n/a	0.04%	0.01%	2.33%
Private Passenger Auto Total	623,272,549	93.66%	3,350	11	2	2	27.30%	84.10%	n/a	n/a	0.02%	0.00%	4.21%
Homeowners Multiple Peril	107,901,709	96.51%	3,833	12	4	1	42.47%	134.95%	n/a	n/a	0.00%	0.00%	5.05%
Farmowners Multiple Peril	196,221	100.00%	10,000	1	0	0	25.97%	90.83%	n/a	n/a	0.00%	0.00%	5.56%
Earthquake	130,192,074	60.26%	1,284	31	12	7	39.46%	14.03%	n/a	n/a	0.39%	0.49%	n/a
Total													
Total All Property and Casualty Lines	2,668,968,027	54.40%	919	82	16	23	25.52%	43.56%	0.00%	0.01%	7.69%	6.65%	-9.05%

2021 Competition Database

U.S. VIRGIN ISLANDS													
	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	4,169,884	94.98%	3,613	14	6	2	7.46%	36.82%	0.00%	0.00%	0.00%	0.05%	25.54%
Commercial Auto Physical	1,873,370	98.72%	5,305	10	9	4	25.70%	91.24%	n/a	n/a	0.00%	0.00%	15.51%
Commercial Auto Total	6,043,254	95.31%	4,066	14	6	2	12.52%	50.06%	0.00%	0.00%	0.00%	0.03%	22.07%
Commercial Multiple Peril	10,552,882	98.39%	3,435	9	5	8	4.53%	12.89%	0.00%	0.00%	1.60%	14.30%	-5.71%
Fire	38,003,584	98.13%	8,106	18	9	12	-9.27%	1,018.10%	0.00%	0.00%	5.01%	5.33%	-8.79%
Allied Lines	4,817,040	86.70%	2,383	14	8	12	-13.41%	0.47%	n/a	n/a	38.63%	34.70%	n/a
Inland Marine	9,377,863	90.52%	2,575	18	7	9	23.56%	261.01%	n/a	n/a	16.13%	15.15%	9.38%
Mortgage Guaranty	5,545	100.00%	10,000	1	0	0	-86.03%	-97.97%	n/a	n/a	0.00%	0.00%	0.16%
Financial Guaranty	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	3.60%
Medical Professional Liability	845,784	92.74%	3,347	9	4	5	161.72%	321.41%	0.85%	1.66%	41.63%	36.68%	28.97%
Other Liability	35,842,849	78.43%	2,816	34	18	14	58.50%	205.21%	0.60%	0.66%	29.67%	15.00%	5.73%
Workers Compensation	1,128,916	100.00%	9,052	3	2	2	2,461.82%	-6,598.11%	n/a	n/a	94.88%	61.29%	15.77%
Products Liability	93,836	100.00%	3,669	4	4	8	142.04%	-105.28%	0.00%	0.00%	21.72%	41.51%	-0.93%
Personal Lines													
Private Passenger Auto Liability	29,437,846	99.86%	4,491	6	1	1	22.13%	192.32%	n/a	n/a	0.00%	0.00%	0.48%
Private Passenger Auto Physical	15,661,986	99.66%	3,157	5	1	2	39.70%	128.86%	n/a	n/a	0.00%	0.00%	-12.44%
Private Passenger Auto Total	45,099,832	99.79%	3,589	6	1	1	27.71%	166.64%	n/a	n/a	0.00%	0.00%	-3.93%
Homeowners Multiple Peril	11,642,397	99.85%	4,847	6	1	2	-30.59%	-21.88%	n/a	n/a	0.13%	-0.08%	15.28%
Farmowners Multiple Peril	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	0.00%
Earthquake	2,403,250	99.20%	8,061	11	8	9	-12.10%	-26.97%	n/a	n/a	0.65%	10.44%	n/a
Total													
Total All Property and Casualty Lines	176,033,873	76.29%	2,850	58	17	20	10.25%	126.91%	0.13%	0.11%	10.31%	8.30%	-7.41%

2021 Competition Database

N MARIANA ISLANDS													
	(1)	(2)	(3)	(4)	(5A)	(5B)	(6A)	(6B)	(7A)	(7B)	(8A)	(8B)	(9)
	Premiums Written	Market Shares: Four Largest Sellers	HHI Based on Premium	Number of Sellers	Number of Entries: Last 5 Years	Number of Exits: Last 5 Years	Market Growth: Last 3 Years to 2021	Market Growth: Last 10 Years to 2021	Risk Retention Group Market Shares: Latest Year	Risk Retention Group Market Shares: 5-Year Mean	Surplus Lines Market Shares: Latest Year	Surplus Lines Market Shares: 5-Year Mean	Return on Net Worth 10-Year Mean
Commercial Lines													
Commercial Auto Liability	486,826	100.00%	4,220	4	1	2	-14.84%	45.26%	0.00%	0.00%	0.00%	1.96%	-11.68%
Commercial Auto Physical	450,768	100.00%	4,216	4	0	0	-20.87%	161.47%	n/a	n/a	0.00%	0.00%	20.30%
Commercial Auto Total	937,594	100.00%	4,213	4	1	2	-17.85%	84.74%	0.00%	0.00%	0.00%	0.98%	3.82%
Commercial Multiple Peril	1,046,776	100.00%	9,707	4	2	2	-60.80%	164.75%	0.00%	0.00%	0.00%	0.00%	2.60%
Fire	2,317,495	99.16%	6,181	7	1	2	129.73%	317.77%	0.00%	0.00%	0.20%	0.04%	25.02%
Allied Lines	2,967,676	99.98%	8,441	6	3	2	178.18%	1,530.72%	n/a	n/a	0.19%	0.36%	n/a
Inland Marine	7,531	100.00%	4,783	4	3	4	8.42%	140.07%	n/a	n/a	1.91%	4.93%	45.51%
Financial Guaranty	0	0.00%	0	0	0	0	0.00%	0.00%	n/a	n/a	0.00%	0.00%	0.00%
Medical Professional Liability	41,141	100.00%	10,000	1	0	0	1,545.64%	100.00%	0.00%	0.00%	100.00%	100.00%	7.99%
Other Liability	1,288,482	92.07%	2,275	8	5	5	-6.52%	175.98%	0.00%	0.00%	15.70%	8.91%	6.98%
Workers Compensation	1,036,823	98.96%	3,802	6	3	5	-35.84%	192.35%	n/a	n/a	0.00%	0.04%	18.32%
Products Liability	0	0.00%	0	0	2	3	-100.00%	-100.00%	0.00%	0.00%	0.00%	66.67%	-59.46%
Personal Lines													
Private Passenger Auto Liability	1,335,920	92.01%	2,460	5	0	0	22.66%	112.52%	n/a	n/a	0.00%	0.00%	3.07%
Private Passenger Auto Physical	2,334,901	89.17%	2,281	5	0	0	25.32%	332.03%	n/a	n/a	0.00%	0.00%	16.56%
Private Passenger Auto Total	3,670,821	88.13%	2,279	5	0	0	24.34%	214.00%	n/a	n/a	0.00%	0.00%	11.43%
Homeowners Multiple Peril	341,718	94.63%	3,294	5	0	0	95.06%	66.39%	n/a	n/a	0.00%	0.00%	12.46%
Earthquake	286,731	99.97%	5,137	5	3	1	174.72%	337.26%	n/a	n/a	0.11%	0.02%	n/a
Total													
Total All Property and Casualty Lines	21,923,809	86.93%	2,343	19	11	9	1.55%	111.62%	0.00%	0.00%	1.16%	4.13%	-12.00%



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