



**2013 Report on the Effect of
Competitive Rating on the Insurance
Markets in Maryland**

October 15, 2013

Maryland Insurance Administration

2013 Report on the Effect of Competitive Rating on the Insurance Markets in Maryland

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I. Preface

Each year, the Maryland Insurance Commissioner (“Commissioner”) is required to report to the Governor and the General Assembly on the effect of competitive rating on the insurance markets in the State. (*See* Ins. Art. §11-338) This report summarizes Maryland’s competitive rating law and provides information on competitiveness in two of the most important insurance markets for consumers, private passenger automobile insurance and homeowners insurance, for calendar year 2012.

II. Competitive Rating

The Insurance Reform Act of 1995 (HB 923, Competitive Rating) authorized insurers to use rates for certain lines of property and casualty insurance without the prior approval of the Commissioner. Each authorized insurer and each rating organization designated by an insurer for the filing of rates must file with the Commissioner all rates and supplementary rate information as well as any changes to rates or supplementary rate information on or before the date they become effective. (*See* Ins. Art. §11-307) Rates may not be excessive, inadequate, or unfairly discriminatory. (Ins. Art. § 11-306(b)(1)) Under competitive rating, the Commissioner may not find a rate to be excessive unless it is unreasonably high for the insurance provided and the Commissioner has issued a ruling that a reasonable degree of competition does not exist in a market to which the rate is applicable. (Ins. Art. §11-306)

States moved from prior approval of rates to competitive rating to allow insurers to react quickly to business cycles. When claims experience is favorable, it is anticipated that insurers generally will act to decrease rates and/or relax underwriting restrictions to increase their market

share. When claims experience deteriorates, it is anticipated that insurers generally will act to increase rates and/or tighten their underwriting standards to accept less risk. Proponents of competitive rating maintain that competition between insurers prevents excessive rates even during a downturn in the underwriting business cycle because insurers are not willing to raise rates to the point where they will lose significant market share to one or more competitors. Moreover, competition encourages insurers to accept more risks, making insurance widely available to consumers. Factors relevant to market competitiveness include, among other things, the number of insurers providing coverage in the market; the market share concentration of those insurers; and changes in market share of the insurers.

III. Private Passenger Automobile Insurance

During calendar year 2012, there were 158 companies actively providing private passenger automobile insurance and related products in the State of Maryland, compared to 157 companies in 2011. Many of these companies are owned by holding companies. This report refers to two or more individual companies owned by a common holding company as an “insurer group.”¹ Exhibit 1 identifies all insurer groups, the individual companies comprising each insurer group and the 2012 written premium for the insurer group as well as for each individual company within the group. Of the 158 companies writing private passenger automobile insurance, 60 are a part of a top ten insurer group.

The market share for the top ten insurer groups has remained relatively stable between 2006 and 2012. (*See Exhibit 1a*) In 2006, these top ten insurer groups accounted for about 87.7

¹ Insurer groups are being used in this report as opposed to individual companies as this provides a more consistent comparison of data over the years due to individual company mergers and acquisitions.

percent of the private passenger automobile insurance market, increasing to about 90.4 percent in 2012.

A commonly accepted measure of market concentration is the Herfindahl-Hirschman Index (HHI).² Markets in which the HHI is between 1000 and 1800 points are considered to be moderately concentrated and those in which the HHI is in excess of 1800 points are considered to be concentrated. The following chart reflects the number of insurers offering private passenger automobile insurance in Maryland for the five-year period from 2008 through 2011, as well as the HHI for each year.

| | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------|------|------|------|------|------|
| Number Of PPA Insurers | 148 | 151 | 159 | 157 | 158 |
| HHI | 1188 | 1193 | 1189 | 1226 | 1248 |

The change in HHI from 2011 to 2012 may be attributable to a one half of one percent increase in market share for the top three underwriters. Although there has been a modest change in market concentration, an HHI of 1248 is indicative of a market that remains moderately concentrated.

In the private passenger automobile insurance market, individuals with risk characteristics that private passenger automobile insurers are unwilling to accept are able to obtain coverage from the Maryland Automobile Insurance Fund (MAIF). Another indicator of the competitiveness of the private passenger automobile insurance market is the market share

² This is calculated by squaring the market share of each firm competing in the market and then summing the resulting numbers. The HHI takes into account the relative size and distribution of the firms in a market and approaches zero when a market consists of a large number of firms of relatively equal size. The HHI increases both as the number of firms in the market decreases and as the disparity in size between those firms increases.

held by MAIF. Over the seven-year period from 2006 to 2012, MAIF's market share declined from approximately 3.7 percent to approximately 1.8 percent. During that same period, market share for the top insurer groups *excluding* MAIF increased from approximately 84.1 percent in 2006 to approximately 88.6 percent in 2012. These figures suggest that private passenger automobile insurers have competed for greater market share by accepting more risk.

IV. Homeowners Insurance

During calendar year 2012, there were 124 companies actively providing homeowners insurance in Maryland, compared to 119 in 2011. Of the 124 companies actively writing homeowners insurance, 46 belong to top ten insurer groups. Exhibit 2 identifies all insurer groups, the individual companies comprising each insurer group and the 2012 written premium for the insurer group as well as for each individual company within the group.

The market share for the top ten insurer groups remained essentially stable from 2006 (85 percent)³ to 2012 (85.7 percent). (See Exhibit 2a) The following chart reflects the number of insurers offering homeowners insurance in Maryland for the five-year period from 2008 through 2012, as well as the HHI for each year.⁴

| | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------|------|------|------|------|------|
| Number of Homeowner Insurers | 117 | 129 | 129 | 119 | 124 |
| HHI | 1149 | 1135 | 1118 | 1107 | 1067 |

³ The top ten insurers have changed since 2006. Most notably, Allianz Insurance Group has fallen to number 11 and Alleghany Group has entered the top 10; therefore, if adding the 2006 market shares of the top ten in Exhibit 2a, the total will be less than 85%.

⁴ The HHI values for 2008 through 2011 differ slightly from prior years' reports. The HHI values for 2008 and 2009 only reflected the top ten insurers. In 2010 and 2011, one insurer did not report its data properly. The values have been corrected in this report and are accurately reflected in Exhibit 5.

An HHI of 1067 indicates the homeowners insurance market in Maryland remains moderately concentrated.

Another indicator of competition is the percentage of business held by the Joint Insurance Association (“JIA”), the State’s residual property insurer. In 2012, JIA’s market share was 0.10 percent, representing an approximately 55 percent reduction from its 2006 market share of 0.22 percent. These figures suggest that homeowners insurers have competed for greater market share by accepting more risk.

V. Conclusion

When healthy competition exists in the private passenger automobile insurance and homeowners insurance markets, Maryland insurance consumers have a variety of choices with respect to insurers, products and pricing. In evaluating the competitiveness of the marketplace, the MIA takes into consideration the number of insurers in the marketplace, the concentration of the market shares of those insurers, and the changes in market share that occur over time.

The market share information for 2012 indicates that Maryland’s private passenger automobile insurance and homeowners insurance markets are moderately concentrated. For private passenger automobile insurance, the number of competitors in the market and a declining market share for MAIF suggest that this moderately concentrated market is competitive. Likewise, for homeowners insurance, the number of competitors and small market share for the residual market are indicators of a competitive market. The MIA will continue to monitor both markets for changes in market concentration, competitiveness and availability.

VI. Exhibits

Exhibit 1: Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including Each Company Within the Group

Exhibit 1a: Comparison of Market Share of the Top Ten Insurer Groups for Private Passenger Automobile Insurance from 2006 to 2012

Exhibit 2: Groups Writing Homeowners Insurance in Maryland in 2012 Including Each Company Within the Group

Exhibit 2a: Comparison of Market Share of the Top Ten Insurer Groups for Homeowners Insurance from 2006 to 2012

Exhibit 3a: Maryland Private Passenger Automobile Insurance Written Premium and Market Share by Insurer Group for 2012

Exhibit 3b: Maryland Homeowners Insurance Written Premium and Market Share by Insurer Group for 2012

Exhibit 3c: Maryland Homeowners and Private Passenger Automobile Insurance Premium Written by Insurer Group

Exhibit 3d: Private Passenger Automobile and Homeowners Insurance Written Premium by Group as a Percentage of Total Written Premium for All Lines

Exhibit 4a: Homeowners, Private Passenger Automobile and All Other Lines of P & C Insurance as a Percentage of Total Written Premium from 2003 through 2012

Exhibit 4b: Growth in Written Premium of Homeowners, Private Passenger Automobile, All Other Lines and Entire P & C Insurance Market from 1999 to 2012

Exhibit 5: HHI Values for Homeowners and Private Passenger Automobile Insurance from 2003 to 2012

**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|------------------------|---|--------------------------------|----------------------|
| 1 | 31 | BERKSHIRE HATHAWAY GRP | 847,126,674 | GEICO GEN INS CO | 330,543,714 |
| | | | | GOVERNMENT EMPLOYEES INS CO | 258,515,819 |
| | | | | GEICO CAS CO | 136,409,154 |
| | | | | GEICO IND CO | 121,657,987 |
| 2 | 176 | STATE FARM GRP | 754,830,184 | STATE FARM MUT AUTO INS CO | 673,024,118 |
| | | | | STATE FARM FIRE & CAS CO | 81,806,066 |
| 3 | 8 | ALLSTATE INS GRP | 495,969,251 | ALLSTATE INS CO | 195,592,195 |
| | | | | ALLSTATE IND CO | 151,411,076 |
| | | | | ALLSTATE PROP & CAS INS CO | 78,678,691 |
| | | | | ENCOMPASS HOME & AUTO INS CO | 34,943,018 |
| | | | | ESURANCE PROP & CAS INS CO | 14,377,634 |
| | | | | ENCOMPASS INS CO OF AMER | 13,040,558 |
| | | | | ENCOMPASS IND CO | 5,035,046 |
| | | | | ESURANCE INS CO | 2,891,033 |
| 4 | 140 | NATIONWIDE CORP GRP | 348,784,562 | NATIONWIDE MUT INS CO | 117,937,784 |
| | | | | NATIONWIDE GEN INS CO | 102,700,421 |
| | | | | NATIONWIDE MUT FIRE INS CO | 52,261,524 |
| | | | | NATIONWIDE AFFINITY CO OF AMER | 50,858,140 |
| | | | | TITAN IND CO | 10,640,895 |
| | | | | AMCO INS CO | 4,780,698 |
| | | | | NATIONWIDE INS CO OF AMER | 4,304,217 |
| | | | | HARLEYSVILLE PREFERRED INS CO | 2,255,946 |
| | | | | VICTORIA FIRE & CAS CO | 1,575,067 |
| | | | | ALLIED PROP & CAS INS CO | 654,594 |
| | | | | NATIONWIDE PROP & CAS INS CO | 502,263 |
| | | | | NATIONWIDE ASSUR CO | 276,777 |
| | | | | DEPOSITORS INS CO | 36,236 |

**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|---------------------------|------------|---------------------------------|---|----------------------------------|----------------------|
| 5 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | 278,918,033 | UNITED SERV AUTOMOBILE ASSN | 131,264,635 |
| | | | | USAA CAS INS CO | 92,616,948 |
| | | | | GARRISON PROP & CAS INS CO | 31,995,270 |
| | | | | USAA GEN IND CO | 23,041,180 |
| 6 | 213 | ERIE INS GRP | 267,418,458 | ERIE INS EXCH | 262,815,344 |
| | | | | ERIE INS CO | 4,603,114 |
| 7 | 155 | PROGRESSIVE GRP | 211,462,009 | PROGRESSIVE SELECT INS CO | 58,676,116 |
| | | | | PROGRESSIVE ADVANCED INS CO | 53,515,377 |
| | | | | PROGRESSIVE SPECIALTY INS CO | 41,876,951 |
| | | | | PROGRESSIVE DIRECT INS CO | 23,483,657 |
| | | | | PROGRESSIVE CLASSIC INS CO | 16,940,877 |
| | | | | PROGRESSIVE AMER INS CO | 15,214,990 |
| | | | | PROGRESSIVE CAS INS CO | 1,252,627 |
| | | | | PROGRESSIVE NORTHERN INS CO | 501,414 |
| 8 | 111 | LIBERTY MUT GRP | 191,574,841 | LIBERTY MUT FIRE INS CO | 82,807,779 |
| | | | | AMERICAN STATES PREFERRED INS CO | 39,360,570 |
| | | | | LM GEN INS CO | 32,712,801 |
| | | | | FIRST LIBERTY INS CORP | 9,076,558 |
| | | | | SAFECO INS CO OF IL | 5,978,650 |
| | | | | OHIO CAS INS CO | 5,247,304 |
| | | | | MONTGOMERY MUT INS CO | 4,982,584 |
| | | | | SAFECO INS CO OF AMER | 4,500,454 |
| | | | | LM INS CORP | 4,104,432 |
| | | | | LIBERTY INS CORP | 1,431,651 |
| | | | | WEST AMER INS CO | 1,235,023 |
| FIRST NATL INS CO OF AMER | 137,035 | | | | |

**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|-------------------------|---|---|--|
| 9 | 0 | MAIF | 69,258,654 | MAIF | 69,258,654 |
| 10 | 3548 | TRAVELERS GRP | 62,774,829 | TRAVELERS HOME & MARINE INS CO TRAVELERS IND CO TRAVELERS COMMERCIAL INS CO TRAVELERS IND CO OF AMER STANDARD FIRE INS CO TRAVCO INS CO | 40,029,190 7,891,545 7,688,152 3,764,258 2,782,870 618,814 |
| 11 | 91 | HARTFORD FIRE & CAS GRP | 46,809,559 | TRUMBULL INS CO PROPERTY & CAS INS CO OF HARTFORD HARTFORD UNDERWRITERS INS CO TWIN CITY FIRE INS CO CO SENTINEL INS CO LTD HARTFORD INS CO OF THE MIDWEST HARTFORD FIRE IN CO HARTFORD CAS INS CO HARTFORD ACCIDENT & IND CO | 21,498,426 7,403,965 7,223,864 4,229,164 2,964,575 1,676,961 1,067,005 552,046 193,553 |
| 12 | 212 | ZURICH INS GRP | 27,078,598 | FOREMOST INS CO GRAND RAPIDS MI 21ST CENTURY CENTENNIAL INS CO 21ST CENTURY N AMER INS CO FARMERS NEW CENTURY INS CO 21ST CENTURY PREMIER INS CO TRUCK INS EXCH MID CENTURY INS CO 21ST CENTURY IND INS CO FOREMOST PROP & CAS INS CO | 7,223,361 6,187,468 5,268,269 3,733,067 2,049,939 1,446,538 774,976 232,774 162,206 |
| 13 | 0 | AGENCY INS CO OF MD INC | 26,413,860 | AGENCY INS CO OF MD INC | 26,413,860 |

**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|---------------------------|---|---|---|
| 14 | 1278 | CALIFORNIA STATE AUTO GRP | 24,789,714 | KEYSTONE INS CO AAA MID ATLANTIC INS CO | 23,538,111 1,251,603 |
| 15 | 175 | STATE AUTO MUT GRP | 24,167,553 | STATE AUTOMOBILE MUT INS CO STATE AUTO PROP & CAS INS CO | 12,725,950 11,441,603 |
| 16 | 250 | DONEGAL GRP | 23,117,985 | PENINSULA INS CO DONEGAL MUT INS CO ATLANTIC STATES INS CO | 17,878,644 2,951,839 2,287,502 |
| 17 | 241 | METROPOLITAN GRP | 22,680,583 | METROPOLITAN GRP PROP & CAS INS CO METROPOLITAN DRT PROP & CAS INS CO METROPOLITAN CAS INS CO ECONOMY PREMIER ASSUR CO METROPOLITAN PROP & CAS INS CO | 14,885,826 4,899,655 1,997,813 626,622 270,667 |
| 18 | 215 | KEMPER CORP GRP | 21,195,464 | UNITRIN AUTO & HOME INS CO KEMPER INDEPENDENCE INS CO UNITRIN DIRECT INS CO UNITRIN DIRECT PROP & CAS CO RESPONSE WORLDWIDE INS CO WARNER INS CO MERASTAR INS CO RESPONSE INS CO | 14,090,824 3,554,274 1,407,900 873,339 477,418 327,729 292,217 171,763 |
| 19 | 28 | AMICA MUT GRP | 19,351,889 | AMICA MUT INS CO | 19,351,889 |
| 20 | 0 | BRETHREN MUT INS CO | 14,913,497 | BRETHREN MUT INS CO | 14,913,497 |
| 21 | 4 | AMERIPRISE FIN GRP | 12,310,715 | IDS PROP CAS INS CO | 12,310,715 |

**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|---------------------------|---|---|---|
| 22 | 271 | PENNSYLVANIA NATL INS GRP | 11,874,871 | PENNSYLVANIA NATL MUT CAS INS CO | 11,874,871 |
| 23 | 242 | SELECTIVE INS GRP | 11,481,682 | SELECTIVE INS CO OF SC SELECTIVE INS CO OF THE SOUTHEAST | 10,329,708 1,151,974 |
| 24 | 0 | PARAMOUNT INS CO | 9,208,178 | PARAMOUNT INS CO | 9,208,178 |
| 25 | 0 | ELEPHANT INS CO | 9,037,391 | ELEPHANT INS CO | 9,037,391 |
| 26 | 640 | MUTUAL BENEFIT GRP | 8,897,488 | MUTUAL BENEFIT INS CO | 8,897,488 |
| 27 | 38 | CHUBB INC GRP | 7,584,835 | GREAT NORTHERN INS CO CHUBB NATL INS CO FEDERAL INS CO VIGILANT INS CO PACIFIC IND CO | 4,017,300 1,844,485 908,668 435,796 378,586 |
| 28 | 169 | SENTRY INS GRP | 6,315,670 | DAIRYLAND INS CO | 6,315,670 |
| 29 | 33 | CALIFORNIA CAS MGMT GRP | 5,728,335 | CALIFORNIA CAS IND EXCH | 5,728,335 |
| 30 | 761 | ALLIANZ INS GRP | 4,760,669 | FIREMANS FUND INS CO NATIONAL SURETY CORP AMERICAN AUTOMOBILE INS CO | 3,597,214 1,163,477 -22 |
| 31 | 626 | ACE LTD GRP | 4,575,009 | BANKERS STANDARD INS CO | 4,575,009 |
| 32 | 2538 | AMTRUST GMACI MAIDEN GRP | 3,828,283 | NATIONAL GEN ASSUR CO NATIONAL GEN INS CO | 3,768,978 59,305 |

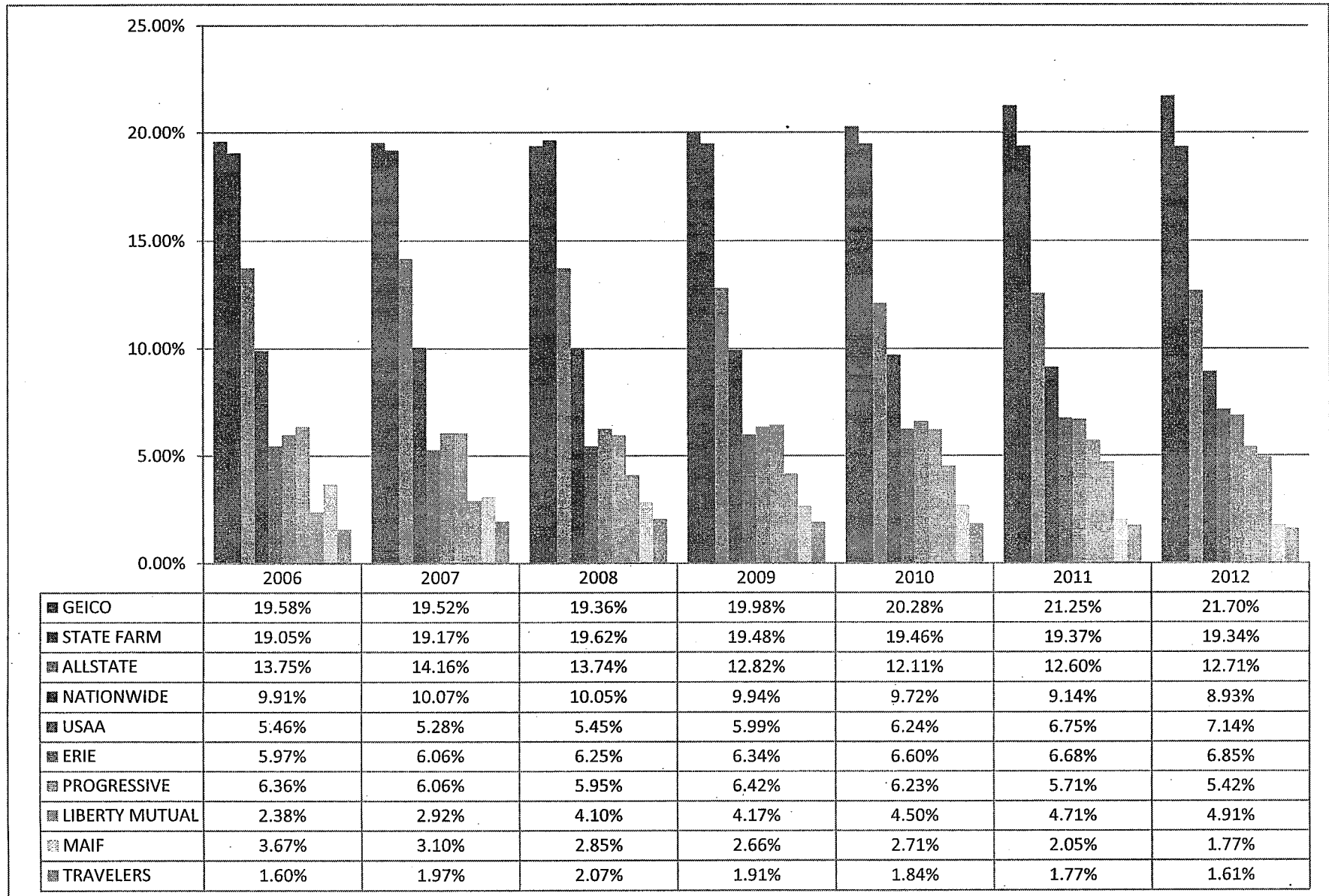
**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|-------------------------------|---|-------------------------------------|----------------------|
| 33 | 311 | MAIN STREET AMER GRP | 3,597,814 | OLD DOMINION INS CO | 2,271,107 |
| | | | | NGM INS CO | 726,824 |
| | | | | MAIN ST AMER ASSUR CO | 599,883 |
| 34 | 300 | HORACE MANN GRP | 3,496,488 | TEACHERS INS CO | 2,054,508 |
| | | | | HORACE MANN PROP & CAS INS CO | 1,354,644 |
| | | | | HORACE MANN INS CO | 87,336 |
| 35 | 244 | CINCINNATI FIN GRP | 2,855,329 | CINCINNATI INS CO | 2,855,329 |
| 36 | 3478 | HALLMARK FIN SERV GRP | 2,652,939 | HALLMARK NATL INS CO | 2,652,939 |
| 37 | 12 | AMERICAN INTL GRP | 2,329,880 | GHARTIS PROP CAS CO | 2,328,320 |
| | | | | NATIONAL UNION FIRE INS CO OF PITTS | 1,560 |
| 38 | 408 | AMERICAN NATL FIN GRP | 2,100,085 | UNITED FARM FAMILY INS CO | 2,100,085 |
| 39 | 0 | IFA INS CO | 2,052,393 | IFA INS CO | 2,052,393 |
| 40 | 54 | CUMBERLAND GRP | 1,878,257 | CUMBERLAND INS CO INC | 1,878,257 |
| 41 | 57 | ELECTRIC INS GRP | 1,597,719 | ELECTRIC INS CO | 1,597,719 |
| 42 | 3098 | TOKIO MARINE HOLDINGS INC GRP | 1,340,585 | PHILADELPHIA IND INS CO | 1,340,585 |
| 43 | 19 | ASSURANT INC GRP | 1,020,875 | AMERICAN BANKERS INS CO OF FL | 977,901 |
| | | | | AMERICAN RELIABLE INS CO | 42,974 |
| 44 | 361 | MUNICH RE GRP | 977,454 | AMERICAN MODERN HOME INS CO | 828,625 |
| | | | | AMERICAN FAMILY HOME INS CO | 148,829 |

**Groups Writing Private Passenger Automobile Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Private Passenger Auto Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|-----------------------------|---|---|----------------------|
| 45 | 0 | RIDER INS CO | 781,443 | RIDER INS CO | 781,443 |
| 46 | 1129 | WHITE MOUNTAINS GRP | 643,763 | ESSENTIA INS CO | 643,763 |
| 47 | 4664 | PURE COMPANIES GRP | 591,009 | PRIVILEGE UNDERWRITERS RECP EXCH | 591,009 |
| 48 | 4509 | IRONSHORE GRP | 351,329 | IRONSHORE IND INC | 351,329 |
| 49 | 0 | ARMED FORCES INS EXCH | 271,013 | ARMED FORCES INS EXCH | 271,013 |
| 50 | 0 | TRUSTSTAR INS CO | 204,830 | TRUSTSTAR INS CO | 204,830 |
| 51 | 3495 | INFINITY PROP & CAS INS GRP | 172,194 | INFINITY INS CO | 172,194 |
| 52 | 17 | LIFE OF THE SOUTH CORP GRP | 163,565 | LYNDON SOUTHERN INS CO | 163,565 |
| 53 | 88 | THE HANOVER INS GRP | 162,760 | HANOVER INS CO | 162,760 |
| 54 | 785 | MARKEL CORP GRP | 142,113 | MARKEL AMER INS CO | 142,113 |
| 55 | 775 | PHARMACISTS MUT GRP | 25,613 | PHARMACISTS MUT INS CO | 25,613 |
| 56 | 84 | AMERICAN FINANCIAL GRP | 15,354 | NATIONAL INTERSTATE INS CO TRIUMPHE CAS CO | 11,966 3,388 |
| 57 | 4716 | FORTRESS GRP | 10,382 | YOSEMITE INS CO | 10,382 |
| 58 | 0 | WESTERN GEN INS CO | 6,852 | WESTERN GEN INS CO | 6,852 |

Comparison of Market Share of the Top Ten Insurer Groups for Private Passenger Automobile Insurance from 2006 to 2012



**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|---------------------------------|-------------------------------|--------------------------------|----------------------|
| 1 | 176 | STATE FARM GRP | 273,467,204 | STATE FARM FIRE & CAS CO | 273,467,204 |
| 2 | 8 | ALLSTATE INS GRP | 200,197,896 | ALLSTATE INS CO | 130,987,134 |
| | | | | ALLSTATE PROP & CAS INS CO | 32,778,640 |
| | | | | ENCOMPASS HOME & AUTO INS CO | 19,108,621 |
| | | | | ENCOMPASS INS CO OF AMER | 10,449,030 |
| | | | | ENCOMPASS IND CO | 5,916,667 |
| | | | | ALLSTATE IND CO | 957,804 |
| 3 | 3548 | TRAVELERS GRP | 174,914,426 | STANDARD FIRE INS CO | 124,261,946 |
| | | | | TRAVELERS HOME & MARINE INS CO | 44,539,637 |
| | | | | TRAVELERS IND CO OF AMER | 4,012,021 |
| | | | | TRAVELERS COMMERCIAL INS CO | 2,100,822 |
| 4 | 213 | ERIE INS GRP | 125,914,487 | ERIE INS EXCH | 125,914,487 |
| 5 | 140 | NATIONWIDE CORP GRP | 125,152,169 | NATIONWIDE MUT FIRE INS CO | 60,718,504 |
| | | | | NATIONWIDE PROP & CAS INS CO | 36,197,149 |
| | | | | NATIONWIDE MUT INS CO | 21,784,195 |
| | | | | HARLEYSVILLE WORCESTER INS CO | 2,216,631 |
| | | | | HARLEYSVILLE PREFERRED INS CO | 1,555,869 |
| | | | | NATIONWIDE GEN INS CO | 1,549,371 |
| | | | | ALLIED PROP & CAS INS CO | 1,130,450 |
| 6 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | 115,692,768 | UNITED SERV AUTOMOBILE ASSN | 63,825,077 |
| | | | | USAA CAS INS CO | 38,868,617 |
| | | | | USAA GEN IND CO | 8,150,081 |
| | | | | GARRISON PROP & CAS INS CO | 4,848,993 |

**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|-----------------------------------|------------|-------------------------|-------------------------------|--------------------------------|----------------------|
| 7 | 111 | LIBERTY MUT GRP | 100,863,162 | LIBERTY MUT FIRE INS CO | 39,560,140 |
| | | | | LIBERTY INS CORP | 21,825,368 |
| | | | | SAFECO INS CO OF AMER | 19,891,608 |
| | | | | LM INS CORP | 9,805,528 |
| | | | | MONTGOMERY MUT INS CO | 5,752,827 |
| | | | | WEST AMER INS CO | 3,363,683 |
| | | | | OHIO CAS INS CO | 370,310 |
| | | AMERICAN FIRE & CAS CO | 293,698 | | |
| 8 | 38 | CHUBB INC GRP | 25,818,568 | GREAT NORTHERN INS CO | 11,426,784 |
| | | | | FEDERAL INS CO | 5,387,548 |
| | | | | VIGILANT INS CO | 5,159,445 |
| | | | | PACIFIC IND CO | 3,409,569 |
| | | | | CHUBB NATL INS CO | 435,222 |
| 9 | 501 | ALLEGHANY GRP | 20,066,249 | HOMESITE INS CO OF THE MIDWEST | 20,066,249 |
| 10 | 91 | HARTFORD FIRE & CAS GRP | 19,786,522 | HARTFORD INS CO OF THE MIDWEST | 13,266,382 |
| | | | | SENTINEL INS CO LTD | 2,200,679 |
| | | | | TWIN CITY FIRE INS CO CO | 1,912,362 |
| | | | | TRUMBULL INS CO | 1,665,399 |
| | | | | HARTFORD ACCIDENT & IND CO | 329,649 |
| | | | | HARTFORD CAS INS CO | 272,358 |
| | | | | HARTFORD UNDERWRITERS INS CO | 89,822 |
| | | | | HARTFORD FIRE IN CO | 47,030 |
| PROPERTY & CAS INS CO OF HARTFORD | 2,841 | | | | |

**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|---------------------|-------------------------------|------------------------------------|----------------------|
| 11 | 761 | ALLIANZ INS GRP | 17,552,969 | AMERICAN INS CO | 10,016,214 |
| | | | | FIREMANS FUND INS CO | 5,223,773 |
| | | | | NATIONAL SURETY CORP | 2,185,388 |
| | | | | ASSOCIATED IND CORP | 73,839 |
| | | | | AMERICAN AUTOMOBILE INS CO | 53,755 |
| 12 | 0 | BRETHREN MUT INS CO | 15,772,341 | BRETHREN MUT INS CO | 15,772,341 |
| 13 | 212 | ZÜRICH INS GRP | 15,331,618 | FARMERS NEW CENTURY INS CO | 6,466,927 |
| | | | | FOREMOST INS CO GRAND RAPIDS MI | 3,513,905 |
| | | | | EMPIRE FIRE & MARINE INS CO | 2,984,999 |
| | | | | TRUCK INS EXCH | 1,001,611 |
| | | | | FOREMOST PROP & CAS INS CO | 700,446 |
| | | | | FARMERS INS EXCH | 459,453 |
| | | | | FIDELITY & DEPOSIT CO OF MD | 204,277 |
| 14 | 241 | METROPOLITAN GRP | 12,495,027 | METROPOLITAN PROP & CAS INS CO | 6,887,785 |
| | | | | METROPOLITAN GRP PROP & CAS INS CO | 4,555,850 |
| | | | | ECONOMY PREMIER ASSUR CO | 1,051,392 |
| 15 | 215 | KEMPER CORP GRP | 11,082,872 | UNITRIN AUTO & HOME INS CO | 8,245,412 |
| | | | | KEMPER INDEPENDENCE INS CO | 2,682,911 |
| | | | | UNITRIN DIRECT PROP & CAS CO | 104,777 |
| | | | | MERASTAR INS CO | 49,772 |
| 16 | 175 | STATE AUTO MUT GRP | 10,492,795 | STATE AUTO PROP & CAS INS CO | 10,492,795 |
| 17 | 250 | DONEGAL GRP | 10,027,613 | PENINSULA INS CO | 6,479,115 |
| | | | | DONEGAL MUT INS CO | 3,548,498 |

**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|---------------------------|-------------------------------|---|--|
| 18 | 28 | AMICA MUT GRP | 9,192,878 | AMICA MUT INS CO | 9,192,878 |
| 19 | 0 | FREDERICK MUT INS CO | 8,301,881 | FREDERICK MUT INS CO | 8,301,881 |
| 20 | 242 | SELECTIVE INS GRP | 6,886,682 | SELECTIVE INS CO OF THE SOUTHEAST SELECTIVE INS CO OF SC SELECTIVE INS CO OF AMER | 3,756,286 3,071,980 58,416 |
| 21 | 1278 | CALIFORNIA STATE AUTO GRP | 6,332,190 | KEYSTONE INS CO | 6,332,190 |
| 22 | 19 | ASSURANT INC GRP | 5,779,794 | AMERICAN BANKERS INS CO OF FL AMERICAN SECURITY INS CO STANDARD GUAR INS CO AMERICAN RELIABLE INS CO | 4,594,646 1,034,829 146,242 4,077 |
| 23 | 54 | CUMBERLAND GRP | 5,630,059 | CUMBERLAND MUT FIRE INS CO | 5,630,059 |
| 24 | 640 | MUTUAL BENEFIT GRP | 5,591,302 | MUTUAL BENEFIT INS CO | 5,591,302 |
| 25 | 626 | ACE LTD GRP | 5,582,982 | BANKERS STANDARD INS CO | 5,582,982 |
| 26 | 271 | PENNSYLVANIA NATL INS GRP | 5,106,435 | PENNSYLVANIA NATL MUT CAS INS CO | 5,106,435 |
| 27 | 12 | AMERICAN INTL GRP | 4,589,954 | CHARTIS PROP CAS CO | 4,589,954 |
| 28 | 4765 | WBL GRP | 4,485,936 | FIDELITY NATL PROP & CAS INS CO | 4,485,936 |
| 29 | 4 | AMERIPRISE FIN GRP | 4,290,280 | IDS PROP CAS INS CO | 4,290,280 |

**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|---------------------------------|-------------------------------|--|----------------------|
| 30 | 361 | MUNICH RE GRP | 4,029,542 | AMERICAN MODERN HOME INS CO AMERICAN FAMILY HOME INS CO | 3,129,158 900,384 |
| 31 | 4774 | CLOISTER MUT & WINDSOR MOUNT JO | 3,844,111 | WINDSOR MOUNT JOY MUT INS CO | 3,844,111 |
| 32 | 244 | CINCINNATI FIN GRP | 3,202,391 | CINCINNATI INS CO | 3,202,391 |
| 33 | 1281 | BANKAMERICA CORP GRP | 3,085,131 | MERITPLAN INS CO BALBOA INS CO | 2,657,079 428,052 |
| 34 | 796 | QBE INS GRP | 2,779,205 | PRAETORIAN INS CO QBE INS CORP | 1,945,901 833,304 |
| 35 | 311 | MAIN STREET AMER GRP | 2,185,867 | NGM INS CO | 2,185,867 |
| 36 | 70 | FIRST AMER TITLE GRP | 1,991,151 | FIRST AMER PROP & CAS INS CO | 1,991,151 |
| 37 | 300 | HORACE MANN GRP | 1,798,765 | TEACHERS INS CO HORACE MANN INS CO | 928,330 870,435 |
| 38 | 0 | ARMED FORCES INS EXCH | 1,516,101 | ARMED FORCES INS EXCH | 1,516,101 |
| 39 | 33 | CALIFORNIA CAS MGMT GRP | 1,438,077 | CALIFORNIA CAS IND EXCH | 1,438,077 |
| 40 | 408 | AMERICAN NATL FIN GRP | 1,399,504 | UNITED FARM FAMILY INS CO | 1,399,504 |
| 41 | 1319 | LITITZ MUT GRP | 1,266,223 | LITITZ MUT INS CO | 1,266,223 |
| 42 | 1344 | ARX HOLDING CORP GRP | 1,031,269 | AMERICAN STRATEGIC INS CORP | 1,031,269 |

**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

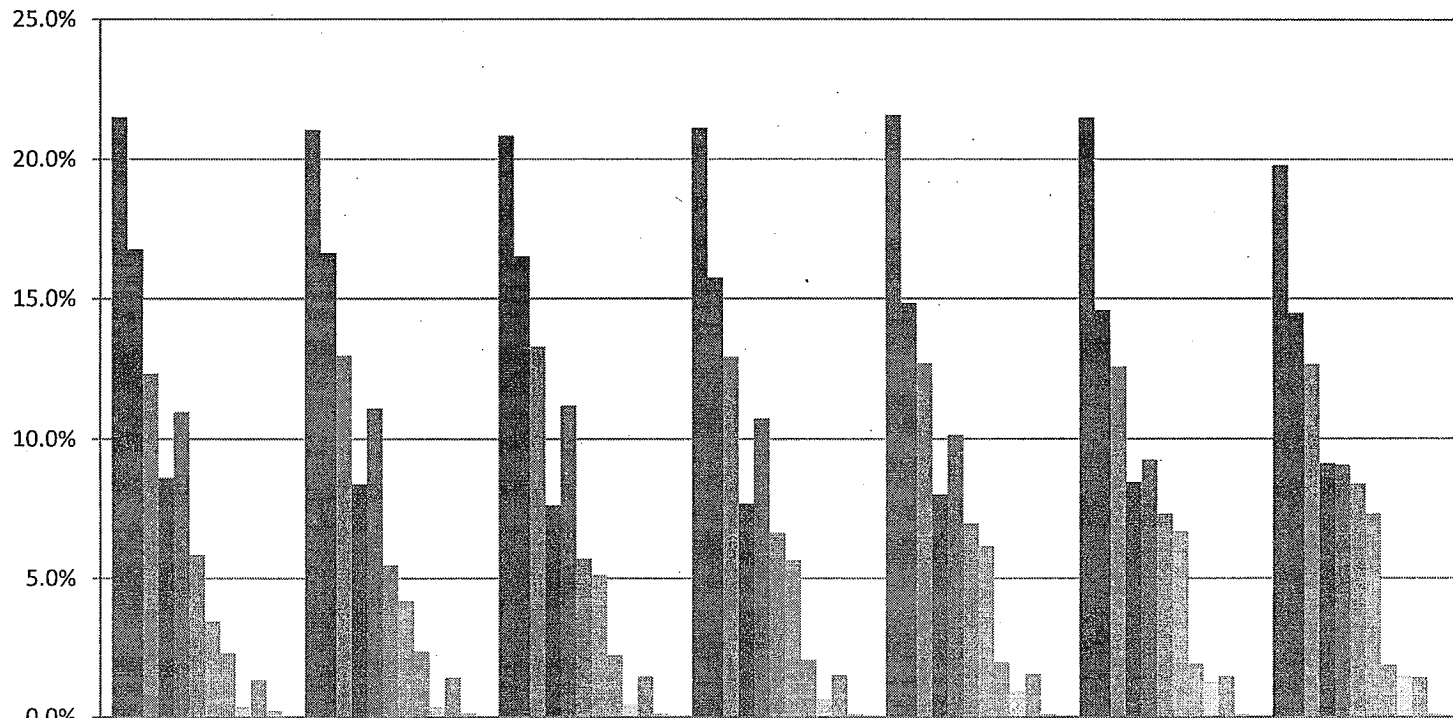
| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|-----------|------------|------------------------------------|-------------------------------|--|----------------------|
| 43 | 4664 | PURE COMPANIES GRP | 1,003,000 | PRIVILEGE UNDERWRITERS RECP EXCH | 1,003,000 |
| 44 | 447 | HARFORD GRP | 912,964 | HARFORD MUT INS CO | 912,964 |
| 45 | 0 | FARMERS & MECHANICS MUT INS ASSN | 763,258 | FARMERS & MECHANICS MUT INS ASSN OF | 763,258 |
| 46 | 71 | UNIVERSAL INS CO GRP | 654,561 | UNIVERSAL N AMER INS CO | 654,561 |
| 47 | 57 | ELECTRIC INS GRP | 546,635 | ELECTRIC INS CO | 546,635 |
| 48 | 0 | FARMERS MUT FIRE INS CO OF SALEM C | 455,367 | FARMERS MUT FIRE INS CO OF SALEM CN | 455,367 |
| 49 | 4761 | EVERETT MUT GRP | 370,553 | EVERETT CASH MUT INS CO | 370,553 |
| 50 | 313 | AEGIS GRP | 300,275 | AEGIS SECURITY INS CO | 300,275 |
| 51 | 785 | MARKEL CORP GRP | 275,873 | MARKEL INS CO MARKEL AMER INS CO | 240,629 35,244 |
| 52 | 0 | WESTMINSTER AMER INS CO | 260,603 | WESTMINSTER AMER INS CO | 260,603 |
| 53 | 88 | THE HANOVER INS GRP | 181,455 | MASSACHUSETTS BAY INS CO HANOVER INS CO | 118,610 62,845 |
| 54 | 0 | GOODVILLE MUT CAS CO | 117,088 | GOODVILLE MUT CAS CO | 117,088 |
| 55 | 4663 | UNIVERSAL INS HOLDING GRP | 25,243 | UNIVERSAL PROP & CAS INS | 25,243 |
| 50 | 313 | AEGIS GRP | 300,275 | AEGIS SECURITY INS CO | 300,275 |

**Groups Writing Homeowners Insurance in Maryland in 2012 Including
Each Company Within the Group**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | Company Name | 2012 Company Premium |
|------------------|-------------------|--------------------|--------------------------------------|-----------------------------|-----------------------------|
| 57 | 661 | BCBS OF SC GRP | 6,675 | COMPANION PROP & CAS INS CO | 6,675 |
| 58 | 65 | FM GLOBAL GRP | 2,005 | AFFILIATED FM INS CO | 2,005 |
| 59 | 228 | WESTFIELD GRP | 879 | WESTFIELD INS CO | 879 |
| 60 | 0 | CHURCH MUT INS CO | 716 | CHURCH MUT INS CO | 716 |
| 61 | 0 | MUTUALAID EXCHANGE | 111 | MUTUALAID EXCHANGE | 111 |

INDUSTRY TOTALS **1,382,143,710**

Comparison of Market Share of the Top Ten Insurer Groups for Homeowners Insurance from 2006 to 2012



| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|
| STATE FARM | 21.5% | 21.0% | 20.9% | 21.1% | 21.6% | 21.5% | 19.8% |
| ALLSTATE INS CO | 16.7% | 16.6% | 16.5% | 15.7% | 14.8% | 14.6% | 14.5% |
| TRAVELERS | 12.3% | 13.0% | 13.3% | 13.0% | 12.7% | 12.6% | 12.7% |
| ERIE INS EXCH | 8.6% | 8.4% | 7.6% | 7.7% | 8.0% | 8.4% | 9.1% |
| NATIONWIDE | 11.0% | 11.1% | 11.2% | 10.7% | 10.1% | 9.3% | 9.1% |
| USAA | 5.8% | 5.5% | 5.7% | 6.6% | 6.9% | 7.3% | 8.4% |
| LIBERTY MUTUAL | 3.5% | 4.2% | 5.1% | 5.6% | 6.2% | 6.7% | 7.3% |
| CHUBB Group | 2.3% | 2.4% | 2.2% | 2.1% | 2.0% | 1.9% | 1.9% |
| ALLEGHANY GRP | 0.4% | 0.4% | 0.5% | 0.7% | 1.0% | 1.3% | 1.5% |
| HARTFORD FIRE & CAS GRP | 1.3% | 1.4% | 1.5% | 1.5% | 1.6% | 1.5% | 1.4% |
| JIA | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% |

**Maryland Private Passenger Automobile Insurance Written Premium
and Market Share by Insurer Group for 2012**

| 2012 Rank | 2012 Group Code | Group Name | 2012 Private Passenger Auto Group Premium | 2012 Market Share | 2012 Cumulative Market Share |
|-----------|-----------------|---------------------------------|---|-------------------|------------------------------|
| 1 | 31 | BERKSHIRE HATHAWAY GRP | 847,126,674 | 21.7% | 21.7% |
| 2 | 176 | STATE FARM GRP | 754,830,184 | 19.3% | 41.0% |
| 3 | 8 | ALLSTATE INS GRP | 495,969,251 | 12.7% | 53.7% |
| 4 | 140 | NATIONWIDE CORP GRP | 348,784,562 | 8.9% | 62.7% |
| 5 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | 278,918,033 | 7.1% | 69.8% |
| 6 | 213 | ERIE INS GRP | 267,418,458 | 6.9% | 76.7% |
| 7 | 155 | PROGRESSIVE GRP | 211,462,009 | 5.4% | 82.1% |
| 8 | 111 | LIBERTY MUT GRP | 191,574,841 | 4.9% | 87.0% |
| 9 | 0 | MAIF | 69,258,654 | 1.8% | 88.8% |
| 10 | 3548 | TRAVELERS GRP | 62,774,829 | 1.6% | 90.4% |
| 11 | 91 | HARTFORD FIRE & CAS GRP | 46,809,559 | 1.2% | 91.6% |
| 12 | 212 | ZURICH INS GRP | 27,078,598 | 0.7% | 92.3% |
| 13 | 0 | AGENCY INS CO OF MD INC | 26,413,860 | 0.7% | 92.9% |
| 14 | 1278 | CALIFORNIA STATE AUTO GRP | 24,789,714 | 0.6% | 93.6% |
| 15 | 175 | STATE AUTO MUT GRP | 24,167,553 | 0.6% | 94.2% |
| 16 | 250 | DONEGAL GRP | 23,117,985 | 0.6% | 94.8% |
| 17 | 241 | METROPOLITAN GRP | 22,680,583 | 0.6% | 95.4% |
| 18 | 215 | KEMPER CORP GRP | 21,195,464 | 0.5% | 95.9% |
| 19 | 28 | AMICA MUT GRP | 19,351,889 | 0.5% | 96.4% |
| 20 | 0 | BRETHREN MUT INS CO | 14,913,497 | 0.4% | 96.8% |
| 21 | 4 | AMERIPRISE FIN GRP | 12,310,715 | 0.3% | 97.1% |
| 22 | 271 | PENNSYLVANIA NATL INS GRP | 11,874,871 | 0.3% | 97.4% |
| 23 | 242 | SELECTIVE INS GRP | 11,481,682 | 0.3% | 97.7% |
| 24 | 0 | PARAMOUNT INS CO | 9,208,178 | 0.2% | 97.9% |
| 25 | 0 | ELEPHANT INS CO | 9,037,391 | 0.2% | 98.2% |

**Maryland Private Passenger Automobile Insurance Written Premium
and Market Share by Insurer Group for 2012**

| 2012 Rank | 2012 Group Code | Group Name | 2012 Private Passenger Auto Group Premium | 2012 Market Share | 2012 Cumulative Market Share |
|-----------|-----------------|-------------------------------|---|-------------------|------------------------------|
| 26 | 640 | MUTUAL BENEFIT GRP | 8,897,488 | 0.2% | 98.4% |
| 27 | 38 | CHUBB INC GRP | 7,584,835 | 0.2% | 98.6% |
| 28 | 169 | SENTRY INS GRP | 6,315,670 | 0.2% | 98.8% |
| 29 | 33 | CALIFORNIA GAS MGMT GRP | 5,728,335 | 0.1% | 98.9% |
| 30 | 761 | ALLIANZ INS GRP | 4,760,669 | 0.1% | 99.0% |
| 31 | 626 | ACE LTD GRP | 4,575,009 | 0.1% | 99.1% |
| 32 | 2538 | AMTRUST GMACI MAIDEN GRP | 3,828,283 | 0.1% | 99.2% |
| 33 | 311 | MAIN STREET AMER GRP | 3,597,814 | 0.1% | 99.3% |
| 34 | 300 | HORACE MANN GRP | 3,496,488 | 0.1% | 99.4% |
| 35 | 244 | CINCINNATI FIN GRP | 2,855,329 | 0.1% | 99.5% |
| 36 | 3478 | HALLMARK FIN SERV GRP | 2,652,939 | 0.1% | 99.6% |
| 37 | 12 | AMERICAN INTL GRP | 2,329,880 | 0.1% | 99.6% |
| 38 | 408 | AMERICAN NATL FIN GRP | 2,100,085 | 0.1% | 99.7% |
| 39 | 0 | IFA INS CO | 2,052,393 | 0.1% | 99.7% |
| 40 | 54 | CUMBERLAND GRP | 1,878,257 | 0.0% | 99.8% |
| 41 | 57 | ELECTRIC INS GRP | 1,597,719 | 0.0% | 99.8% |
| 42 | 3098 | TOKIO MARINE HOLDINGS INC GRP | 1,340,585 | 0.0% | 99.9% |
| 43 | 19 | ASSURANT INC GRP | 1,020,875 | 0.0% | 99.9% |
| 44 | 361 | MUNICH RE GRP | 977,454 | 0.0% | 99.9% |
| 45 | 0 | RIDER INS CO | 781,443 | 0.0% | 99.9% |
| 46 | 1129 | WHITE MOUNTAINS GRP | 643,763 | 0.0% | 99.9% |
| 47 | 4664 | PURE COMPANIES GRP | 591,009 | 0.0% | 100.0% |
| 48 | 4509 | IRONSHORE GRP | 351,329 | 0.0% | 100.0% |
| 49 | 0 | ARMED FORCES INS EXCH | 271,013 | 0.0% | 100.0% |
| 50 | 0 | TRUSTSTAR INS CO | 204,830 | 0.0% | 100.0% |

**Maryland Private Passenger Automobile Insurance Written Premium
and Market Share by Insurer Group for 2012**

| 2012 Rank | 2012 Group Code | Group Name | 2012 Private Passenger Auto Group Premium | 2012 Market Share | 2012 Cumulative Market Share |
|-----------|-----------------|------------------------------|---|-------------------|------------------------------|
| 51 | 3495 | INFINITY PROP & CAS INS GRP | 172,194 | 0.0% | 100.0% |
| 52 | 17 | LIFE OF THE SOUTH CORP GRP | 163,565 | 0.0% | 100.0% |
| 53 | 88 | THE HANOVER INS GRP | 162,760 | 0.0% | 100.0% |
| 54 | 785 | MARKEL CORP GRP | 142,113 | 0.0% | 100.0% |
| 55 | 775 | PHARMACISTS MUT GRP | 25,613 | 0.0% | 100.0% |
| 56 | 84 | AMERICAN FINANCIAL GRP | 15,354 | 0.0% | 100.0% |
| 57 | 4716 | FORTRESS GRP | 10,382 | 0.0% | 100.0% |
| 58 | 0 | WESTERN GEN INS CO | 6,852 | 0.0% | 100.0% |
| 59 | 2898 | WESTERN SERV CONTRACT GRP | 3,536 | 0.0% | 100.0% |
| 60 | 313 | AEGIS GRP | 408 | 0.0% | 100.0% |
| 61 | 3678 | AMERICAN INDEPENDENT INS GRP | 95 | 0.0% | 100.0% |

INDUSTRY TOTALS

3,903,685,400

**Maryland Homeowners Insurance Written Premium
and Market Share by Insurer Group for 2012**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | 2012 Market Share | 2012 Cumulative Market Share |
|-----------|------------|---------------------------------|-------------------------------|-------------------|------------------------------|
| 1 | 176 | STATE FARM GRP | 273,467,204 | 19.8% | 19.8% |
| 2 | 8 | ALLSTATE INS GRP | 200,197,896 | 14.5% | 34.3% |
| 3 | 3548 | TRAVELERS GRP | 174,914,426 | 12.7% | 46.9% |
| 4 | 213 | ERIE INS GRP | 125,914,487 | 9.1% | 56.0% |
| 5 | 140 | NATIONWIDE CORP GRP | 125,152,169 | 9.1% | 65.1% |
| 6 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | 115,692,768 | 8.4% | 73.5% |
| 7 | 111 | LIBERTY MUT GRP | 100,863,162 | 7.3% | 80.8% |
| 8 | 38 | CHUBB INC GRP | 25,818,568 | 1.9% | 82.6% |
| 9 | 501 | ALLEGHANY GRP | 20,066,249 | 1.5% | 84.1% |
| 10 | 91 | HARTFORD FIRE & CAS GRP | 19,786,522 | 1.4% | 85.5% |
| 11 | 761 | ALLIANZ INS GRP | 17,552,969 | 1.3% | 86.8% |
| 12 | 0 | BRETHREN MUT INS CO | 15,772,341 | 1.1% | 87.9% |
| 13 | 212 | ZURICH INS GRP | 15,331,618 | 1.1% | 89.0% |
| 14 | 241 | METROPOLITAN GRP | 12,495,027 | 0.9% | 90.0% |
| 15 | 215 | KEMPER CORP GRP | 11,082,872 | 0.8% | 90.8% |
| 16 | 175 | STATE AUTO MUT GRP | 10,492,795 | 0.8% | 91.5% |
| 17 | 250 | DONEGAL GRP | 10,027,613 | 0.7% | 92.2% |
| 18 | 28 | AMICA MUT GRP | 9,192,878 | 0.7% | 92.9% |
| 19 | 0 | FREDERICK MUT INS CO | 8,301,881 | 0.6% | 93.5% |
| 20 | 242 | SELECTIVE INS GRP | 6,886,682 | 0.5% | 94.0% |
| 21 | 1278 | CALIFORNIA STATE AUTO GRP | 6,332,190 | 0.5% | 94.5% |
| 22 | 19 | ASSURANT INC GRP | 5,779,794 | 0.4% | 94.9% |
| 23 | 54 | CUMBERLAND GRP | 5,630,059 | 0.4% | 95.3% |
| 24 | 640 | MUTUAL BENEFIT GRP | 5,591,302 | 0.4% | 95.7% |
| 25 | 626 | ACE LTD GRP | 5,582,982 | 0.4% | 96.1% |
| 26 | 271 | PENNSYLVANIA NATL INS GRP | 5,106,435 | 0.4% | 96.5% |
| 27 | 12 | AMERICAN INTL GRP | 4,589,954 | 0.3% | 96.8% |
| 28 | 4765 | WBL GRP | 4,485,936 | 0.3% | 97.1% |

**Maryland Homeowners Insurance Written Premium
and Market Share by Insurer Group for 2012**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | 2012 Market Share | 2012 Cumulative Market Share |
|-----------|------------|--------------------------------------|-------------------------------|-------------------|------------------------------|
| 29 | 4 | AMERIPRISE FIN GRP | 4,290,280 | 0.3% | 97.4% |
| 30 | 361 | MUNICH RE GRP | 4,029,542 | 0.3% | 97.7% |
| 31 | 4774 | CLOISTER MUT & WINDSOR MOUNT JOY GRP | 3,844,111 | 0.3% | 98.0% |
| 32 | 244 | CINCINNATI FIN GRP | 3,202,391 | 0.2% | 98.2% |
| 33 | 1281 | BANKAMERICA CORP GRP | 3,085,131 | 0.2% | 98.5% |
| 34 | 796 | QBE INS GRP | 2,779,205 | 0.2% | 98.7% |
| 35 | 311 | MAIN STREET AMER GRP | 2,185,867 | 0.2% | 98.8% |
| 36 | 70 | FIRST AMER TITLE GRP | 1,991,151 | 0.1% | 99.0% |
| 37 | 300 | HORACE MANN GRP | 1,798,765 | 0.1% | 99.1% |
| 38 | 0 | ARMED FORCES INS EXCH | 1,516,101 | 0.1% | 99.2% |
| 39 | 33 | CALIFORNIA CAS MGMT GRP | 1,438,077 | 0.1% | 99.3% |
| 40 | 408 | AMERICAN NATL FIN GRP | 1,399,504 | 0.1% | 99.4% |
| 41 | 1319 | LITITZ MUT GRP | 1,266,223 | 0.1% | 99.5% |
| 42 | 1344 | ARX HOLDING CORP GRP | 1,031,269 | 0.1% | 99.6% |
| 43 | 4664 | PURE COMPANIES GRP | 1,003,000 | 0.1% | 99.6% |
| 44 | 447 | HARFORD GRP | 912,964 | 0.1% | 99.7% |
| 45 | 0 | FARMERS & MECHANICS MUT INS ASSN OF | 763,258 | 0.1% | 99.8% |
| 46 | 71 | UNIVERSAL INS CO GRP | 654,561 | 0.0% | 99.8% |
| 47 | 57 | ELECTRIC INS GRP | 546,635 | 0.0% | 99.9% |
| 48 | 0 | FARMERS MUT FIRE INS CO OF SALEM CN | 455,367 | 0.0% | 99.9% |
| 49 | 4761 | EVERETT MUT GRP | 370,553 | 0.0% | 99.9% |
| 50 | 313 | AEGIS GRP | 300,275 | 0.0% | 99.9% |
| 51 | 785 | MARKEL CORP GRP | 275,873 | 0.0% | 100.0% |
| 52 | 0 | WESTMINSTER AMER INS CO | 260,603 | 0.0% | 100.0% |
| 53 | 88 | THE HANOVER INS GRP | 181,455 | 0.0% | 100.0% |
| 54 | 0 | GOODVILLE MUT CAS CO | 117,088 | 0.0% | 100.0% |

**Maryland Homeowners Insurance Written Premium
and Market Share by Insurer Group for 2012**

| 2012 Rank | Group Code | Group Name | 2012 Homeowners Group Premium | 2012 Market Share | 2012 Cumulative Market Share |
|-----------|------------|---------------------------|-------------------------------|-------------------|------------------------------|
| 55 | 4663 | UNIVERSAL INS HOLDING GRP | 25,243 | 0.0% | 100.0% |
| 56 | 775 | PHARMACISTS MUT GRP | 15,627 | 0.0% | 100.0% |
| 57 | 661 | BCBS OF SC GRP | 6,675 | 0.0% | 100.0% |
| 58 | 65 | FM GLOBAL GRP | 2,005 | 0.0% | 100.0% |
| 59 | 228 | WESTFIELD GRP | 879 | 0.0% | 100.0% |
| 60 | 0 | CHURCH MUT INS CO | 716 | 0.0% | 100.0% |
| 61 | 0 | MUTUALAID EXCHANGE | -111 | 0.0% | 100.0% |

INDUSTRY TOTALS

1,381,859,062

Maryland Homeowners and Private Passenger Automobile Insurance Premium Written by Insurer Group

| 2012 Combined Rank | Group Code | Group Name | Combined | | | 2012 Private Passenger Auto Group Premium | Percent Private Passenger Auto |
|--------------------------|---------------|---------------------------------|---|----------------------------------|-----------------------|---|---|
| | | | Homeowners and Private Passenger Auto Premium | 2012 Homeowners Group Premium | Percent Homeowners | | |
| 1 | 176 | STATE FARM GRP | 1,028,297,388 | 273,467,204 | 26.6% | 754,830,184 | 73.4% |
| 2 | 31 | BERKSHIRE HATHAWAY GRP | 847,126,674 | 0 | 0.0% | 847,126,674 | 100.0% |
| 3 | 8 | ALLSTATE INS GRP | 696,167,147 | 200,197,896 | 28.8% | 495,969,251 | 71.2% |
| 4 | 140 | NATIONWIDE CORP GRP | 473,936,731 | 125,152,169 | 26.4% | 348,784,562 | 73.6% |
| 5 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | 394,610,801 | 115,692,768 | 29.3% | 278,918,033 | 70.7% |
| 6 | 213 | ERIE INS GRP | 393,332,945 | 125,914,487 | 32.0% | 267,418,458 | 68.0% |
| 7 | 111 | LIBERTY MUT GRP | 292,438,003 | 100,863,162 | 34.5% | 191,574,841 | 65.5% |
| 8 | 3548 | TRAVELERS GRP | 237,689,255 | 174,914,426 | 73.6% | 62,774,829 | 26.4% |
| 9 | 155 | PROGRESSIVE GRP | 211,462,009 | 0 | 0.0% | 211,462,009 | 100.0% |
| 10 | 0 | MAIF | 69,258,654 | 0 | 0.0% | 69,258,654 | 100.0% |
| 11 | 91 | HARTFORD FIRE & CAS GRP | 66,596,081 | 19,786,522 | 29.7% | 46,809,559 | 70.3% |
| 12 | 212 | ZURICH INS GRP | 42,410,216 | 15,331,618 | 36.2% | 27,078,598 | 63.8% |
| 13 | 241 | METROPOLITAN GRP | 35,175,610 | 12,495,027 | 35.5% | 22,680,583 | 64.5% |
| 14 | 175 | STATE AUTO MUT GRP | 34,660,348 | 10,492,795 | 30.3% | 24,167,553 | 69.7% |
| 15 | 38 | CHUBB INC GRP | 33,403,403 | 25,818,568 | 77.3% | 7,584,835 | 22.7% |
| 16 | 250 | DONEGAL GRP | 33,145,598 | 10,027,613 | 30.3% | 23,117,985 | 69.7% |
| 17 | 215 | KEMPER CORP GRP | 32,278,336 | 11,082,872 | 34.3% | 21,195,464 | 65.7% |
| 18 | 1278 | CALIFORNIA STATE AUTO GRP | 31,121,904 | 6,332,190 | 20.3% | 24,789,714 | 79.7% |
| 19 | 0 | BRETHREN MUT INS CO | 30,685,838 | 15,772,341 | 51.4% | 14,913,497 | 48.6% |
| 20 | 28 | AMICA MUT GRP | 28,544,767 | 9,192,878 | 32.2% | 19,351,889 | 67.8% |
| 21 | 0 | AGENCY INS CO OF MD INC | 26,413,860 | 0 | 0.0% | 26,413,860 | 100.0% |
| 22 | 761 | ALLIANZ INS GRP | 22,313,638 | 17,552,969 | 78.7% | 4,760,669 | 21.3% |
| 23 | 501 | ALLEGHANY GRP | 20,066,249 | 20,066,249 | 100.0% | 0 | 0.0% |
| 24 | 242 | SELECTIVE INS GRP | 18,368,364 | 6,886,682 | 37.5% | 11,481,682 | 62.5% |
| 25 | 271 | PENNSYLVANIA NATL INS GRP | 16,981,306 | 5,106,435 | 30.1% | 11,874,871 | 69.9% |

Maryland Homeowners and Private Passenger Automobile Insurance Premium Written by Insurer Group

| 2012 Combined Rank | Group Code | Group Name | Combined Homeowners and Private Passenger Auto Premium | 2012 Homeowners Group Premium | Percent Homeowners | 2012 Private Passenger Auto Group Premium | Percent Private Passenger Auto |
|--------------------------|---------------|------------------------------------|---|----------------------------------|-----------------------|---|---|
| 26 | 4 | AMERIPRISE FIN GRP | 16,600,995 | 4,290,280 | 25.8% | 12,310,715 | 74.2% |
| 27 | 640 | MUTUAL BENEFIT GRP | 14,488,790 | 5,591,302 | 38.6% | 8,897,488 | 61.4% |
| 28 | 626 | ACE LTD GRP | 10,157,991 | 5,582,982 | 55.0% | 4,575,009 | 45.0% |
| 29 | 0 | PARAMOUNT INS CO | 9,208,178 | 0 | 0.0% | 9,208,178 | 100.0% |
| 30 | 0 | ELEPHANT INS CO | 9,037,391 | 0 | 0.0% | 9,037,391 | 100.0% |
| 31 | 0 | FREDERICK MUT INS CO | 8,301,881 | 8,301,881 | 100.0% | 0 | 0.0% |
| 32 | 54 | CUMBERLAND GRP | 7,508,316 | 5,630,059 | 75.0% | 1,878,257 | 25.0% |
| 33 | 33 | CALIFORNIA CAS MGMT GRP | 7,166,412 | 1,438,077 | 20.1% | 5,728,335 | 79.9% |
| 34 | 12 | AMERICAN INTL GRP | 6,919,834 | 4,589,954 | 66.3% | 2,329,880 | 33.7% |
| 35 | 19 | ASSURANT INC GRP | 6,800,669 | 5,779,794 | 85.0% | 1,020,875 | 15.0% |
| 36 | 169 | SENTRY INS GRP | 6,315,670 | 0 | 0.0% | 6,315,670 | 100.0% |
| 37 | 244 | CINCINNATI FIN GRP | 6,057,720 | 3,202,391 | 52.9% | 2,855,329 | 47.1% |
| 38 | 311 | MAIN STREET AMER GRP | 5,783,681 | 2,185,867 | 37.8% | 3,597,814 | 62.2% |
| 39 | 300 | HORACE MANN GRP | 5,295,253 | 1,798,765 | 34.0% | 3,496,488 | 66.0% |
| 40 | 361 | MUNICH RE GRP | 5,006,996 | 4,029,542 | 80.5% | 977,454 | 19.5% |
| 41 | 4765 | WBL GRP | 4,485,936 | 4,485,936 | 100.0% | 0 | 0.0% |
| 42 | 4774 | CLOISTER MUT & WINDSOR MOUNT JOY (| 3,844,111 | 3,844,111 | 100.0% | 0 | 0.0% |
| 43 | 2538 | AMTRUST GMACI MAIDEN GRP | 3,828,283 | 0 | 0.0% | 3,828,283 | 100.0% |
| 44 | 408 | AMERICAN NATL FIN GRP | 3,499,589 | 1,399,504 | 40.0% | 2,100,085 | 60.0% |
| 45 | 1281 | BANKAMERICA CORP GRP | 3,085,131 | 3,085,131 | 100.0% | 0 | 0.0% |
| 46 | 796 | QBE INS GRP | 2,779,205 | 2,779,205 | 100.0% | 0 | 0.0% |
| 47 | 3478 | HALLMARK FIN SERV GRP | 2,652,939 | 0 | 0.0% | 2,652,939 | 100.0% |
| 48 | 57 | ELECTRIC INS GRP | 2,144,354 | 546,635 | 25.5% | 1,597,719 | 74.5% |
| 49 | 0 | IFA INS CO | 2,052,393 | 0 | 0.0% | 2,052,393 | 100.0% |
| 50 | 70 | FIRST AMER TITLE GRP | 1,991,151 | 1,991,151 | 100.0% | 0 | 0.0% |

Maryland Homeowners and Private Passenger Automobile Insurance Premium Written by Insurer Group

| 2012 Combined Rank | Group Code | Group Name | Combined Homeowners and Private Passenger Auto Premium | 2012 Homeowners Group Premium | Percent Homeowners | 2012 Private Passenger Auto Group Premium | Percent Private Passenger Auto |
|--------------------------|---------------|-------------------------------------|---|----------------------------------|-----------------------|---|---|
| 51 | 0 | ARMED FORCES INS EXCH | 1,787,114 | 1,516,101 | 84.8% | 271,013 | 15.2% |
| 52 | 4664 | PURE COMPANIES GRP | 1,594,009 | 1,003,000 | 62.9% | 591,009 | 37.1% |
| 53 | 3098 | TOKIO MARINE HOLDINGS INC GRP | 1,340,585 | 0 | 0.0% | 1,340,585 | 100.0% |
| 54 | 1319 | LITITZ MUT GRP | 1,266,223 | 1,266,223 | 100.0% | 0 | 0.0% |
| 55 | 1344 | ARX HOLDING CORP GRP | 1,031,269 | 1,031,269 | 100.0% | 0 | 0.0% |
| 56 | 447 | HARFORD GRP | 912,964 | 912,964 | 100.0% | 0 | 0.0% |
| 57 | 0 | RIDER INS CO | 781,443 | 0 | 0.0% | 781,443 | 100.0% |
| 58 | 0 | FARMERS & MECHANICS MUT INS ASSN C | 763,258 | 763,258 | 100.0% | 0 | 0.0% |
| 59 | 71 | UNIVERSAL INS CO GRP | 654,561 | 654,561 | 100.0% | 0 | 0.0% |
| 60 | 1129 | WHITE MOUNTAINS GRP | 643,763 | 0 | 0.0% | 643,763 | 100.0% |
| 61 | 0 | FARMERS MUT FIRE INS CO OF SALEM CN | 455,367 | 455,367 | 100.0% | 0 | 0.0% |
| 62 | 785 | MARKEL CORP GRP | 417,986 | 275,873 | 66.0% | 142,113 | 34.0% |
| 63 | 4761 | EVERETT MUT GRP | 370,553 | 370,553 | 100.0% | 0 | 0.0% |
| 64 | 4509 | IRONSHORE GRP | 351,329 | 0 | 0.0% | 351,329 | 100.0% |
| 65 | 88 | THE HANOVER INS GRP | 344,215 | 181,455 | 52.7% | 162,760 | 47.3% |
| 66 | 313 | AEGIS GRP | 300,683 | 300,275 | 99.9% | 408 | 0.1% |
| 67 | 0 | WESTMINSTER AMER INS CO | 260,603 | 260,603 | 100.0% | 0 | 0.0% |
| 68 | 0 | TRUSTSTAR INS CO | 204,830 | 0 | 0.0% | 204,830 | 100.0% |
| 69 | 3495 | INFINITY PROP & CAS INS GRP | 172,194 | 0 | 0.0% | 172,194 | 100.0% |
| 70 | 17 | LIFE OF THE SOUTH CORP GRP | 163,565 | 0 | 0.0% | 163,565 | 100.0% |
| 71 | 0 | GOODVILLE MUT CAS CO | 117,088 | 117,088 | 100.0% | 0 | 0.0% |
| 72 | 775 | PHARMACISTS MUT GRP | 41,240 | 15,627 | 37.9% | 25,613 | 62.1% |
| 73 | 4663 | UNIVERSAL INS HOLDING GRP | 25,243 | 25,243 | 100.0% | 0 | 0.0% |
| 74 | 84 | AMERICAN FINANCIAL GRP | 15,354 | 0 | 0.0% | 15,354 | 100.0% |
| 75 | 4716 | FORTRESS GRP | 10,382 | 0 | 0.0% | 10,382 | 100.0% |

Maryland Homeowners and Private Passenger Automobile Insurance Premium Written by Insurer Group

| 2012 Combined Rank | Group Code | Group Name | Combined Homeowners and Private Passenger Auto Premium | 2012 Homeowners Group Premium | Percent Homeowners | 2012 Private Passenger Auto Group Premium | Percent Private Passenger Auto |
|--------------------------|---------------|------------------------------|---|----------------------------------|-----------------------|---|---|
| 76 | 0 | WESTERN GEN INS CO | 6,852 | 0 | 0.0% | 6,852 | 100.0% |
| 77 | 661 | BCBS OF SC GRP | 6,675 | 6,675 | 100.0% | 0 | 0.0% |
| 78 | 2898 | WESTERN SERV CONTRACT GRP | 3,536 | 0 | 0.0% | 3,536 | 100.0% |
| 79 | 65 | FM GLOBAL GRP | 2,005 | 2,005 | 100.0% | 0 | 0.0% |
| 80 | 228 | WESTFIELD GRP | 879 | 879 | 100.0% | 0 | 0.0% |
| 81 | 0 | CHURCH MUT INS CO | 716 | 716 | 100.0% | 0 | 0.0% |
| 82 | 3678 | AMERICAN INDEPENDENT INS GRP | 95 | 0 | 0.0% | 95 | 100.0% |
| 83 | 0 | MUTUALAID EXCHANGE | -111 | 111 | 100.0% | 0 | 0.0% |

| | | | | | |
|--|---------------|---------------|-------|---------------|-------|
| INDUSTRY TOTALS | 5,285,544,462 | 1,381,859,062 | 26.1% | 3,903,685,400 | 73.9% |
| NUMBER OF GROUPS WITH PREMIUM | 83 | 61 | | 61 | |
| Number of Groups That Write Both Number of Groups That Write Only One | 39 | 22 | | 22 | |

**Private Passenger Automobile and Homeowners Insurance Written Premium by Group
as a Percentage of Total Written Premium for All Lines**

| 2012 Combined Rank | Group Code | Group Name | All Lines Written Premium | Percent of Business That is Homeowners and Private Passenger Auto | |
|--------------------------|---------------|---------------------------------|------------------------------|---|-----------------|
| 1 | 176 | STATE FARM GRP | 1,118,008,284 | 92.0% | Both |
| 2 | 31 | BERKSHIRE HATHAWAY GRP | 921,691,847 | 91.9% | Auto only |
| 3 | 8 | ALLSTATE INS GRP | 738,404,430 | 94.3% | Both |
| 4 | 140 | NATIONWIDE CORP GRP | 617,050,028 | 76.8% | Both |
| 5 | 213 | ERIE INS GRP | 564,707,018 | 69.7% | Both |
| 6 | 3548 | TRAVELERS GRP | 529,515,169 | 44.9% | Both |
| 7 | 111 | LIBERTY MUT GRP | 512,958,939 | 57.0% | Both |
| 8 | 200 | UNITED SERV AUTOMOBILE ASSN GRP | 422,918,706 | 93.3% | Both |
| 9 | 91 | HARTFORD FIRE & CAS GRP | 301,008,421 | 22.1% | Both |
| 10 | 155 | PROGRESSIVE GRP | 245,442,272 | 86.2% | Auto only |
| 11 | 626 | ACE LTD GRP | 229,803,829 | 4.4% | Both |
| 12 | 212 | ZURICH INS GRP | 209,988,954 | 20.2% | Homeowners only |
| 13 | 12 | AMERICAN INTL GRP | 169,726,103 | 4.1% | Both |
| 14 | 38 | CHUBB INC GRP | 152,388,566 | 21.9% | Both |
| 15 | 242 | SELECTIVE INS GRP | 106,258,809 | 17.3% | Both |
| 16 | 761 | ALLIANZ INS GRP | 85,209,373 | 26.2% | Both |
| 17 | 0 | BRETHREN MUT INS CO | 71,765,656 | 42.8% | Both |
| 18 | 0 | MAIF | 69,258,564 | 100.0% | Auto only |
| 19 | 19 | ASSURANT INC GRP | 67,591,899 | 10.1% | Homeowners only |
| 20 | 175 | STATE AUTO MUT GRP | 60,634,488 | 57.2% | Both |
| 21 | 244 | CINCINNATI FIN GRP | 58,964,008 | 10.3% | Both |
| 22 | 250 | DONEGAL GRP | 56,453,393 | 58.7% | Both |
| 23 | 3098 | TOKIO MARINE HOLDINGS INC GRP | 52,059,790 | 2.6% | Auto only |
| 24 | 447 | HARFORD GRP | 45,245,789 | 2.0% | Homeowners only |
| 25 | 65 | FM GLOBAL GRP | 40,180,178 | 0.0% | Homeowners only |
| 26 | 271 | PENNSYLVANIA NATL INS GRP | 39,550,268 | 42.9% | Both |
| 27 | 88 | THE HANOVER INS GRP | 39,252,076 | 0.9% | Both |
| 28 | 241 | METROPOLITAN GRP | 35,845,315 | 98.1% | Both |
| 29 | 215 | KEMPER CORP GRP | 35,097,432 | 92.0% | Both |
| 30 | 84 | AMERICAN FINANCIAL GRP | 34,730,069 | 0.0% | Auto only |

**Private Passenger Automobile and Homeowners Insurance Written Premium by Group
as a Percentage of Total Written Premium for All Lines**

| 2012 Combined Rank | Group Code | Group Name | All Lines Written Premium | Percent of Business That is Homeowners and Private Passenger Auto | |
|--------------------------|---------------|------------------------------------|------------------------------|---|-----------------|
| 31 | 1278 | CALIFORNIA STATE AUTO GRP | 31,991,876 | 97.3% | Both |
| 32 | 28 | AMICA MUT GRP | 29,941,731 | 95.3% | Both |
| 33 | 501 | ALLEGHANY GRP | 26,882,139 | 74.6% | Homeowners only |
| 34 | 0 | AGENCY INS CO OF MD INC | 26,413,860 | 100.0% | Auto only |
| 35 | 796 | QBE INS GRP | 25,488,911 | 10.9% | Homeowners only |
| 36 | 640 | MUTUAL BENEFIT GRP | 22,027,668 | 65.8% | Both |
| 37 | 361 | MUNICH RE GRP | 20,874,164 | 24.0% | Both |
| 38 | 0 | FREDERICK MUT INS CO | 17,821,177 | 46.6% | Homeowners only |
| 39 | 4 | AMERIPRISE FIN GRP | 16,694,516 | 99.4% | Both |
| 40 | 408 | AMERICAN NATL FIN GRP | 15,139,819 | 23.1% | Both |
| 41 | 169 | SENTRY INS GRP | 13,838,308 | 45.6% | Auto only |
| 42 | 311 | MAIN STREET AMER GRP | 13,522,442 | 42.8% | Both |
| 43 | 1129 | WHITE MOUNTAINS GRP | 12,881,555 | 5.0% | Auto only |
| 44 | 785 | MARKEL CORP GRP | 11,460,910 | 3.6% | Both |
| 45 | 54 | CUMBERLAND GRP | 10,590,863 | 70.9% | Both |
| 46 | 1281 | BANKAMERICA CORP GRP | 9,611,517 | 32.1% | Homeowners only |
| 47 | 2538 | AMTRUST GMACI MAIDEN GRP | 9,502,938 | 40.3% | Auto only |
| 48 | 0 | PARAMOUNT INS CO | 9,208,178 | 100.0% | Auto only |
| 49 | 0 | ELEPHANT INS CO | 9,037,391 | 100.0% | Auto only |
| 50 | 661 | BCBS OF SC GRP | 7,598,450 | 0.1% | Homeowners only |
| 51 | 33 | CALIFORNIA CAS MGMT GRP | 7,184,773 | 99.7% | Both |
| 52 | 228 | WESTFIELD GRP | 6,910,619 | 0.0% | Homeowners only |
| 53 | 4774 | CLOISTER MUT & WINDSOR MOUNT JOY C | 6,566,394 | 58.5% | Homeowners only |
| 54 | 0 | CHURCH MUT INS CO | 6,195,012 | 0.0% | Homeowners only |
| 55 | 4765 | WBL GRP | 5,435,963 | 82.5% | Homeowners only |
| 56 | 300 | HORACE MANN GRP | 5,408,657 | 97.9% | Both |
| 57 | 57 | ELECTRIC INS GRP | 5,242,080 | 40.9% | Both |
| 58 | 0 | WESTMINSTER AMER INS CO | 4,535,979 | 5.7% | Homeowners only |
| 59 | 3478 | HALLMARK FIN SERV GRP | 3,056,946 | 86.8% | Auto only |
| 60 | 313 | AEGIS GRP | 2,385,034 | 12.6% | Both |

**Private Passenger Automobile and Homeowners Insurance Written Premium by Group
as a Percentage of Total Written Premium for All Lines**

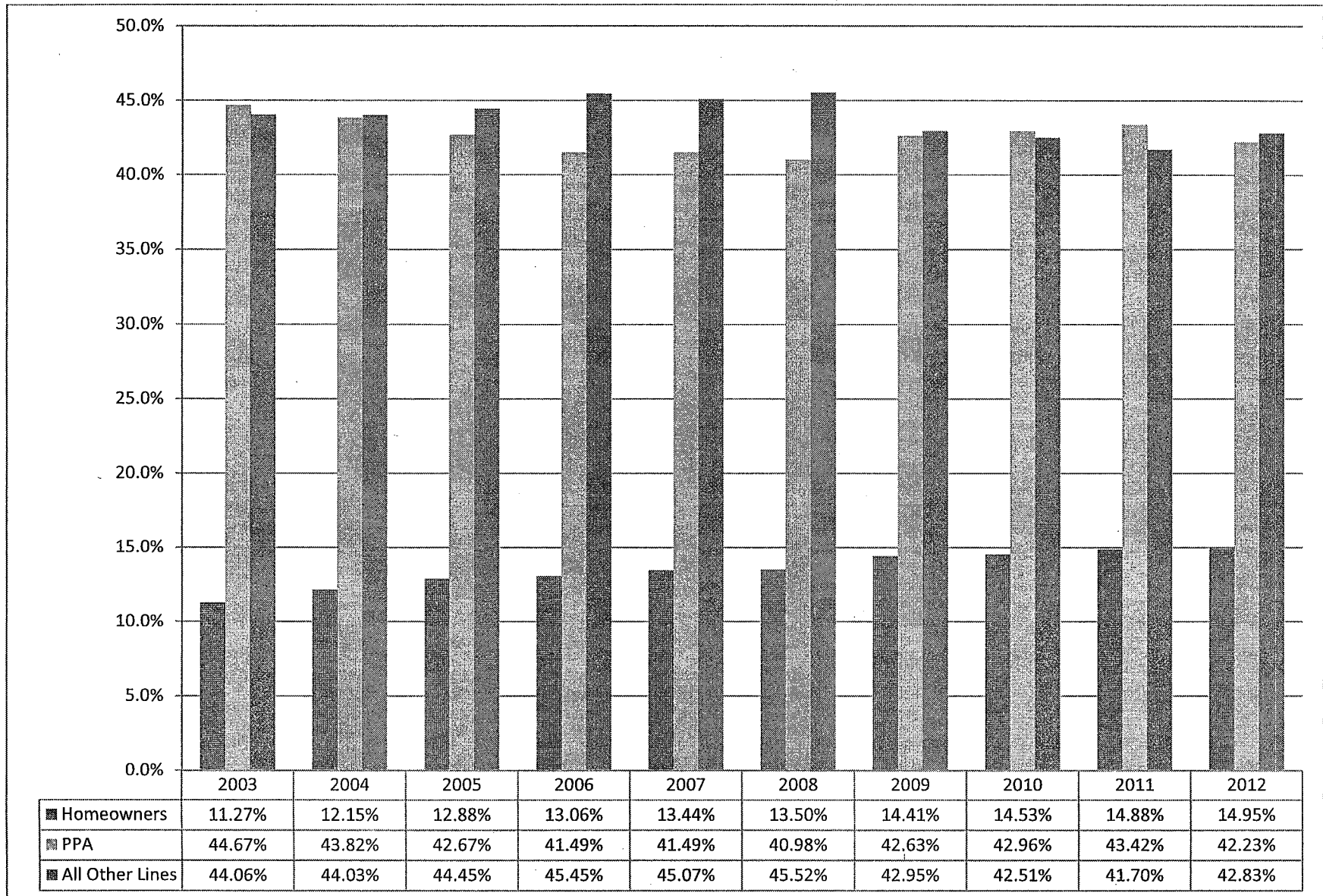
| 2012 Combined Rank | Group Code | Group Name | All Lines Written Premium | Percent of Business That is Homeowners and Private Passenger Auto | |
|--------------------------|---------------|-------------------------------------|------------------------------|---|-----------------|
| 61 | 0 | ARMED FORCES INS EXCH | 2,331,013 | 76.7% | Both |
| 62 | 0 | IFA INS CO | 2,052,393 | 100.0% | Auto only |
| 63 | 70 | FIRST AMER TITLE GRP | 2,040,997 | 97.6% | Homeowners only |
| 64 | 4664 | PURE COMPANIES GRP | 1,992,728 | 80.0% | Both |
| 65 | 17 | LIFE OF THE SOUTH CORP GRP | 1,780,548 | 9.2% | Auto only |
| 66 | 1319 | LITITZ MUT GRP | 1,628,701 | 77.7% | Homeowners only |
| 67 | 1344 | ARX HOLDING CORP GRP | 1,282,380 | 80.4% | Homeowners only |
| 68 | 4509 | IRONSHORE GRP | 1,272,990 | 27.6% | Auto only |
| 69 | 0 | FARMERS & MECHANICS MUT INS ASSN C | 1,255,579 | 60.8% | Homeowners only |
| 70 | 0 | FARMERS MUT FIRE INS CO OF SALEM CN | 1,117,998 | 40.7% | Homeowners only |
| 71 | 4761 | EVERETT MUT GRP | 922,333 | 40.2% | Homeowners only |
| 72 | 0 | RIDER INS CO | 781,443 | 100.0% | Auto only |
| 73 | 775 | PHARMACISTS MUT GRP | 675,874 | 6.1% | Both |
| 74 | 71 | UNIVERSAL INS CO GRP | 654,561 | 100.0% | Homeowners only |
| 75 | 0 | GOODVILLE MUT CAS CO | 376,877 | 31.1% | Homeowners only |
| 76 | 0 | TRUSTSTAR INS CO | 368,888 | 55.5% | Auto only |
| 77 | 3495 | INFINITY PROP & CAS INS GRP | 172,194 | 100.0% | Auto only |
| 78 | 4716 | FORTRESS GRP | 51,284 | 20.2% | Auto only |
| 79 | 2898 | WESTERN SERV CONTRACT GRP | 27,607 | 12.8% | Auto only |
| 80 | 4663 | UNIVERSAL INS HOLDING GRP | 25,243 | 100.0% | Homeowners only |
| 81 | 0 | WESTERN GEN INS CO | 6,852 | 100.0% | Auto only |
| 82 | 3678 | AMERICAN INDEPENDENT INS GRP | 5,612 | 1.7% | Auto only |
| 83 | 0 | MUTUALAID EXCHANGE | -130 | 85.4% | Homeowners only |

INDUSTRY TOTALS FOR CARRIERS THAT
WRITE AT LEAST ONE OF HOMEOWNERS
OR PRIVATE PASSENGER AUTO

8,045,983,508

65.7%

Homeowners, Private Passenger Automobile and All Other Lines of P & C Insurance as a Percentage of Total Written Premium from 2003 to 2012



Growth in Written Premium of Homeowners, Private Passenger Automobile, All Other Lines and Entire P & C Market from 1999 to 2012

| Year | Homeowners | | Private Passenger Auto Written | | All Other Lines | | Industry All Lines | |
|------|-----------------|---------------------------|-----------------------------------|---------------------------|-----------------|---------------------------|--------------------|---------------------------|
| | Written Premium | Change from Prior Year | Premium | Change from Prior Year | Written Premium | Change from Prior Year | Written Premium | Change from Prior Year |
| 1999 | 541,365,927 | | 2,552,604,805 | | 2,041,464,588 | | 5,135,435,320 | |
| 2000 | 578,122,050 | 6.8% | 2,630,585,710 | 3.1% | 2,363,690,821 | 15.8% | 5,572,398,581 | 8.5% |
| 2001 | 630,780,641 | 9.1% | 2,823,368,223 | 7.3% | 2,619,465,200 | 10.8% | 6,073,614,064 | 9.0% |
| 2002 | 727,327,229 | 15.3% | 3,145,981,461 | 11.4% | 3,055,566,757 | 16.6% | 6,928,875,447 | 14.1% |
| 2003 | 876,052,251 | 20.4% | 3,471,647,800 | 10.4% | 3,424,640,397 | 12.1% | 7,772,340,448 | 12.2% |
| 2004 | 1,012,116,403 | 15.5% | 3,650,674,809 | 5.2% | 3,668,521,319 | 7.1% | 8,331,312,531 | 7.2% |
| 2005 | 1,116,407,983 | 10.3% | 3,699,649,120 | 1.3% | 3,853,335,728 | 5.0% | 8,669,392,831 | 4.1% |
| 2006 | 1,165,539,041 | 4.4% | 3,703,878,382 | 0.1% | 4,057,493,889 | 5.3% | 8,926,911,312 | 3.0% |
| 2007 | 1,189,734,842 | 2.1% | 3,672,012,660 | -0.9% | 3,988,593,247 | -1.7% | 8,850,340,749 | -0.9% |
| 2008 | 1,199,945,275 | 0.9% | 3,643,961,453 | -0.8% | 4,047,717,157 | 1.5% | 8,891,623,885 | 0.5% |
| 2009 | 1,248,004,991 | 4.0% | 3,691,405,635 | 1.3% | 3,719,201,772 | -8.1% | 8,658,612,398 | -2.6% |
| 2010 | 1,276,859,367 | 2.3% | 3,775,381,150 | 2.3% | 3,735,522,775 | 0.4% | 8,787,763,292 | 1.5% |
| 2011 | 1,310,357,053 | 2.6% | 3,822,943,262 | 1.3% | 3,670,948,445 | -1.7% | 8,804,248,760 | 0.2% |
| 2012 | 1,381,859,062 | 5.5% | 3,903,685,400 | 2.1% | 3,959,400,420 | 7.9% | 9,244,944,882 | 5.0% |

HHI Values For Homeowners and Private Passenger Auto From 2003 to 2012

