

Table of Contents

| | |
|---|----|
| INTRODUCTION | 1 |
| TERMS | 2 |
| Number of Policies Written | 2 |
| Premiums on Policies Written | 2 |
| Direct Losses Paid | 2 |
| Earned to Incurred Loss Ratio | 2 |
| Number of Groups | 2 |
| Market Share | 2 |
| LINES OF INSURANCE | 3 |
| Products and Completed Operations Insurance (Product Liability) | 3 |
| General Liability | 3 |
| Commercial Fire & Allied Lines | 3 |
| Commercial Multiple Peril | 3 |
| Private Passenger Auto | 3 |
| Homeowners Multiple Peril | 3 |
| Workers' Compensation | 3 |
| Boiler & Machinery | 4 |
| Commercial Crime | 4 |
| Commercial Glass | 4 |
| Medical Professional Liability | 4 |
| Miscellaneous Professional Liability | 4 |
| SUMMARY OF FOUR QUARTERS | 5 |
| Cumulative Totals for Four Quarters Ending December 2000 | 5 |
| Number of Groups/Companies Writing Policies per Quarter | 5 |
| PRODUCT LIABILITY | 6 |
| GENERAL LIABILITY | 8 |
| COMMERCIAL FIRE & ALLIED LINES | 10 |
| COMMERCIAL MULTIPLE PERIL | 12 |
| PRIVATE PASSENGER AUTO (ALL COMPANIES) | 14 |
| RATE-REGULATED | 16 |
| NON-RATE-REGULATED | 18 |
| VOLUNTARY LIABILITY (ALL COMPANIES) | 20 |
| RATE-REGULATED | 22 |
| NON-RATE-REGULATED | 24 |
| ASSIGNED RISK (ALL COMPANIES) | 26 |
| PHYSICAL DAMAGE (ALL COMPANIES) | 28 |
| RATE-REGULATED | 30 |
| NON-RATE-REGULATED | 32 |
| HOMEOWNERS MULTIPLE PERIL (ALL COMPANIES) | 34 |
| RATE-REGULATED | 36 |
| NON-RATE-REGULATED | 38 |
| WORKERS' COMPENSATION (ALL COMPANIES) | 40 |
| VOLUNTARY | 42 |
| ASSIGNED RISK | 44 |
| DEDUCTIBLE PLANS | 46 |
| BOILER & MACHINERY | 48 |
| COMMERCIAL CRIME | 50 |
| COMMERCIAL GLASS | 52 |
| MEDICAL PROFESSIONAL LIABILITY | 54 |
| MISCELLANEOUS PROFESSIONAL LIABILITY | 56 |
| COMPLAINT DATA | |
| All Lines Complaint Data | 58 |
| Private Passenger Auto/Listed by Percent of Complaints per Policy | 59 |
| Homeowners/Listed by Percent of Complaints per Policy | 60 |
| GROUP / COUNTY MUTUAL COMPANY NAME TABLE | 61 |

The Texas Department of Insurance (TDI) publishes this report pursuant to *Texas Insurance Code* Article 5.13-2 Section 5 which requires that the TDI issue to the Governor, Lieutenant Governor, and Speaker of the House of Representatives a *Quarterly Legislative Report on Market Conditions* reflecting changes in losses, premiums, market share, and complaints for certain lines of insurance.

This report includes information on the following lines of insurance: General Liability, Commercial Fire & Allied Lines, Product Liability, Commercial Multiple Peril, Private Passenger Auto, Homeowners Multiple Peril, Workers' Compensation, Boiler & Machinery, Commercial Crime, Commercial Glass, Medical Professional Liability, and Miscellaneous Professional Liability.

Data were reported for each calendar year quarter. *The Quarterly Legislative Report on Market Conditions* exhibits market share based on the sum of the most recent four quarters as well as the percent change from the four quarters ending one year prior. In addition, the report provides a comparison of the current quarter with the same quarter one year prior.

Terms

Number of Policies Written: Each insurance company reported the number of Texas new and renewal policies issued during the quarter. The policies were adjusted to an annual basis. For example, a six month policy was reported as 0.5 policies.

Premiums on Policies Written: This report captures the Texas portion of direct premiums written in the designated quarter without adjustments for cancellations or endorsements and, therefore, it may not match the written premiums figures in the statutory Annual Statement.

Direct Written Premium: Written premium is the Texas portion of the statutory Annual Statement report of written premiums.

Direct Losses Paid: Direct losses paid represent payments made during the quarter regardless of when the policy was written or when the accident occurred. Loss adjustment expenses (LAE) are not included.

Earned to Incurred Loss Ratio: This loss ratio is developed by dividing direct incurred losses by earned premiums. Both figures come from the statutory Annual Statement. Loss adjustment expenses (LAE) are not included.

Number of Groups: Companies that are owned/controlled by one entity are considered a group. Unaffiliated companies are those that are not associated with any other insurance company. The number of groups referred to in this report is the number of groups plus the number of unaffiliated companies.

Market Share: This figure represents an insurer's share, expressed as a percentage, of the industry total for premiums written for the sum of the most recent four quarters.

Products and Completed Operations Insurance or **Product Liability** provides coverage for a manufacturer or contractor for claims after a manufactured product has been sold and/or a claim results from an operation which the manufacturer has completed. Products Liability also includes coverage for a contractor's or manufacturer's liability for injuries or property damage suffered by third parties as the result of the contractor or manufacturer completing an operation.

General Liability provides coverage for an insured when negligent acts and/or omissions result in bodily injury and/or property damage on the premises of a business or when someone is injured in the general operation of a business.

Commercial Fire & Allied Lines has two coverages - Standard Fire Policy and Extended Coverage Endorsements for businesses. A Standard Fire Policy insures commercial properties against fire and lightning. The Extended Coverage Endorsement covers numerous direct and indirect risks such as windstorm, hail, explosions, smoke damage, vandalism, and water damage.

Commercial Multiple Peril policies generally provide coverage for businesses in four areas: property; liability; crime; and boiler and machinery.

Private Passenger Auto coverages include liability, PIP, uninsured motorist and physical damage. This report separates experience into rate-regulated and non-rate-regulated (County Mutual) companies.

Homeowners Multiple Peril provides coverage against the insured's property being destroyed or damaged by various perils and coverage for liability exposure of the insured. This report separates experience into rate-regulated and non-rate-regulated (Lloyds and Reciprocal) companies.

Workers' Compensation offers coverage providing four types of benefits (medical care, death, disability, rehabilitation) for employee job-related injuries or diseases as a matter of right (without regard to fault.)

Lines of Insurance

Boiler & Machinery provides protection against the sudden and accidental breakdown or explosion of boilers, machinery, and electrical equipment. Coverage is provided on damage to the equipment, expediting expenses, damage to the property of others and can be extended to cover losses resulting from the interruption of business.

Commercial Crime provides coverage against loss of property caused by burglary, theft, and/or employee dishonesty. This may include losses inside or outside the premises, losses from counterfeit paper currency, and depositors forgery.

Commercial Glass provides coverage on commercial plate glass, lettering, frames and ornamentation.

Medical Professional Liability provides insurance against losses due to claims for damages alleging malpractice by physicians, surgeons, hospitals or other health care providers in the exercise of their professions.

Miscellaneous Professional Liability provides insurance on professional practitioners that will defend suits instituted against them for malpractice or errors and omissions and/or pay any damages, subject to policy limits. In compliance with applicable statutes, the following have been excluded from miscellaneous professional liability: architects, beauticians/barbers, lawyers, medical laboratory personnel, psychologists, real estate agents, surveyors, and x-ray lab personnel.

Summary of Four Quarters

CUMULATIVE TOTALS FOR FOUR QUARTERS ENDING DECEMBER 2000

| | Number Of Groups/Companies | Number Of Policies Written | Premiums On Policies Written | Direct Written Premiums | Direct Losses Paid |
|----------------------------------|-------------------------------|-------------------------------|---------------------------------|----------------------------|------------------------|
| PRODUCT LIABILITY | 71 / 197 | 38,088 | \$91,594,458 | \$81,102,312 | \$105,636,253 |
| GENERAL LIABILITY - OTHER | 141 / 359 | 746,669 * | \$906,557,622 | \$1,138,443,423 | \$772,998,199 |
| COMMERCIAL FIRE & ALLIED | 87 / 228 | 175,855 | \$311,948,922 | \$341,734,241 | \$277,749,419 |
| COMMERCIAL MULTIPLE PERIL | 99 / 259 | 303,281 | \$945,948,014 | \$1,014,401,118 | \$760,133,002 |
| PRIVATE PASSENGER AUTO | | | | | |
| VOLUNTARY (VOL) LIABILITY | 75 / 222 | 11,546,869 | \$5,150,284,593 | \$4,804,806,563 | \$3,513,076,553 |
| ASSIGNED RISK LIABILITY | 24 / 28 | 156,565 | \$26,503,566 | \$18,699,718 | \$20,206,344 |
| PHYSICAL DAMAGE | 75 / 218 | 8,499,983 | \$3,804,195,480 | \$3,548,989,839 | \$2,806,685,769 |
| TOTAL PPA | 79 / 227 | 20,203,417 ** | \$8,980,983,639 | \$8,372,496,120 | \$6,339,968,666 |
| HOMEOWNERS MULTIPLE PERIL | 66 / 131 | 3,935,897 | \$3,081,575,489 | \$2,909,959,667 | \$2,265,597,851 |
| WORKERS' COMPENSATION | | | | | |
| VOL PREMIUMS < \$5,000 | | 102,748 | \$180,932,722 | ** | ** |
| VOL PREMIUMS \$5,000 - \$100,000 | | 47,871 | \$891,683,117 | ** | ** |
| VOL PREMIUMS > \$100,000 | | 3,221 | \$980,144,831 | ** | ** |
| TOTAL VOLUNTARY | 107 / 270 | 153,840 | \$2,052,760,670 | \$2,012,027,468 | \$1,493,680,700 |
| RESIDUAL MARKET *** | 1 / 1 | 545 | \$17,063,620 | \$14,678,776 | \$34,959,410 |
| TOTAL WC | 107 / 270 | 154,385 | \$2,069,824,290 | \$2,026,706,244 | \$1,528,640,110 |
| BOILER & MACHINERY | 36 / 99 | 13,235 | \$34,964,978 | \$42,019,431 | \$35,068,940 |
| COMMERCIAL CRIME | 47 / 106 | 10,073 | \$10,442,682 | \$11,084,619 | \$1,040,462 |
| COMMERCIAL GLASS | 24 / 55 | 1,516 | \$511,959 | \$380,905 | \$288,701 |
| MEDICAL PROFESSIONAL LIABILITY | 38 / 65 | 46,032 | \$296,842,782 | \$302,085,536 | \$381,378,251 |
| MISC. PROFESSIONAL LIABILITY | 40 / 98 | 35,944 | \$139,983,265 | \$130,910,004 | \$81,017,082 |

* The General Electric Group wrote 99,256 small premium pre-paid legal policies that were excluded from the above table.

** Policies that included both Voluntary Liability and Physical Damage coverage reported a policy in each category.

** Companies were not required to report the Direct Losses Paid by policy size.

*** Policies reported in this category were written under the START program by the Texas Workers' Compensation Insurance Fund.

NUMBER OF GROUPS / COMPANIES WRITING POLICIES PER QUARTER

| Line of Business | First Quarter | | Second Quarter | | Third Quarter | | Fourth Quarter | |
|------------------------------|---------------|-----------|----------------|-----------|---------------|-----------|----------------|-----------|
| | 1999 | 2000 | 1999 | 2000 | 1999 | 2000 | 1999 | 2000 |
| Product Liability | 62 / 150 | 61 / 152 | 60 / 149 | 61 / 155 | 65 / 159 | 62 / 154 | 63 / 146 | 63 / 160 |
| General Liability | 135 / 313 | 128 / 302 | 137 / 312 | 130 / 313 | 134 / 310 | 124 / 311 | 134 / 291 | 126 / 312 |
| Commercial Fire & Allied | 86 / 190 | 72 / 176 | 90 / 197 | 73 / 184 | 83 / 193 | 75 / 189 | 78 / 178 | 75 / 192 |
| Commercial Multiple Peril | 98 / 238 | 88 / 225 | 97 / 238 | 89 / 231 | 98 / 238 | 93 / 236 | 100 / 234 | 90 / 235 |
| Private Passenger Auto | 78 / 202 | 71 / 211 | 76 / 207 | 74 / 209 | 78 / 212 | 76 / 209 | 78 / 211 | 76 / 209 |
| Homeowners Multiple Peril | 64 / 129 | 58 / 114 | 62 / 125 | 58 / 116 | 60 / 119 | 58 / 111 | 60 / 119 | 64 / 116 |
| Workers' Compensation | 94 / 239 | 94 / 250 | 100 / 241 | 97 / 248 | 99 / 241 | 97 / 247 | 100 / 243 | 96 / 247 |
| Boiler & Machinery | 34 / 76 | 32 / 71 | 32 / 69 | 31 / 76 | 34 / 70 | 31 / 75 | 34 / 76 | 33 / 77 |
| Commercial Crime | 41 / 70 | 35 / 66 | 39 / 68 | 37 / 70 | 42 / 68 | 37 / 73 | 40 / 71 | 40 / 78 |
| Commercial Glass | 22 / 32 | 22 / 37 | 24 / 35 | 18 / 29 | 22 / 35 | 20 / 38 | 22 / 39 | 19 / 34 |
| Medical Prof. Liability | 30 / 45 | 36 / 51 | 31 / 45 | 34 / 53 | 34 / 51 | 34 / 55 | 34 / 48 | 34 / 49 |
| Misc. Professional Liability | 31 / 66 | 36 / 73 | 33 / 68 | 38 / 81 | 35 / 71 | 36 / 77 | 38 / 74 | 35 / 72 |

Product Liability

There were 65 groups, 182 companies, that had direct written premium for Product Liability in the fourth quarter of 2000, as compared to 66 groups, 181 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRODUCT LIABILITY

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|----------------------------|--------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | St. Paul Group | 8.90% | \$1,638,675 | (36.59%) | \$7,216,765 | (7.91%) |
| 2 | Zurich American Insurance Group | 8.68% | \$1,934,957 | 6.05% | \$7,038,790 | (32.69%) |
| 3 | American Financial Insurance Group | 8.36% | \$1,790,236 | 100.71% | \$6,778,415 | 90.98% |
| 4 | Liberty Mutual Insurance Group | 7.39% | \$1,801,021 | 36.58% | \$5,991,815 | 14.32% |
| 5 | ACE USA | 6.92% | \$412,842 | (9.28%) | \$5,613,904 | 52.97% |
| 6 | Chubb & Son Inc. | 6.32% | \$1,372,913 | 17.94% | \$5,127,598 | 16.76% |
| 7 | National American Insurance Company | 5.86% | \$1,075,686 | 1.27% | \$4,749,102 | 40.28% |
| 8 | Fairfax Financial | 4.14% | \$716,465 | (12.40%) | \$3,355,470 | (16.67%) |
| 9 | Lumbermans Mutual Casualty Group | 3.69% | \$536,563 | (17.20%) | \$2,993,248 | 3.86% |
| 10 | Hartford Fire & Casualty Group | 3.68% | \$1,298,349 | 139.96% | \$2,988,381 | 24.33% |
| 11 | Allianz Insurance Group | 3.54% | \$943,959 | 318.06% | \$2,868,838 | 141.88% |
| 12 | Federated Mutual Group | 3.28% | \$609,013 | 42.20% | \$2,659,109 | 23.07% |
| 13 | Sentry Insurance Group | 2.65% | \$605,629 | 79.49% | \$2,149,561 | 17.78% |
| 14 | CNA Insurance Group | 2.45% | \$377,843 | 142.22% | \$1,983,310 | (10.49%) |
| 15 | United Fire & Casualty Group | 2.26% | \$376,304 | * | \$1,835,318 | 20.07% |
| 16 | Medmark Insurance Group | 2.04% | \$253,151 | 54.68% | \$1,657,122 | 54.90% |
| 17 | UNINTRIN Inc. | 2.01% | \$364,960 | 5.92% | \$1,628,252 | 8.39% |
| 18 | Winterthur U.S. Holding Group | 2.00% | \$100,437 | (54.61%) | \$1,619,409 | 4.11% |
| 19 | General Electric Group | 1.84% | \$0 | * | \$1,493,775 | * |
| 20 | Citigroup | 1.60% | \$270,135 | 225.65% | \$1,298,207 | 51.90% |
| 21 | Royal & Sun Alliance USA | 1.56% | \$300,875 | (41.67%) | \$1,262,132 | 182.92% |
| 22 | EMC Insurance Companies | 1.20% | \$286,680 | 58.46% | \$976,732 | 2.24% |
| 23 | Central Mutual Insurance Co. of Ohio | 1.10% | \$204,258 | 9.92% | \$890,887 | 17.83% |
| 24 | Commercial Union Insurance Co's. | 1.05% | \$87,780 | (68.95%) | \$851,417 | 37.13% |
| 25 | Dallas Fire Insurance Company | 1.04% | \$205,117 | 40.27% | \$839,503 | 6.52% |
| Top 25 Groups Total | | 93.54% | \$17,563,848 | 32.60% | \$75,867,060 | 16.17% |
| Total Market | | 100.00% | \$19,147,733 | 28.17% | \$81,102,312 | 18.48% |

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$19,560,413 | \$22,451,585 | \$7,609,800 |
| 1st qtr 1996 | \$22,937,729 | \$22,878,769 | \$12,219,407 |
| 2nd qtr 1996 | \$27,574,425 | \$28,758,460 | \$19,491,138 |
| 3rd qtr 1996 | \$19,424,296 | \$22,075,380 | \$14,044,152 |
| 4th qtr 1996 | \$19,414,599 | \$20,544,777 | \$26,084,042 |
| 1st qtr 1997 | \$24,110,801 | \$26,744,882 | \$21,241,495 |
| 2nd qtr 1997 | \$26,219,023 | \$24,735,908 | \$13,692,581 |
| 3rd qtr 1997 | \$24,250,597 | \$23,072,180 | \$13,786,634 |
| 4th qtr 1997 | \$28,665,155 | \$23,792,071 | \$25,384,125 |
| 1st qtr 1998 | \$30,305,951 | \$31,150,080 | \$12,516,980 |
| 2nd qtr 1998 | \$22,772,526 | \$24,229,677 | \$16,493,164 |
| 3rd qtr 1998 | \$18,370,183 | \$12,259,609 | \$29,891,014 |
| 4th qtr 1998 | \$17,829,084 | \$18,806,453 | \$24,506,989 |
| 1st qtr 1999 | \$19,542,821 | \$19,151,191 | \$16,999,724 |
| 2nd qtr 1999 | \$21,001,448 | \$18,282,562 | \$25,948,053 |
| 3rd qtr 1999 | \$17,001,577 | \$16,077,300 | \$17,020,093 |
| 4th qtr 1999 | \$16,676,696 | \$14,939,147 | \$42,175,911 |
| 1st qtr 2000 | \$21,631,763 | \$20,070,742 | \$29,175,725 |
| 2nd qtr 2000 | \$24,863,722 | \$22,270,834 | \$36,375,856 |
| 3rd qtr 2000 | \$23,008,942 | \$19,613,003 | \$17,808,941 |
| 4th qtr 2000 | \$22,090,031 | \$19,147,733 | \$22,275,731 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 65.9% |
| 1990 | 93.6% |
| 1991 | 83.2% |
| 1992 | 122.7% |
| 1993 | 164.5% |
| 1994 | 152.1% |
| 1995 | 113.4% |
| 1996 | 178.0% |
| 1997 | 60.4% |
| 1998 | 90.4% |
| 1999 | 68.3% |
| 2000 | 104.4% |

General Liability

There were 141 groups, 362 companies, that had direct written premium for General Liability in the fourth quarter of 2000, as compared to 138 groups, 345 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR GENERAL LIABILITY

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|-------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | American International Group | 26.80% | \$141,940,394 | 514.99% | \$305,091,669 | 42.59% |
| 2 | Zurich American Insurance Group | 6.93% | \$28,479,616 | 78.67% | \$78,849,489 | 15.64% |
| 3 | American Financial Insurance Group | 4.32% | \$18,303,816 | 47.45% | \$49,180,194 | 32.75% |
| 4 | Citigroup | 4.12% | \$12,890,680 | 48.56% | \$46,927,447 | (4.01%) |
| 5 | CNA Insurance Group | 3.95% | \$14,414,960 | (37.63%) | \$44,919,184 | (44.17%) |
| 6 | St. Paul Group | 3.33% | \$10,954,048 | 33.11% | \$37,872,206 | 21.39% |
| 7 | Liberty Mutual Insurance Group | 3.24% | \$13,460,202 | 31.16% | \$36,882,629 | 18.16% |
| 8 | Hartford Fire & Casualty Group | 3.22% | \$22,402,679 | 358.94% | \$36,614,454 | 101.10% |
| 9 | Royal & Sun Alliance USA | 2.72% | \$7,984,644 | 5.02% | \$30,948,066 | 19.68% |
| 10 | Allianz Insurance Group | 2.66% | \$7,335,554 | 49.29% | \$30,321,122 | 27.67% |
| 11 | Chubb & Son Inc. | 2.62% | \$7,420,124 | 29.32% | \$29,857,170 | 9.76% |
| 12 | ACE USA | 2.32% | \$5,484,310 | (61.06%) | \$26,451,603 | (21.95%) |
| 13 | Lumbermans Mutual Casualty Group | 2.29% | \$8,459,772 | (15.24%) | \$26,114,876 | 8.20% |
| 14 | State Farm Group | 2.02% | \$3,878,952 | (28.23%) | \$23,025,589 | 6.51% |
| 15 | Fairfax Financial | 1.74% | \$5,082,874 | (29.80%) | \$19,796,295 | 24.70% |
| 16 | UNITRIN Inc. | 1.69% | \$4,587,090 | (11.83%) | \$19,263,230 | (4.25%) |
| 17 | National American Insurance Company | 1.56% | \$3,999,194 | (7.26%) | \$17,723,329 | 26.53% |
| 18 | Commercial Union Insurance Co's. | 1.31% | \$4,357,088 | (4.24%) | \$14,956,286 | 19.58% |
| 19 | Texas Lawyers Insurance Exchange | 1.25% | \$2,687,515 | 0.22% | \$14,223,113 | (1.61%) |
| 20 | XL America | 1.16% | \$4,933,819 | * | \$13,155,880 | * |
| 21 | Winterthur U.S. Holding Group | 1.03% | \$3,565,159 | 6.44% | \$11,781,320 | 24.81% |
| 22 | Safeco Insurance Group | 1.01% | \$2,742,378 | 8.70% | \$11,459,968 | 6.40% |
| 23 | Houston Casualty Group | 0.94% | \$10,681,751 | * | \$10,681,751 | 145.56% |
| 24 | Old Republic Group | 0.92% | \$2,805,094 | 16.09% | \$10,519,533 | 5.43% |
| 25 | EMC Insurance Companies | 0.90% | \$2,658,065 | 18.73% | \$10,189,360 | 16.37% |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|----------------------|---------------|
| Top 25 Groups Total | 84.05% | \$351,509,778 | 86.15% | \$956,805,763 | 18.73% |
|----------------------------|---------------|----------------------|---------------|----------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|
| Total Market | 100.00% | \$387,502,809 | 64.84% | \$1,138,443,423 | 12.51% |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$222,334,436 | \$252,160,703 | \$219,597,885 |
| 1st qtr 1996 | \$200,489,979 | \$222,560,666 | \$128,506,977 |
| 2nd qtr 1996 | \$221,064,794 | \$241,831,779 | \$122,234,565 |
| 3rd qtr 1996 | \$209,186,262 | \$264,844,763 | \$278,472,876 |
| 4th qtr 1996 | \$210,026,932 | \$254,144,903 | \$173,801,943 |
| 1st qtr 1997 | \$170,973,798 | \$198,324,982 | \$148,062,249 |
| 2nd qtr 1997 | \$216,202,142 | \$195,305,092 | \$131,353,273 |
| 3rd qtr 1997 | \$249,568,281 | \$253,887,370 | \$166,148,627 |
| 4th qtr 1997 | \$239,217,274 | \$232,936,693 | \$154,278,350 |
| 1st qtr 1998 | \$210,915,913 | \$202,459,275 | \$144,243,276 |
| 2nd qtr 1998 | \$284,842,750 | \$270,114,359 | \$160,084,077 |
| 3rd qtr 1998 | \$242,297,791 | \$290,698,189 | \$169,439,120 |
| 4th qtr 1998 | \$218,876,381 | \$201,348,307 | \$168,009,779 |
| 1st qtr 1999 | \$198,897,883 | \$208,534,860 | \$186,662,320 |
| 2nd qtr 1999 | \$189,418,170 | \$241,953,257 | \$165,005,082 |
| 3rd qtr 1999 | \$198,994,737 | \$326,261,926 | \$204,622,227 |
| 4th qtr 1999 | \$302,336,709 | \$235,083,506 | \$195,064,133 |
| 1st qtr 2000 | \$197,334,268 | \$265,422,016 | \$149,145,225 |
| 2nd qtr 2000 | \$216,413,256 | \$232,385,329 | \$207,297,193 |
| 3rd qtr 2000 | \$236,405,175 | \$253,133,269 | \$139,279,215 |
| 4th qtr 2000 | \$256,404,923 | \$387,502,809 | \$277,276,566 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 77.6% |
| 1990 | 89.2% |
| 1991 | 91.3% |
| 1992 | 102.9% |
| 1993 | 102.8% |
| 1994 | 64.8% |
| 1995 | 96.7% |
| 1996 | 99.0% |
| 1997 | 51.8% |
| 1998 | 58.6% |
| 1999 | 63.8% |
| 2000 | 74.1% |

Commercial Fire & Allied

There were 81 groups, 220 companies, that had direct written premium for Commercial Fire & Allied in the fourth quarter of 2000, as compared to 80 groups, 207 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL FIRE & ALLIED

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|---------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Allendale Group | 13.81% | \$18,489,917 | 68.83% | \$47,204,717 | 52.65% |
| 2 | Citigroup | 13.27% | \$12,417,065 | 23.00% | \$45,337,824 | 14.50% |
| 3 | Allianz Insurance Group | 7.39% | \$7,022,118 | 21.50% | \$25,249,760 | 20.81% |
| 4 | Zurich American Insurance Group | 5.96% | \$4,633,251 | (28.63%) | \$20,380,986 | (10.53%) |
| 5 | Texas Windstorm Insurance Association | 5.25% | \$3,679,020 | (15.16%) | \$17,943,870 | 3.13% |
| 6 | St. Paul Group | 5.18% | \$6,943,527 | 166.06% | \$17,716,819 | 30.52% |
| 7 | UNITRIN Inc. | 5.14% | \$4,293,194 | 5.41% | \$17,575,524 | 4.60% |
| 8 | Royal & Sun Alliance USA | 4.05% | \$3,438,820 | (21.04%) | \$13,825,603 | 9.53% |
| 9 | CNA Insurance Group | 3.90% | \$3,308,271 | (7.63%) | \$13,337,673 | 6.58% |
| 10 | General Electric Group | 2.85% | \$9,086,059 | * | \$9,729,307 | * |
| 11 | Liberty Mutual Insurance Group | 2.42% | \$3,494,678 | 24.82% | \$8,259,748 | (4.52%) |
| 12 | American International Group | 2.34% | \$4,478,112 | 24.81% | \$8,008,457 | (11.02%) |
| 13 | United Fire & Casualty Group | 2.03% | \$1,933,491 | 768.24% | \$6,931,417 | 471.46% |
| 14 | Safeco Insurance Group | 2.00% | \$1,644,361 | (3.14%) | \$6,820,010 | (1.32%) |
| 15 | Federated Mutual Group | 1.77% | \$1,268,192 | 22.48% | \$6,063,432 | 34.81% |
| 16 | State Farm Group | 1.49% | \$1,238,704 | 9.06% | \$5,108,312 | 1.32% |
| 17 | Winterthur U.S. Holding Group | 1.39% | \$2,090,758 | 274.16% | \$4,763,872 | 46.59% |
| 18 | National American Insurance Company | 1.35% | \$840,692 | (35.11%) | \$4,625,785 | 30.08% |
| 19 | EMC Insurance Companies | 1.20% | \$986,758 | 12.29% | \$4,109,985 | 13.92% |
| 20 | Texas Farm Bureau Mutual | 1.14% | \$876,793 | (7.55%) | \$3,905,176 | (9.80%) |
| 21 | ACE USA | 1.13% | \$1,525,554 | 34.26% | \$3,874,006 | (5.48%) |
| 22 | American Financial Insurance Group | 1.11% | \$274,177 | (31.88%) | \$3,802,527 | 134.58% |
| 23 | Hartford Fire & Casualty Group | 1.03% | \$1,297,078 | 983.69% | \$3,509,296 | 117.51% |
| 24 | Sentry Insurance Group | 0.98% | \$831,124 | 26.49% | \$3,348,992 | 8.22% |
| 25 | Commercial Union Insurance Co's. | 0.97% | \$848,618 | (5.34%) | \$3,327,202 | (9.12%) |

| | | | | | |
|----------------------------|---------------|---------------------|---------------|----------------------|---------------|
| Top 25 Groups Total | 89.18% | \$96,940,332 | 39.73% | \$304,760,300 | 20.96% |
|----------------------------|---------------|---------------------|---------------|----------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|----------------------|---------------|
| Total Market | 100.00% | \$109,374,752 | 41.77% | \$341,738,683 | 14.54% |
|---------------------|----------------|----------------------|---------------|----------------------|---------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$79,027,494 | \$91,913,918 | \$88,563,479 |
| 1st qtr 1996 | \$69,705,990 | \$71,176,002 | \$53,392,028 |
| 2nd qtr 1996 | \$82,622,348 | \$84,722,614 | \$47,910,206 |
| 3rd qtr 1996 | \$78,756,443 | \$89,232,789 | \$54,245,819 |
| 4th qtr 1996 | \$79,498,023 | \$84,401,758 | \$54,816,796 |
| 1st qtr 1997 | \$67,972,488 | \$66,968,427 | \$41,973,100 |
| 2nd qtr 1997 | \$94,878,881 | \$84,964,287 | \$44,346,429 |
| 3rd qtr 1997 | \$93,203,794 | \$82,379,493 | \$38,505,580 |
| 4th qtr 1997 | \$107,617,754 | \$91,328,917 | \$38,357,499 |
| 1st qtr 1998 | \$68,907,273 | \$66,601,703 | \$35,359,774 |
| 2nd qtr 1998 | \$74,389,829 | \$76,974,177 | \$49,081,540 |
| 3rd qtr 1998 | \$77,094,976 | \$79,063,229 | \$42,188,779 |
| 4th qtr 1998 | \$70,381,513 | \$67,742,113 | \$39,909,630 |
| 1st qtr 1999 | \$71,320,972 | \$68,350,829 | \$33,802,576 |
| 2nd qtr 1999 | \$77,274,152 | \$78,487,919 | \$39,140,917 |
| 3rd qtr 1999 | \$70,060,718 | \$74,379,518 | \$54,354,899 |
| 4th qtr 1999 | \$73,126,681 | \$77,149,382 | \$82,832,214 |
| 1st qtr 2000 | \$60,367,305 | \$65,714,031 | \$30,457,236 |
| 2nd qtr 2000 | \$72,570,831 | \$81,310,228 | \$73,567,014 |
| 3rd qtr 2000 | \$80,793,532 | \$85,335,230 | \$59,766,813 |
| 4th qtr 2000 | \$98,217,254 | \$109,374,752 | \$113,958,356 |

EARNED TO INCURRED LOSS RATIO BY YEAR

**Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium
(includes personal Fire & Allied lines)**

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 130.7% |
| 1990 | 106.1% |
| 1991 | 67.1% |
| 1992 | 84.3% |
| 1993 | 58.4% |
| 1994 | 69.6% |
| 1995 | 97.1% |
| 1996 | 49.9% |
| 1997 | 38.3% |
| 1998 | 57.4% |
| 1999 | 53.1% |
| 2000 | 81.9% |

Commercial Multiple Peril

There were 97 groups, 261 companies, that had direct written premium for Commercial Multiple Peril in the fourth quarter of 2000, as compared to 97 groups, 259 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL MULTIPLE PERIL

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|--------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Zurich American Insurance Group | 11.58% | \$31,487,393 | 54.33% | \$117,490,303 | 52.80% |
| 2 | Citigroup | 10.83% | \$28,769,616 | 7.11% | \$109,827,969 | 11.09% |
| 3 | CNA Insurance Group | 9.13% | \$24,523,596 | 7.52% | \$92,588,361 | (4.64%) |
| 4 | Commercial Union Insurance Co's. | 7.00% | \$17,553,696 | (9.34%) | \$71,004,231 | 5.56% |
| 5 | Hartford Fire & Casualty Group | 6.17% | \$15,719,332 | 2.54% | \$62,614,214 | 19.66% |
| 6 | State Farm Group | 4.78% | \$9,768,202 | (27.94%) | \$48,490,309 | (12.69%) |
| 7 | Safeco Insurance Group | 4.20% | \$10,603,549 | 2.72% | \$42,645,377 | 9.50% |
| 8 | Chubb & Son Inc. | 3.59% | \$10,765,374 | 39.00% | \$36,425,787 | 21.69% |
| 9 | Allianz Insurance Group | 3.14% | \$12,820,900 | 35.64% | \$31,826,501 | 2.11% |
| 10 | Lumbermans Mutual Casualty Group | 2.56% | \$7,003,142 | (13.47%) | \$26,006,317 | (17.70%) |
| 11 | Allstate Insurance Group | 2.01% | \$5,134,846 | 5.86% | \$20,351,346 | 10.46% |
| 12 | Fairfax Financial | 1.96% | \$4,510,461 | 19.71% | \$19,920,109 | 1.36% |
| 13 | Liberty Mutual Insurance Group | 1.89% | \$7,426,358 | 103.99% | \$19,184,360 | 11.98% |
| 14 | Winterthur U.S. Holding Group | 1.81% | \$6,103,732 | 82.50% | \$18,344,110 | 68.16% |
| 15 | Church Mutual Insurance Company | 1.78% | \$4,025,170 | 0.23% | \$18,091,294 | 2.01% |
| 16 | Old Republic Group | 1.74% | \$4,837,816 | 18.56% | \$17,643,712 | 13.58% |
| 17 | St. Paul Group | 1.63% | \$5,840,833 | 31.27% | \$16,537,244 | 40.78% |
| 18 | Guidant Insurance Group | 1.62% | \$4,440,404 | 17.86% | \$16,415,560 | 23.18% |
| 19 | W. R. Berkley Corporation | 1.55% | \$3,582,482 | 0.78% | \$15,684,755 | 9.98% |
| 20 | Royal & Sun Alliance USA | 1.51% | \$4,904,093 | (17.97%) | \$15,319,989 | (22.59%) |
| 21 | General Electric Group | 1.41% | \$5,150,895 | 48.15% | \$14,343,034 | 53.40% |
| 22 | Ohio Casualty Group | 1.41% | \$4,009,878 | 31.85% | \$14,265,661 | 14.99% |
| 23 | Utica National Insurance Group | 1.21% | \$2,237,185 | (32.78%) | \$12,250,915 | (3.66%) |
| 24 | Atlantic Companies | 1.16% | \$3,820,494 | 41.03% | \$11,810,039 | 24.04% |
| 25 | Central Mutual Insurance Co. of Ohio | 1.14% | \$2,919,270 | 13.38% | \$11,590,815 | 16.75% |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|----------------------|---------------|
| Top 25 Groups Total | 86.82% | \$237,958,717 | 13.04% | \$880,672,312 | 11.19% |
|----------------------------|---------------|----------------------|---------------|----------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|--------------|
| Total Market | 100.00% | \$269,673,326 | 11.82% | \$1,014,401,118 | 9.71% |
|---------------------|----------------|----------------------|---------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$222,621,890 | \$205,094,011 | \$157,508,677 |
| 1st qtr 1996 | \$204,491,933 | \$216,580,221 | \$139,187,222 |
| 2nd qtr 1996 | \$224,998,043 | \$234,684,985 | \$148,362,523 |
| 3rd qtr 1996 | \$219,366,065 | \$237,222,314 | \$164,569,429 |
| 4th qtr 1996 | \$223,598,956 | \$241,571,163 | \$149,166,884 |
| 1st qtr 1997 | \$214,127,261 | \$223,686,375 | \$106,833,793 |
| 2nd qtr 1997 | \$244,652,674 | \$240,735,128 | \$122,586,328 |
| 3rd qtr 1997 | \$248,380,424 | \$217,959,546 | \$118,272,489 |
| 4th qtr 1997 | \$264,003,023 | \$227,796,168 | \$122,000,210 |
| 1st qtr 1998 | \$222,600,898 | \$231,461,613 | \$118,739,450 |
| 2nd qtr 1998 | \$223,828,260 | \$239,364,858 | \$137,485,345 |
| 3rd qtr 1998 | \$222,287,379 | \$233,466,396 | \$127,403,913 |
| 4th qtr 1998 | \$222,420,875 | \$235,980,204 | \$125,083,469 |
| 1st qtr 1999 | \$215,552,459 | \$229,247,463 | \$118,479,566 |
| 2nd qtr 1999 | \$216,168,054 | \$227,464,958 | \$169,300,495 |
| 3rd qtr 1999 | \$218,128,260 | \$226,721,250 | \$147,914,389 |
| 4th qtr 1999 | \$223,556,331 | \$241,176,043 | \$147,201,261 |
| 1st qtr 2000 | \$221,592,156 | \$238,433,655 | \$141,927,253 |
| 2nd qtr 2000 | \$234,589,678 | \$239,433,911 | \$214,383,257 |
| 3rd qtr 2000 | \$231,760,927 | \$266,860,226 | \$201,776,374 |
| 4th qtr 2000 | \$258,005,253 | \$269,673,326 | \$202,046,118 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 100.1% |
| 1990 | 81.1% |
| 1991 | 75.3% |
| 1992 | 88.4% |
| 1993 | 77.8% |
| 1994 | 61.8% |
| 1995 | 97.5% |
| 1996 | 59.0% |
| 1997 | 54.1% |
| 1998 | 51.2% |
| 1999 | 67.1% |
| 2000 | 89.8% |

Private Passenger Auto (All Companies, All Coverages)

There were 76 groups, 225 companies, that had direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 75 groups, 228 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|---------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 22.58% | \$378,047,909 | (24.08%) | \$1,890,682,055 | (5.40%) |
| 2 | Allstate Insurance Group | 16.71% | \$350,096,986 | 8.77% | \$1,398,757,809 | 7.29% |
| 3 | Zurich American Insurance Group | 12.96% | \$265,987,558 | 3.70% | \$1,085,330,647 | 0.45% |
| 4 | USAA Group | 6.19% | \$128,808,945 | 11.15% | \$518,558,095 | 6.52% |
| 5 | Progressive Group | 5.67% | \$105,228,006 | (8.68%) | \$474,750,301 | (6.44%) |
| 6 | Berkshire-Hathaway (GEICO) | 3.73% | \$77,910,789 | 19.30% | \$312,145,646 | 20.98% |
| 7 | Nationwide Corporation | 3.71% | \$74,039,516 | 15.22% | \$310,252,277 | 20.46% |
| 8 | Texas State National Group | 2.84% | \$33,032,760 | (50.32%) | \$237,833,274 | (20.05%) |
| 9 | Home State County Mutual Ins. Co. | 2.56% | \$48,857,200 | 5.63% | \$214,305,684 | 0.24% |
| 10 | Southern Farm Bureau Casualty | 2.53% | \$53,411,735 | 3.82% | \$211,779,809 | 0.19% |
| 11 | Old American Co. Mutual Fire Ins. Co. | 1.74% | \$36,974,051 | 33.21% | \$145,567,755 | 7.70% |
| 12 | UNITRIN Inc. | 1.69% | \$38,526,267 | 52.69% | \$141,264,427 | 19.24% |
| 13 | Citigroup | 1.65% | \$32,836,720 | 2.86% | \$137,826,639 | 3.03% |
| 14 | Titus Group | 1.39% | \$15,223,754 | (56.47%) | \$116,419,070 | (12.65%) |
| 15 | Safeco Insurance Group | 1.30% | \$25,744,840 | (3.92%) | \$108,818,729 | (3.15%) |
| 16 | Hartford Fire & Casualty Group | 0.98% | \$20,227,911 | 8.64% | \$82,063,888 | 13.30% |
| 17 | Liberty Mutual Insurance Group | 0.79% | \$15,428,876 | 2.31% | \$66,359,385 | 5.89% |
| 18 | CNA Insurance Group | 0.74% | \$14,008,634 | 7.41% | \$61,807,915 | 0.69% |
| 19 | Sentry Insurance Group | 0.72% | \$13,834,723 | 3.03% | \$60,147,284 | (4.49%) |
| 20 | Winterthur U.S. Holding Group | 0.70% | \$13,164,926 | 4.29% | \$58,304,988 | 18.06% |
| 21 | Fairfax Financial | 0.55% | \$9,545,834 | 880.94% | \$46,275,831 | * |
| 22 | American National Financial Group | 0.55% | \$10,905,390 | 16.29% | \$45,934,117 | 14.09% |
| 23 | American Financial Insurance Group | 0.52% | \$7,575,188 | (17.62%) | \$43,266,837 | 1.38% |
| 24 | Metropolitan Group | 0.48% | \$10,404,406 | 25.79% | \$40,039,847 | 21.41% |
| 25 | Prudential of America Group | 0.46% | \$10,372,657 | 40.83% | \$38,162,163 | 24.54% |

| | | | | | |
|----------------------------|---------------|------------------------|----------------|------------------------|--------------|
| Top 25 Groups Total | 93.72% | \$1,790,195,581 | (3.54%) | \$7,846,654,472 | 1.81% |
|----------------------------|---------------|------------------------|----------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|------------------------|----------------|------------------------|--------------|
| Total Market | 100.00% | \$1,926,579,984 | (2.91%) | \$8,372,496,120 | 1.39% |
|---------------------|----------------|------------------------|----------------|------------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$1,995,177,681 | \$1,829,547,520 | \$1,262,790,164 |
| 1st qtr 1996 | \$2,159,009,100 | \$1,988,391,676 | \$1,216,101,135 |
| 2nd qtr 1996 | \$2,102,208,805 | \$1,959,926,690 | \$1,277,540,110 |
| 3rd qtr 1996 | \$2,175,273,732 | \$1,998,392,730 | \$1,242,758,476 |
| 4th qtr 1996 | \$2,171,800,420 | \$1,988,099,964 | \$1,357,470,066 |
| 1st qtr 1997 | \$2,320,472,483 | \$2,143,815,272 | \$1,228,828,688 |
| 2nd qtr 1997 | \$2,225,618,471 | \$2,056,440,290 | \$1,277,845,763 |
| 3rd qtr 1997 | \$2,311,406,256 | \$2,118,990,242 | \$1,266,342,373 |
| 4th qtr 1997 | \$2,216,786,301 | \$1,968,187,976 | \$1,234,058,511 |
| 1st qtr 1998 | \$2,367,289,515 | \$2,213,506,518 | \$1,278,521,972 |
| 2nd qtr 1998 | \$2,180,640,043 | \$2,019,446,805 | \$1,275,568,012 |
| 3rd qtr 1998 | \$2,318,019,920 | \$2,124,228,337 | \$1,273,942,149 |
| 4th qtr 1998 | \$2,151,157,497 | \$1,983,338,736 | \$1,389,965,891 |
| 1st qtr 1999 | \$2,320,518,475 | \$2,136,424,353 | \$1,327,541,349 |
| 2nd qtr 1999 | \$2,188,958,364 | \$2,028,787,943 | \$1,436,070,422 |
| 3rd qtr 1999 | \$2,310,778,314 | \$2,108,258,416 | \$1,406,017,588 |
| 4th qtr 1999 | \$2,182,308,863 | \$1,984,324,294 | \$1,440,876,134 |
| 1st qtr 2000 | \$2,287,114,585 | \$2,161,022,529 | \$1,516,565,809 |
| 2nd qtr 2000 | \$2,214,040,576 | \$2,067,800,565 | \$1,727,433,045 |
| 3rd qtr 2000 | \$2,346,352,009 | \$2,217,093,042 | \$1,446,692,136 |
| 4th qtr 2000 | \$2,133,476,469 | \$1,926,579,984 | \$1,649,277,676 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 81.1% |
| 1990 | 82.4% |
| 1991 | 74.8% |
| 1992 | 72.8% |
| 1993 | 70.0% |
| 1994 | 70.9% |
| 1995 | 72.3% |
| 1996 | 62.9% |
| 1997 | 58.7% |
| 1998 | 60.8% |
| 1999 | 66.6% |
| 2000 | 74.9% |

Private Passenger Auto (All Rate-Regulated Companies)

There were 69 groups, 202 rate-regulated companies, that had direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 68 groups, 205 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|-----------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 29.87% | \$369,933,589 | (24.10%) | \$1,850,411,329 | (5.34%) |
| 2 | Allstate Insurance Group | 17.69% | \$283,434,322 | 15.53% | \$1,096,000,725 | 12.52% |
| 3 | Zurich American Insurance Group | 15.73% | \$231,748,973 | (2.78%) | \$974,418,265 | (2.70%) |
| 4 | USAA Group | 7.50% | \$115,056,331 | 11.09% | \$464,711,468 | 7.65% |
| 5 | Berkshire-Hathaway (GEICO) | 5.04% | \$77,910,789 | 19.30% | \$312,145,646 | 20.98% |
| 6 | Nationwide Corporation | 3.35% | \$53,017,046 | 16.01% | \$207,726,506 | 10.53% |
| 7 | Southern Farm Bureau Casualty | 3.29% | \$51,603,489 | 5.19% | \$203,841,063 | 1.49% |
| 8 | Citigroup | 2.22% | \$32,836,720 | 2.86% | \$137,826,639 | 3.03% |
| 9 | Safeco Insurance Group | 1.76% | \$25,744,840 | (3.92%) | \$108,818,729 | (3.15%) |
| 10 | Hartford Fire & Casualty Group | 1.32% | \$20,227,911 | 8.64% | \$82,063,888 | 13.30% |
| 11 | UNITRIN Inc. | 1.18% | \$17,943,491 | 4.64% | \$73,116,896 | 1.08% |
| 12 | Liberty Mutual Insurance Group | 1.07% | \$15,428,876 | 2.31% | \$66,359,385 | 5.89% |
| 13 | CNA Insurance Group | 1.00% | \$14,008,634 | 7.41% | \$61,807,915 | 0.69% |
| 14 | Metropolitan Group | 0.65% | \$10,404,406 | 25.79% | \$40,039,847 | 21.41% |
| 15 | Prudential of America Group | 0.62% | \$10,372,657 | 40.83% | \$38,162,163 | 24.54% |
| 16 | American National Financial Group | 0.60% | \$8,727,151 | 10.29% | \$36,934,799 | 9.17% |
| 17 | Germania Insurance Group | 0.59% | \$9,452,350 | 15.76% | \$36,788,679 | 10.64% |
| 18 | Amica Mutual Group | 0.55% | \$7,600,118 | (1.86%) | \$33,970,683 | (0.05%) |
| 19 | Texas Farm Bureau Mutual | 0.49% | \$7,477,112 | (1.71%) | \$30,456,731 | (7.45%) |
| 20 | American International Group | 0.46% | \$6,679,662 | 92.30% | \$28,390,227 | 39.39% |
| 21 | Ag Workers Ins Grp | 0.44% | \$6,319,887 | 4.42% | \$27,218,255 | 2.99% |
| 22 | Beacon Insurance Group | 0.41% | \$6,181,100 | 18.28% | \$25,627,555 | 14.91% |
| 23 | Chubb & Son Inc. | 0.37% | \$6,367,049 | 34.94% | \$23,070,197 | 23.34% |
| 24 | Lumbermans Mutual Casualty Group | 0.35% | \$5,492,653 | 4.02% | \$21,843,031 | 3.98% |
| 25 | Horace Mann Group | 0.35% | \$5,049,353 | (10.75%) | \$21,558,298 | (10.21%) |

| | | | | | |
|----------------------------|---------------|------------------------|----------------|------------------------|--------------|
| Top 25 Groups Total | 96.89% | \$1,399,018,509 | (2.50%) | \$6,003,308,919 | 2.55% |
|----------------------------|---------------|------------------------|----------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|------------------------|----------------|------------------------|--------------|
| Total Market | 100.00% | \$1,442,640,173 | (2.51%) | \$6,195,688,633 | 2.53% |
|---------------------|----------------|------------------------|----------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$1,510,641,621 | \$1,424,047,686 | \$997,305,435 |
| 1st qtr 1996 | \$1,593,598,399 | \$1,495,566,614 | \$948,404,098 |
| 2nd qtr 1996 | \$1,519,968,128 | \$1,435,811,542 | \$988,591,314 |
| 3rd qtr 1996 | \$1,542,622,784 | \$1,435,090,680 | \$940,246,766 |
| 4th qtr 1996 | \$1,536,582,495 | \$1,434,728,468 | \$1,035,748,512 |
| 1st qtr 1997 | \$1,607,138,755 | \$1,520,439,964 | \$905,825,081 |
| 2nd qtr 1997 | \$1,521,416,968 | \$1,443,576,180 | \$924,094,108 |
| 3rd qtr 1997 | \$1,574,395,365 | \$1,486,649,228 | \$918,988,749 |
| 4th qtr 1997 | \$1,512,331,077 | \$1,415,163,554 | \$901,766,944 |
| 1st qtr 1998 | \$1,634,669,231 | \$1,557,486,104 | \$920,931,252 |
| 2nd qtr 1998 | \$1,505,509,505 | \$1,438,660,117 | \$923,619,770 |
| 3rd qtr 1998 | \$1,622,657,907 | \$1,537,472,267 | \$924,818,298 |
| 4th qtr 1998 | \$1,535,905,483 | \$1,452,500,112 | \$1,021,333,168 |
| 1st qtr 1999 | \$1,611,517,598 | \$1,531,201,343 | \$986,662,418 |
| 2nd qtr 1999 | \$1,549,030,969 | \$1,465,668,093 | \$1,058,267,920 |
| 3rd qtr 1999 | \$1,654,500,947 | \$1,566,084,096 | \$1,028,004,498 |
| 4th qtr 1999 | \$1,582,229,889 | \$1,479,746,240 | \$1,067,991,532 |
| 1st qtr 2000 | \$1,647,551,794 | \$1,573,620,775 | \$1,145,517,607 |
| 2nd qtr 2000 | \$1,593,613,164 | \$1,524,585,720 | \$1,298,712,750 |
| 3rd qtr 2000 | \$1,724,969,778 | \$1,654,841,965 | \$1,058,585,157 |
| 4th qtr 2000 | \$1,556,526,868 | \$1,442,640,173 | \$1,260,189,254 |

Private Passenger Auto (All Non-Rate-Regulated Companies)

There were 22 groups, 23 non-rate-regulated (County Mutual) companies, that had direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 22 groups, 23 companies, in the fourth quarter of 1999.

The table below represents the top groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------------------|---------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Progressive Group | 21.81% | \$105,228,006 | (8.68%) | \$474,750,301 | (6.44%) |
| 2 | Allstate Insurance Group | 13.91% | \$66,662,664 | (12.89%) | \$302,757,084 | (8.16%) |
| 3 | Texas State National Group | 10.93% | \$33,032,760 | (50.32%) | \$237,833,274 | (20.05%) |
| 4 | Home State County Mutual Ins. Co. | 9.84% | \$48,857,200 | 5.63% | \$214,305,684 | 0.24% |
| 5 | Old American Co. Mutual Fire Ins. Co. | 6.69% | \$36,974,051 | 33.21% | \$145,567,755 | 7.70% |
| 6 | Titus Group | 5.35% | \$15,223,754 | (56.47%) | \$116,419,070 | (12.65%) |
| 7 | Zurich American Insurance Group | 5.10% | \$34,238,585 | 88.86% | \$110,912,382 | 40.34% |
| 8 | Nationwide Corporation | 4.71% | \$21,022,470 | 13.26% | \$102,525,771 | 47.25% |
| 9 | UNTRIN Inc. | 3.13% | \$20,582,776 | 154.61% | \$68,147,531 | 47.72% |
| 10 | Sentry Insurance Group | 2.66% | \$13,282,976 | 3.53% | \$57,823,404 | (4.07%) |
| 11 | Winterthur U.S. Holding Group | 2.53% | \$13,190,695 | 60.41% | \$55,040,413 | 80.37% |
| 12 | USAA Group | 2.47% | \$13,752,614 | 11.64% | \$53,846,627 | (2.35%) |
| 13 | Fairfax Financial | 2.12% | \$9,492,244 | 929.64% | \$46,179,001 | 1301.56% |
| 14 | State Farm Group | 1.85% | \$8,114,320 | (23.04%) | \$40,270,726 | (8.38%) |
| 15 | Safeway Insurance Group | 1.54% | \$10,392,084 | 62.61% | \$33,620,328 | 38.31% |
| 16 | American Financial Insurance Group | 1.35% | \$6,182,966 | (8.34%) | \$29,356,058 | (11.94%) |
| 17 | Allianz Insurance Group | 1.26% | \$17,426,359 | 429.37% | \$27,411,175 | 34.61% |
| 18 | General Agents Group | 0.93% | \$3,109,299 | (65.56%) | \$20,341,873 | (51.48%) |
| 19 | Mercury General Group | 0.57% | \$862,245 | (94.41%) | \$12,332,819 | (79.15%) |
| 20 | Royal & Sun Alliance USA | 0.48% | \$2,325,258 | (22.99%) | \$10,428,147 | (26.92%) |
| 21 | American National Financial Group | 0.41% | \$2,178,239 | 48.69% | \$8,999,318 | 40.00% |
| 22 | Southern Farm Bureau Casualty | 0.36% | \$1,808,246 | (24.34%) | \$7,938,746 | (24.59%) |
| Top Groups Total | | 100.00% | \$483,939,811 | (4.09%) | \$2,176,807,487 | (1.73%) |
| Total Market | | 100.00% | \$483,939,811 | (4.09%) | \$2,176,807,487 | (1.73%) |

Note: A list of groups and corresponding County Mutual Companies can be found on page 61 of this report.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$484,536,060 | \$405,499,834 | \$265,484,729 |
| 1st qtr 1996 | \$565,410,701 | \$492,825,062 | \$267,697,037 |
| 2nd qtr 1996 | \$582,240,677 | \$524,115,148 | \$288,948,796 |
| 3rd qtr 1996 | \$632,650,948 | \$563,302,050 | \$302,511,710 |
| 4th qtr 1996 | \$635,217,925 | \$553,371,496 | \$321,721,554 |
| 1st qtr 1997 | \$713,333,728 | \$623,375,308 | \$323,003,607 |
| 2nd qtr 1997 | \$704,201,503 | \$612,864,110 | \$353,751,655 |
| 3rd qtr 1997 | \$737,010,891 | \$632,341,014 | \$347,353,624 |
| 4th qtr 1997 | \$704,455,224 | \$553,024,422 | \$332,291,567 |
| 1st qtr 1998 | \$732,620,284 | \$656,020,414 | \$357,590,720 |
| 2nd qtr 1998 | \$675,130,538 | \$580,786,688 | \$351,948,242 |
| 3rd qtr 1998 | \$695,362,013 | \$586,756,070 | \$349,123,851 |
| 4th qtr 1998 | \$615,252,014 | \$530,838,624 | \$368,632,723 |
| 1st qtr 1999 | \$709,000,877 | \$605,223,010 | \$340,878,931 |
| 2nd qtr 1999 | \$639,927,395 | \$563,119,850 | \$377,802,502 |
| 3rd qtr 1999 | \$656,277,367 | \$542,174,320 | \$378,013,090 |
| 4th qtr 1999 | \$600,078,974 | \$504,578,054 | \$372,884,602 |
| 1st qtr 2000 | \$639,562,791 | \$587,401,754 | \$371,048,202 |
| 2nd qtr 2000 | \$620,427,412 | \$543,214,845 | \$428,720,295 |
| 3rd qtr 2000 | \$621,382,231 | \$562,251,077 | \$388,106,979 |
| 4th qtr 2000 | \$576,949,601 | \$483,939,811 | \$389,088,422 |

Private Passenger Auto (All Voluntary Liability)

There were 72 groups, 219 companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 75 groups, 222 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|---------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 22.26% | \$212,570,058 | (25.66%) | \$1,069,356,613 | (8.92%) |
| 2 | Allstate Insurance Group | 16.60% | \$199,053,209 | 7.55% | \$797,657,358 | 3.41% |
| 3 | Zurich American Insurance Group | 13.21% | \$155,191,707 | 2.59% | \$634,851,820 | (2.81%) |
| 4 | USAA Group | 5.85% | \$70,834,814 | 11.93% | \$281,215,531 | 2.79% |
| 5 | Progressive Group | 5.47% | \$58,069,479 | (8.43%) | \$262,611,299 | (6.72%) |
| 6 | Berkshire-Hathaway (GEICO) | 3.76% | \$45,335,036 | 21.63% | \$180,730,034 | 19.53% |
| 7 | Nationwide Corporation | 4.09% | \$38,909,020 | (9.26%) | \$196,719,348 | 17.56% |
| 8 | Texas State National Group | 3.00% | \$21,016,756 | (49.53%) | \$144,198,450 | (19.17%) |
| 9 | Home State County Mutual Ins. Co. | 2.81% | \$30,906,848 | 2.74% | \$134,798,867 | (5.44%) |
| 10 | Southern Farm Bureau Casualty | 2.45% | \$29,397,452 | 0.85% | \$117,668,190 | (3.99%) |
| 11 | Old American Co. Mutual Fire Ins. Co. | 1.70% | \$21,391,530 | 46.85% | \$81,914,203 | 13.78% |
| 12 | UNITRIN Inc. | 1.71% | \$22,105,540 | 46.22% | \$82,229,650 | 12.48% |
| 13 | Citigroup | 1.65% | \$18,704,457 | 0.04% | \$79,288,815 | (1.91%) |
| 14 | Titus Group | 1.11% | \$3,891,178 | (74.79%) | \$53,324,970 | (11.71%) |
| 15 | Safeco Insurance Group | 1.25% | \$14,114,694 | (5.28%) | \$60,041,256 | (6.95%) |
| 16 | Hartford Fire & Casualty Group | 1.02% | \$12,017,261 | 5.81% | \$49,228,121 | 8.57% |
| 17 | Liberty Mutual Insurance Group | 0.76% | \$8,427,954 | 0.74% | \$36,433,896 | 0.81% |
| 18 | CNA Insurance Group | 0.73% | \$7,832,710 | 4.69% | \$35,053,839 | (3.83%) |
| 19 | Sentry Insurance Group | 0.79% | \$8,877,800 | (1.24%) | \$37,863,761 | (11.14%) |
| 20 | Winterthur U.S. Holding Group | 0.68% | \$7,119,986 | (0.66%) | \$32,811,451 | 19.36% |
| 21 | Fairfax Financial | 0.60% | \$5,897,845 | 666.63% | \$28,651,867 | 944.23% |
| 22 | American National Financial Group | 0.55% | \$6,261,160 | 15.99% | \$26,198,280 | 9.94% |
| 23 | American Financial Insurance Group | 0.54% | \$4,376,682 | (19.38%) | \$25,933,327 | 0.48% |
| 24 | Metropolitan Group | 0.48% | \$5,986,497 | 24.06% | \$23,151,452 | 16.31% |
| 25 | Prudential of America Group | 0.49% | \$6,324,952 | 36.04% | \$23,634,907 | 18.94% |

| | | | | | |
|----------------------------|---------------|------------------------|----------------|------------------------|----------------|
| Top 25 Groups Total | 93.56% | \$1,014,614,625 | (5.46%) | \$4,495,567,305 | (1.13%) |
|----------------------------|---------------|------------------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|------------------------|----------------|------------------------|----------------|
| Total Market | 100.00% | \$1,093,856,843 | (4.92%) | \$4,804,806,563 | (1.64%) |
|---------------------|----------------|------------------------|----------------|------------------------|----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$1,313,885,160 | \$1,209,226,907 | \$755,036,499 |
| 1st qtr 1996 | \$1,420,233,554 | \$1,308,304,593 | \$720,860,232 |
| 2nd qtr 1996 | \$1,370,514,207 | \$1,275,270,164 | \$720,987,502 |
| 3rd qtr 1996 | \$1,441,420,117 | \$1,321,903,123 | \$740,095,071 |
| 4th qtr 1996 | \$1,463,812,052 | \$1,343,070,555 | \$828,019,416 |
| 1st qtr 1997 | \$1,563,969,002 | \$1,439,893,352 | \$737,672,033 |
| 2nd qtr 1997 | \$1,488,006,852 | \$1,368,906,369 | \$763,680,249 |
| 3rd qtr 1997 | \$1,520,842,608 | \$1,390,873,699 | \$773,454,184 |
| 4th qtr 1997 | \$1,476,266,002 | \$1,305,940,027 | \$776,051,574 |
| 1st qtr 1998 | \$1,555,172,996 | \$1,447,564,923 | \$772,358,975 |
| 2nd qtr 1998 | \$1,382,075,917 | \$1,270,949,424 | \$764,262,073 |
| 3rd qtr 1998 | \$1,447,147,521 | \$1,318,618,910 | \$764,520,919 |
| 4th qtr 1998 | \$1,330,046,794 | \$1,221,483,877 | \$812,576,838 |
| 1st qtr 1999 | \$1,441,718,954 | \$1,318,619,390 | \$785,832,104 |
| 2nd qtr 1999 | \$1,305,348,332 | \$1,200,611,616 | \$810,887,691 |
| 3rd qtr 1999 | \$1,338,375,394 | \$1,215,078,834 | \$831,240,896 |
| 4th qtr 1999 | \$1,272,444,029 | \$1,150,496,913 | \$863,590,455 |
| 1st qtr 2000 | \$1,326,706,485 | \$1,252,524,313 | \$873,001,219 |
| 2nd qtr 2000 | \$1,269,992,298 | \$1,185,965,899 | \$844,730,507 |
| 3rd qtr 2000 | \$1,342,229,296 | \$1,272,459,508 | \$836,868,067 |
| 4th qtr 2000 | \$1,211,356,514 | \$1,093,856,843 | \$958,476,760 |

Private Passenger Auto (Voluntary Liability Rate-Regulated Companies)

There were 65 groups, 196 rate-regulated companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 64 groups, 199 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|-----------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 29.57% | \$207,681,050 | (25.70%) | \$1,045,022,971 | (8.88%) |
| 2 | Allstate Insurance Group | 17.70% | \$161,651,539 | 14.49% | \$625,377,782 | 8.09% |
| 3 | Zurich American Insurance Group | 16.04% | \$134,603,241 | (3.49%) | \$566,850,648 | (5.61%) |
| 4 | USAA Group | 7.01% | \$62,610,692 | 12.85% | \$247,762,838 | 3.93% |
| 5 | Berkshire-Hathaway (GEICO) | 5.11% | \$45,335,036 | 21.63% | \$180,730,034 | 19.53% |
| 6 | Nationwide Corporation | 3.72% | \$33,206,162 | 12.76% | \$131,373,705 | 7.28% |
| 7 | Southern Farm Bureau Casualty | 3.21% | \$28,411,170 | 2.18% | \$113,315,404 | (2.65%) |
| 8 | Citigroup | 2.24% | \$18,704,457 | 0.04% | \$79,288,815 | (1.91%) |
| 9 | Safeco Insurance Group | 1.70% | \$14,114,694 | (5.28%) | \$60,041,256 | (6.95%) |
| 10 | Hartford Fire & Casualty Group | 1.39% | \$12,017,261 | 5.81% | \$49,228,121 | 8.57% |
| 11 | UNITRIN Inc. | 1.19% | \$10,443,884 | 6.10% | \$42,080,978 | (1.77%) |
| 12 | Liberty Mutual Insurance Group | 1.03% | \$8,427,954 | 0.74% | \$36,433,896 | 0.81% |
| 13 | CNA Insurance Group | 0.99% | \$7,832,710 | 4.69% | \$35,053,839 | (3.83%) |
| 14 | Metropolitan Group | 0.66% | \$5,986,497 | 24.06% | \$23,151,452 | 16.31% |
| 15 | Prudential of America Group | 0.67% | \$6,324,952 | 36.04% | \$23,634,907 | 18.94% |
| 16 | American National Financial Group | 0.59% | \$5,040,621 | 11.43% | \$21,000,497 | 5.28% |
| 17 | Germania Insurance Group | 0.59% | \$5,357,135 | 16.91% | \$20,716,905 | 8.37% |
| 18 | Amica Mutual Group | 0.59% | \$4,619,800 | (4.26%) | \$20,851,082 | (2.31%) |
| 19 | Texas Farm Bureau Mutual | 0.46% | \$3,969,776 | (5.54%) | \$16,351,168 | (11.91%) |
| 20 | American International Group | 0.50% | \$3,927,364 | 515.55% | \$17,793,002 | 64.33% |
| 21 | Ag Workers Ins Grp | 0.41% | \$3,274,353 | 1.51% | \$14,372,317 | (1.65%) |
| 22 | Beacon Insurance Group | 0.39% | \$3,330,654 | 14.74% | \$13,907,323 | 10.00% |
| 23 | Chubb & Son Inc. | 0.39% | \$3,774,031 | 33.14% | \$13,735,300 | 18.99% |
| 24 | Lumbermans Mutual Casualty Group | 0.37% | \$3,332,460 | 6.17% | \$13,089,623 | 2.35% |
| 25 | Horace Mann Group | 0.34% | \$2,810,937 | (14.37%) | \$12,107,703 | (14.98%) |

| | | | | | |
|----------------------------|---------------|----------------------|----------------|------------------------|----------------|
| Top 25 Groups Total | 96.87% | \$796,788,430 | (3.36%) | \$3,423,271,566 | (0.94%) |
|----------------------------|---------------|----------------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|
| Total Market | 100.00% | \$821,037,512 | (3.49%) | \$3,533,724,990 | (0.96%) |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$1,000,448,241 | \$947,973,701 | \$588,579,674 |
| 1st qtr 1996 | \$1,050,550,791 | \$992,668,317 | \$558,359,983 |
| 2nd qtr 1996 | \$996,434,655 | \$941,792,407 | \$554,211,632 |
| 3rd qtr 1996 | \$1,027,236,601 | \$961,056,143 | \$557,446,658 |
| 4th qtr 1996 | \$1,046,181,516 | \$982,577,912 | \$633,040,004 |
| 1st qtr 1997 | \$1,094,951,038 | \$1,034,912,330 | \$544,785,462 |
| 2nd qtr 1997 | \$1,031,122,699 | \$973,499,745 | \$545,653,841 |
| 3rd qtr 1997 | \$1,052,626,921 | \$990,137,088 | \$559,166,890 |
| 4th qtr 1997 | \$1,018,492,824 | \$948,239,907 | \$563,109,351 |
| 1st qtr 1998 | \$1,086,069,966 | \$1,030,078,349 | \$554,722,335 |
| 2nd qtr 1998 | \$957,481,520 | \$909,828,715 | \$548,632,317 |
| 3rd qtr 1998 | \$1,014,297,312 | \$957,618,127 | \$547,404,680 |
| 4th qtr 1998 | \$953,460,466 | \$897,995,503 | \$596,370,189 |
| 1st qtr 1999 | \$998,173,986 | \$945,299,913 | \$575,806,421 |
| 2nd qtr 1999 | \$920,566,067 | \$865,996,287 | \$584,648,447 |
| 3rd qtr 1999 | \$962,402,171 | \$906,013,012 | \$600,847,201 |
| 4th qtr 1999 | \$915,065,420 | \$850,700,349 | \$630,063,457 |
| 1st qtr 2000 | \$947,873,011 | \$903,829,265 | \$650,981,096 |
| 2nd qtr 2000 | \$911,719,387 | \$869,434,038 | \$612,643,847 |
| 3rd qtr 2000 | \$983,300,253 | \$939,424,175 | \$603,620,069 |
| 4th qtr 2000 | \$876,288,874 | \$821,037,512 | \$729,822,469 |

Private Passenger Auto (Voluntary Liability Non-Rate-Regulated Companies)

There were 23 groups, 23 non-rate-regulated (County Mutual) companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 22 groups, 23 companies, in the fourth quarter of 1999.

The table below represents the top groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------------------|---------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Progressive Group | 20.66% | \$58,069,479 | (8.43%) | \$262,611,299 | (6.72%) |
| 2 | Allstate Insurance Group | 13.55% | \$37,401,670 | (14.78%) | \$172,279,576 | (10.65%) |
| 3 | Texas State National Group | 11.34% | \$21,016,756 | (49.53%) | \$144,198,450 | (19.17%) |
| 4 | Home State County Mutual Ins. Co. | 10.61% | \$30,906,848 | 2.74% | \$134,798,867 | (5.44%) |
| 5 | Old American Co. Mutual Fire Ins. Co. | 6.44% | \$21,391,530 | 46.85% | \$81,914,203 | 13.78% |
| 6 | Titus Group | 4.20% | \$3,891,178 | (74.79%) | \$53,324,970 | (11.71%) |
| 7 | Zurich American Insurance Group | 5.35% | \$20,588,466 | 74.59% | \$68,001,172 | 29.17% |
| 8 | Nationwide Corporation | 5.14% | \$5,702,858 | (57.54%) | \$65,345,643 | 45.63% |
| 9 | UNITRIN Inc. | 3.16% | \$11,661,656 | 121.07% | \$40,148,672 | 32.66% |
| 10 | Sentry Insurance Group | 2.87% | \$8,541,837 | (0.89%) | \$36,435,438 | (10.91%) |
| 11 | Winterthur U.S. Holding Group | 2.44% | \$7,141,342 | 58.61% | \$30,951,067 | 96.45% |
| 12 | USAA Group | 2.63% | \$8,224,122 | 5.39% | \$33,452,693 | (4.96%) |
| 13 | Fairfax Financial | 2.25% | \$5,852,581 | 703.25% | \$28,569,153 | 970.58% |
| 14 | State Farm Group | 1.91% | \$4,889,008 | (23.81%) | \$24,333,642 | (10.74%) |
| 15 | Safeway Insurance Group | 1.88% | \$6,887,996 | 23.75% | \$23,931,322 | 14.91% |
| 16 | American Financial Insurance Group | 1.33% | \$3,522,901 | (10.37%) | \$16,863,141 | (15.50%) |
| 17 | Allianz Insurance Group | 1.30% | \$10,475,824 | 420.60% | \$16,512,462 | 31.09% |
| 18 | General Agents Group | 0.90% | \$1,767,666 | (66.07%) | \$11,462,369 | (52.81%) |
| 19 | Mercury General Group | 0.64% | \$914,180 | (91.50%) | \$8,108,343 | (79.53%) |
| 20 | Royal & Sun Alliance USA | 0.65% | \$1,764,612 | (29.38%) | \$8,288,522 | (32.20%) |
| 21 | American National Financial Group | 0.41% | \$1,220,539 | 39.59% | \$5,197,783 | 33.91% |
| 22 | Southern Farm Bureau Casualty | 0.34% | \$986,282 | (26.79%) | \$4,352,786 | (29.38%) |
| Top Groups Total | | 100.00% | \$272,819,331 | (9.00%) | \$1,271,081,573 | (3.47%) |
| Total Market | | 100.00% | \$272,819,331 | (9.00%) | \$1,271,081,573 | (3.47%) |

Note: A list of groups and corresponding County Mutual Companies can be found on page 61 of this report.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$313,436,919 | \$261,253,206 | \$166,456,825 |
| 1st qtr 1996 | \$369,682,763 | \$315,636,276 | \$162,500,249 |
| 2nd qtr 1996 | \$374,079,552 | \$333,477,757 | \$166,775,870 |
| 3rd qtr 1996 | \$414,183,516 | \$360,846,980 | \$182,648,413 |
| 4th qtr 1996 | \$417,630,536 | \$360,492,643 | \$194,979,412 |
| 1st qtr 1997 | \$469,017,964 | \$404,981,022 | \$192,886,571 |
| 2nd qtr 1997 | \$456,884,153 | \$395,406,624 | \$218,026,408 |
| 3rd qtr 1997 | \$468,215,687 | \$400,736,611 | \$214,287,294 |
| 4th qtr 1997 | \$457,773,178 | \$357,700,120 | \$212,942,223 |
| 1st qtr 1998 | \$469,103,030 | \$417,486,574 | \$217,636,640 |
| 2nd qtr 1998 | \$424,594,397 | \$361,120,709 | \$215,629,756 |
| 3rd qtr 1998 | \$432,850,209 | \$361,000,783 | \$217,116,239 |
| 4th qtr 1998 | \$376,586,328 | \$323,488,374 | \$216,206,649 |
| 1st qtr 1999 | \$443,544,968 | \$373,319,477 | \$210,025,683 |
| 2nd qtr 1999 | \$384,782,265 | \$334,615,329 | \$226,239,244 |
| 3rd qtr 1999 | \$375,973,223 | \$309,065,822 | \$230,393,695 |
| 4th qtr 1999 | \$357,378,609 | \$299,796,564 | \$233,526,998 |
| 1st qtr 2000 | \$378,833,474 | \$348,695,048 | \$222,020,123 |
| 2nd qtr 2000 | \$358,272,911 | \$316,531,861 | \$232,086,660 |
| 3rd qtr 2000 | \$358,929,043 | \$333,035,333 | \$233,247,998 |
| 4th qtr 2000 | \$335,067,640 | \$272,819,331 | \$228,654,291 |

Private Passenger Auto (All Assigned Risk)

There were 21 groups, 23 companies, that had assigned risk (no voluntary liability nor physical damage) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 22 groups, 27 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 33.34% | \$1,215,155 | 22.17% | \$6,234,900 | 6.42% |
| 2 | Zurich American Insurance Group | 16.48% | \$972,684 | 196.37% | \$3,081,554 | 17.25% |
| 3 | Allstate Insurance Group | 12.55% | \$374,662 | 22.78% | \$2,347,491 | 18.01% |
| 4 | General Electric Group | 7.28% | \$433,827 | * | \$1,360,446 | 140.80% |
| 5 | Southern Farm Bureau Casualty | 6.40% | \$286,118 | (35.75%) | \$1,196,178 | (36.44%) |
| 6 | Eagle Insurance Group | 5.27% | \$88,958 | (77.58%) | \$985,952 | (45.11%) |
| 7 | American International Group | 3.62% | \$119,192 | (83.38%) | \$676,775 | (66.58%) |
| 8 | Berkshire-Hathaway (GEICO) | 3.01% | \$90,155 | (31.56%) | \$562,858 | 5.87% |
| 9 | Nationwide Corporation | 2.98% | \$175,800 | 3.84% | \$557,300 | (28.74%) |
| 10 | Citigroup | 2.39% | \$136,414 | * | \$446,076 | 24.84% |
| 11 | Safeco Insurance Group | 2.22% | \$102,798 | 24.17% | \$414,548 | (7.69%) |
| 12 | American Financial Insurance Group | 1.33% | \$5,225 | (89.86%) | \$249,366 | 13.89% |
| 13 | Hartford Fire & Casualty Group | 0.95% | \$35,034 | (21.27%) | \$176,920 | (14.19%) |
| 14 | Liberty Mutual Insurance Group | 0.72% | \$37,588 | 15.80% | \$135,346 | (38.45%) |
| 15 | Lumbermans Mutual Casualty Group | 0.65% | \$31,997 | (3.85%) | \$120,923 | (17.52%) |
| 16 | UNITRIN Inc. | 0.31% | \$8,798 | (15.39%) | \$58,739 | (11.82%) |
| 17 | Mercury General Group | 0.17% | \$2,245 | * | \$32,224 | * |
| 18 | W. R. Berkley Corporation | 0.15% | (\$626) | (102.35%) | \$27,428 | (68.63%) |
| 19 | Service Life Group | 0.14% | \$2,711 | (53.73%) | \$26,398 | (34.01%) |
| 20 | Ohio Casualty Group | 0.03% | \$1,545 | (0.96%) | \$5,916 | (15.56%) |
| 21 | Yasuda Fire & Marine Ins. Co. of America | 0.01% | \$560 | 433.33% | \$1,446 | (79.52%) |
| 22 | Commercial Union Insurance Co's. | 0.00% | \$0 | (100.00%) | \$350 | 101.24% |
| 23 | Southland Lloyds Insurance Company | 0.00% | \$0 | * | \$317 | * |
| 24 | Old Republic Group | 0.00% | \$0 | * | \$310 | 18.32% |
| 25 | Prudential of America Group | 0.00% | \$0 | * | (\$43) | * |

| | | | | | |
|-------------------------|----------------|--------------------|---------------|---------------------|----------------|
| Top Groups Total | 100.00% | \$4,120,840 | 10.25% | \$18,698,784 | (5.74%) |
|-------------------------|----------------|--------------------|---------------|---------------------|----------------|

| | | | | | |
|---------------------|----------------|--------------------|---------------|---------------------|----------------|
| Total Market | 100.00% | \$4,120,840 | 10.23% | \$18,699,718 | (5.72%) |
|---------------------|----------------|--------------------|---------------|---------------------|----------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$77,551,462 | \$48,191,503 | \$107,964,333 |
| 1st qtr 1996 | \$76,194,589 | \$52,583,419 | \$86,795,091 |
| 2nd qtr 1996 | \$73,127,973 | \$58,083,179 | \$69,677,406 |
| 3rd qtr 1996 | \$52,886,905 | \$28,594,730 | \$58,544,626 |
| 4th qtr 1996 | \$33,281,834 | \$15,933,008 | \$49,967,021 |
| 1st qtr 1997 | \$32,483,574 | \$22,762,711 | \$37,599,798 |
| 2nd qtr 1997 | \$28,508,169 | \$23,312,768 | \$32,763,924 |
| 3rd qtr 1997 | \$21,059,308 | \$12,374,849 | \$28,456,385 |
| 4th qtr 1997 | \$15,600,099 | \$8,667,694 | \$22,468,763 |
| 1st qtr 1998 | \$14,921,030 | \$11,487,913 | \$15,833,804 |
| 2nd qtr 1998 | \$12,491,004 | \$9,174,025 | \$14,609,996 |
| 3rd qtr 1998 | \$10,015,632 | \$5,511,144 | \$11,385,129 |
| 4th qtr 1998 | \$7,111,160 | \$4,372,103 | \$9,925,712 |
| 1st qtr 1999 | \$6,709,493 | \$5,404,154 | \$8,247,472 |
| 2nd qtr 1999 | \$8,384,997 | \$6,041,007 | \$6,569,934 |
| 3rd qtr 1999 | \$7,007,292 | \$4,650,001 | \$6,895,534 |
| 4th qtr 1999 | \$5,842,435 | \$3,738,536 | \$5,706,459 |
| 1st qtr 2000 | \$6,643,310 | \$4,965,888 | \$5,598,735 |
| 2nd qtr 2000 | \$6,875,267 | \$5,010,033 | \$5,602,266 |
| 3rd qtr 2000 | \$6,680,445 | \$4,602,957 | \$4,833,817 |
| 4th qtr 2000 | \$6,304,544 | \$4,120,840 | \$4,171,526 |

Private Passenger Auto (All Physical Damage)

There were 73 groups, 218 companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 71 groups, 217 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|---------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 22.97% | \$164,262,696 | (22.15%) | \$815,090,542 | (0.44%) |
| 2 | Allstate Insurance Group | 16.87% | \$150,669,115 | 10.40% | \$598,752,960 | 12.90% |
| 3 | Zurich American Insurance Group | 12.61% | \$109,823,167 | 4.68% | \$447,397,273 | 5.37% |
| 4 | USAA Group | 6.69% | \$57,974,131 | 10.21% | \$237,342,564 | 11.30% |
| 5 | Progressive Group | 5.98% | \$47,158,527 | (8.98%) | \$212,139,002 | (6.10%) |
| 6 | Berkshire-Hathaway (GEICO) | 3.69% | \$32,485,598 | 16.42% | \$130,852,754 | 23.13% |
| 7 | Nationwide Corporation | 3.18% | \$34,954,696 | 64.79% | \$112,975,629 | 26.31% |
| 8 | Texas State National Group | 2.64% | \$12,016,004 | (51.63%) | \$93,634,824 | (21.36%) |
| 9 | Home State County Mutual Ins. Co. | 2.24% | \$17,950,352 | 11.00% | \$79,506,817 | 11.60% |
| 10 | Southern Farm Bureau Casualty | 2.62% | \$23,728,165 | 8.59% | \$92,915,441 | 6.89% |
| 11 | Old American Co. Mutual Fire Ins. Co. | 1.79% | \$15,582,521 | 18.15% | \$63,653,552 | 0.77% |
| 12 | UNITRIN Inc. | 1.66% | \$16,411,929 | 62.45% | \$58,976,038 | 30.19% |
| 13 | Citigroup | 1.64% | \$13,995,849 | 5.80% | \$58,091,748 | 10.47% |
| 14 | Titus Group | 1.78% | \$11,332,576 | (41.99%) | \$63,094,100 | (13.42%) |
| 15 | Safeco Insurance Group | 1.36% | \$11,527,348 | (2.41%) | \$48,362,925 | 2.06% |
| 16 | Hartford Fire & Casualty Group | 0.92% | \$8,175,616 | 13.29% | \$32,658,847 | 21.48% |
| 17 | Liberty Mutual Insurance Group | 0.84% | \$6,963,334 | 4.22% | \$29,790,143 | 13.24% |
| 18 | CNA Insurance Group | 0.75% | \$6,175,924 | 11.08% | \$26,754,076 | 7.29% |
| 19 | Sentry Insurance Group | 0.63% | \$4,956,923 | 11.67% | \$22,283,523 | 9.41% |
| 20 | Winterthur U.S. Holding Group | 0.72% | \$6,044,940 | 10.78% | \$25,493,537 | 16.44% |
| 21 | Fairfax Financial | 0.50% | \$3,647,989 | * | \$17,623,964 | * |
| 22 | American National Financial Group | 0.56% | \$4,644,230 | 16.70% | \$19,735,837 | 20.10% |
| 23 | American Financial Insurance Group | 0.48% | \$3,193,281 | (14.05%) | \$17,084,144 | 2.61% |
| 24 | Metropolitan Group | 0.48% | \$4,417,909 | 28.22% | \$16,888,395 | 29.16% |
| 25 | Prudential of America Group | 0.41% | \$4,047,705 | 49.03% | \$14,527,299 | 34.86% |

| | | | | | |
|----------------------------|---------------|----------------------|----------------|------------------------|--------------|
| Top 25 Groups Total | 93.99% | \$772,140,525 | (1.01%) | \$3,335,625,934 | 6.06% |
|----------------------------|---------------|----------------------|----------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|------------------------|--------------|
| Total Market | 100.00% | \$828,602,301 | (0.18%) | \$3,548,989,839 | 5.84% |
|---------------------|----------------|----------------------|----------------|------------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$603,741,059 | \$572,129,110 | \$399,789,332 |
| 1st qtr 1996 | \$662,580,957 | \$627,503,664 | \$408,445,812 |
| 2nd qtr 1996 | \$658,566,625 | \$626,573,347 | \$486,875,202 |
| 3rd qtr 1996 | \$680,966,710 | \$647,894,877 | \$444,118,779 |
| 4th qtr 1996 | \$674,706,534 | \$629,096,401 | \$479,483,629 |
| 1st qtr 1997 | \$724,019,907 | \$681,159,209 | \$453,556,857 |
| 2nd qtr 1997 | \$709,103,450 | \$664,221,153 | \$481,401,590 |
| 3rd qtr 1997 | \$769,504,340 | \$715,741,694 | \$464,431,804 |
| 4th qtr 1997 | \$724,920,200 | \$653,580,255 | \$435,538,174 |
| 1st qtr 1998 | \$797,195,489 | \$754,453,682 | \$490,329,193 |
| 2nd qtr 1998 | \$786,073,122 | \$739,323,356 | \$496,695,943 |
| 3rd qtr 1998 | \$860,856,767 | \$800,098,283 | \$498,036,101 |
| 4th qtr 1998 | \$813,999,543 | \$757,482,756 | \$567,463,341 |
| 1st qtr 1999 | \$872,090,028 | \$812,400,809 | \$533,461,773 |
| 2nd qtr 1999 | \$875,225,035 | \$822,135,320 | \$618,612,797 |
| 3rd qtr 1999 | \$965,395,628 | \$888,529,581 | \$567,881,158 |
| 4th qtr 1999 | \$904,022,399 | \$830,088,845 | \$571,579,220 |
| 1st qtr 2000 | \$953,764,790 | \$903,532,328 | \$637,965,855 |
| 2nd qtr 2000 | \$937,173,011 | \$876,824,633 | \$877,100,272 |
| 3rd qtr 2000 | \$997,442,268 | \$940,030,577 | \$604,990,252 |
| 4th qtr 2000 | \$915,815,411 | \$828,602,301 | \$686,629,390 |

Private Passenger Auto (Physical Damage Rate-Regulated Companies)

There were 66 groups, 195 rate-regulated companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 64 groups, 194 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|-----------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 30.23% | \$161,037,384 | (22.15%) | \$799,153,458 | (0.36%) |
| 2 | Allstate Insurance Group | 17.72% | \$121,408,121 | 16.92% | \$468,275,452 | 19.01% |
| 3 | Zurich American Insurance Group | 15.30% | \$96,173,048 | (2.44%) | \$404,486,063 | 1.57% |
| 4 | USAA Group | 8.21% | \$52,445,639 | 9.06% | \$216,948,630 | 12.23% |
| 5 | Berkshire-Hathaway (GEICO) | 4.95% | \$32,485,598 | 16.42% | \$130,852,754 | 23.13% |
| 6 | Nationwide Corporation | 2.87% | \$19,635,084 | 22.10% | \$75,795,501 | 17.17% |
| 7 | Southern Farm Bureau Casualty | 3.38% | \$22,906,201 | 10.08% | \$89,329,481 | 8.19% |
| 8 | Citigroup | 2.20% | \$13,995,849 | 5.80% | \$58,091,748 | 10.47% |
| 9 | Safeco Insurance Group | 1.83% | \$11,527,348 | (2.41%) | \$48,362,925 | 2.06% |
| 10 | Hartford Fire & Casualty Group | 1.24% | \$8,175,616 | 13.29% | \$32,658,847 | 21.48% |
| 11 | UNITRIN Inc. | 1.17% | \$7,490,809 | 2.70% | \$30,977,179 | 5.24% |
| 12 | Liberty Mutual Insurance Group | 1.13% | \$6,963,334 | 4.22% | \$29,790,143 | 13.24% |
| 13 | CNA Insurance Group | 1.01% | \$6,175,924 | 11.08% | \$26,754,076 | 7.29% |
| 14 | Metropolitan Group | 0.64% | \$4,417,909 | 28.22% | \$16,888,395 | 29.16% |
| 15 | Prudential of America Group | 0.55% | \$4,047,705 | 49.03% | \$14,527,299 | 34.86% |
| 16 | American National Financial Group | 0.60% | \$3,686,530 | 8.78% | \$15,934,302 | 14.75% |
| 17 | Germania Insurance Group | 0.61% | \$4,095,215 | 14.27% | \$16,071,774 | 13.72% |
| 18 | Amica Mutual Group | 0.50% | \$2,980,318 | 2.10% | \$13,119,601 | 3.76% |
| 19 | Texas Farm Bureau Mutual | 0.53% | \$3,507,336 | 3.02% | \$14,105,563 | (1.69%) |
| 20 | American International Group | 0.38% | \$2,633,106 | 24.30% | \$9,920,450 | 32.02% |
| 21 | Ag Workers Ins Grp | 0.49% | \$3,045,534 | 7.73% | \$12,845,938 | 8.73% |
| 22 | Beacon Insurance Group | 0.44% | \$2,850,446 | 22.70% | \$11,720,232 | 21.34% |
| 23 | Chubb & Son Inc. | 0.35% | \$2,593,018 | 37.63% | \$9,334,897 | 30.36% |
| 24 | Lumbermans Mutual Casualty Group | 0.33% | \$2,128,196 | 0.96% | \$8,632,485 | 6.95% |
| 25 | Horace Mann Group | 0.36% | \$2,238,416 | (5.75%) | \$9,450,595 | (3.25%) |

| | | | | | |
|----------------------------|---------------|----------------------|----------------|------------------------|--------------|
| Top 25 Groups Total | 97.00% | \$598,643,684 | (1.38%) | \$2,564,027,788 | 7.69% |
|----------------------------|---------------|----------------------|----------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|------------------------|--------------|
| Total Market | 100.00% | \$617,481,821 | (1.25%) | \$2,643,263,925 | 7.67% |
|---------------------|----------------|----------------------|----------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$432,641,918 | \$427,882,482 | \$300,761,428 |
| 1st qtr 1996 | \$466,853,019 | \$450,314,878 | \$303,249,024 |
| 2nd qtr 1996 | \$450,405,500 | \$435,935,956 | \$364,702,276 |
| 3rd qtr 1996 | \$462,499,278 | \$445,439,807 | \$324,255,482 |
| 4th qtr 1996 | \$457,119,145 | \$436,217,548 | \$352,741,487 |
| 1st qtr 1997 | \$479,704,143 | \$462,764,923 | \$323,439,821 |
| 2nd qtr 1997 | \$461,786,100 | \$446,763,667 | \$345,676,343 |
| 3rd qtr 1997 | \$500,709,136 | \$484,137,291 | \$331,365,474 |
| 4th qtr 1997 | \$478,238,154 | \$458,255,953 | \$316,188,830 |
| 1st qtr 1998 | \$533,678,235 | \$515,919,842 | \$350,375,113 |
| 2nd qtr 1998 | \$535,536,981 | \$519,657,377 | \$360,377,457 |
| 3rd qtr 1998 | \$598,344,963 | \$574,342,996 | \$366,028,489 |
| 4th qtr 1998 | \$575,333,857 | \$550,132,506 | \$415,037,267 |
| 1st qtr 1999 | \$606,634,119 | \$580,497,276 | \$402,608,525 |
| 2nd qtr 1999 | \$620,079,905 | \$593,630,799 | \$467,049,539 |
| 3rd qtr 1999 | \$685,091,484 | \$655,421,083 | \$420,261,763 |
| 4th qtr 1999 | \$661,322,034 | \$625,307,355 | \$432,221,616 |
| 1st qtr 2000 | \$693,035,473 | \$664,825,622 | \$488,937,776 |
| 2nd qtr 2000 | \$675,018,510 | \$650,141,649 | \$680,466,637 |
| 3rd qtr 2000 | \$734,989,080 | \$710,814,833 | \$450,131,271 |
| 4th qtr 2000 | \$673,933,450 | \$617,481,821 | \$526,195,259 |

Private Passenger Auto (Physical Damage Non-Rate-Regulated Companies)

There were 22 groups, 23 non-rate-regulated (County Mutual) companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the fourth quarter of 2000, as compared to 22 groups, 23 companies, in the fourth quarter of 1999.

The table below represents the top groups based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------------------|---------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Progressive Group | 23.42% | \$47,158,527 | (8.98%) | \$212,139,002 | (6.10%) |
| 2 | Allstate Insurance Group | 14.41% | \$29,260,994 | (10.34%) | \$130,477,508 | (4.67%) |
| 3 | Texas State National Group | 10.34% | \$12,016,004 | (51.63%) | \$93,634,824 | (21.36%) |
| 4 | Home State County Mutual Ins. Co. | 8.78% | \$17,950,352 | 11.00% | \$79,506,817 | 11.60% |
| 5 | Old American Co. Mutual Fire Ins. Co. | 7.03% | \$15,582,521 | 18.15% | \$63,653,552 | 0.77% |
| 6 | Titus Group | 6.97% | \$11,332,576 | (41.99%) | \$63,094,100 | (13.42%) |
| 7 | Zurich American Insurance Group | 4.74% | \$13,650,119 | 115.42% | \$42,911,210 | 62.61% |
| 8 | Nationwide Corporation | 4.11% | \$15,319,612 | 198.56% | \$37,180,128 | 50.19% |
| 9 | UNTRIN Inc. | 3.09% | \$8,921,120 | 217.59% | \$27,998,859 | 76.47% |
| 10 | Sentry Insurance Group | 2.36% | \$4,741,139 | 12.58% | \$21,387,966 | 10.35% |
| 11 | Winterthur U.S. Holding Group | 2.66% | \$6,049,353 | 62.59% | \$24,089,346 | 63.20% |
| 12 | USAA Group | 2.25% | \$5,528,492 | 22.43% | \$20,393,934 | 2.26% |
| 13 | Fairfax Financial | 1.94% | \$3,639,663 | * | \$17,609,848 | * |
| 14 | State Farm Group | 1.76% | \$3,225,312 | (21.86%) | \$15,937,084 | (4.52%) |
| 15 | Safeway Insurance Group | 1.07% | \$3,504,088 | 324.77% | \$9,689,006 | 178.36% |
| 16 | American Financial Insurance Group | 1.38% | \$2,660,065 | (5.51%) | \$12,492,917 | (6.65%) |
| 17 | Allianz Insurance Group | 1.20% | \$6,950,535 | 443.16% | \$10,898,713 | 40.31% |
| 18 | General Agents Group | 0.98% | \$1,341,633 | (64.87%) | \$8,879,504 | (49.65%) |
| 19 | Mercury General Group | 0.47% | (\$51,935) | (101.11%) | \$4,224,476 | (78.38%) |
| 20 | Royal & Sun Alliance USA | 0.24% | \$560,646 | 7.62% | \$2,139,625 | 4.67% |
| 21 | American National Financial Group | 0.42% | \$957,700 | 62.18% | \$3,801,535 | 49.29% |
| 22 | Southern Farm Bureau Casualty | 0.40% | \$821,964 | (21.17%) | \$3,585,960 | (17.81%) |
| Top Groups Total | | 100.00% | \$211,120,480 | 3.10% | \$905,725,914 | 0.83% |
| Total Market | | 100.00% | \$211,120,480 | 3.10% | \$905,725,914 | 0.83% |

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

Note: A list of groups and corresponding County Mutual Companies can be found on page 61 of this report.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$171,099,141 | \$144,246,628 | \$99,027,904 |
| 1st qtr 1996 | \$195,727,938 | \$177,188,786 | \$105,196,788 |
| 2nd qtr 1996 | \$208,161,125 | \$190,637,391 | \$122,172,926 |
| 3rd qtr 1996 | \$218,467,432 | \$202,455,070 | \$119,863,297 |
| 4th qtr 1996 | \$217,587,389 | \$192,878,853 | \$126,742,142 |
| 1st qtr 1997 | \$244,315,764 | \$218,394,286 | \$130,117,036 |
| 2nd qtr 1997 | \$247,317,350 | \$217,457,486 | \$135,725,247 |
| 3rd qtr 1997 | \$268,795,204 | \$231,604,403 | \$133,066,330 |
| 4th qtr 1997 | \$246,682,046 | \$195,324,302 | \$119,349,344 |
| 1st qtr 1998 | \$263,517,254 | \$238,533,840 | \$139,954,080 |
| 2nd qtr 1998 | \$250,536,141 | \$219,665,979 | \$136,318,486 |
| 3rd qtr 1998 | \$262,511,804 | \$225,755,287 | \$132,007,612 |
| 4th qtr 1998 | \$238,665,686 | \$207,350,250 | \$152,426,074 |
| 1st qtr 1999 | \$265,455,909 | \$231,903,533 | \$130,853,248 |
| 2nd qtr 1999 | \$255,145,130 | \$228,504,521 | \$151,563,258 |
| 3rd qtr 1999 | \$280,304,144 | \$233,108,498 | \$147,619,395 |
| 4th qtr 1999 | \$242,700,365 | \$204,781,490 | \$139,357,604 |
| 1st qtr 2000 | \$260,729,317 | \$238,706,706 | \$149,028,079 |
| 2nd qtr 2000 | \$262,154,501 | \$226,682,984 | \$196,633,635 |
| 3rd qtr 2000 | \$262,453,188 | \$229,215,744 | \$154,858,981 |
| 4th qtr 2000 | \$241,881,961 | \$211,120,480 | \$160,434,131 |

Homeowners Multiple Peril (All Companies)

There were 65 groups, 137 companies, that had premiums on policies written for Homeowners Multiple Peril (includes renters' insurance) in the fourth quarter of 2000, as compared to 63 groups, 147 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for premiums on policies written based on a sum of the most recent four quarters. Also included is a comparison of premiums on policies written in the fourth quarter of 2000 to premiums on policies written in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 30.32% | \$178,393,205 | (12.68%) | \$882,179,142 | (0.63%) |
| 2 | Zurich American Insurance Group | 18.82% | \$139,019,668 | 21.26% | \$547,763,228 | 9.45% |
| 3 | Allstate Insurance Group | 16.32% | \$115,762,070 | 11.88% | \$474,796,332 | 10.94% |
| 4 | USAA Group | 6.79% | \$48,424,106 | 9.53% | \$197,479,388 | 2.88% |
| 5 | Citigroup | 4.57% | \$31,199,866 | 2.20% | \$133,011,849 | 2.04% |
| 6 | Nationwide Corporation | 2.88% | \$19,741,410 | 1.55% | \$83,764,313 | 1.61% |
| 7 | Safeco Insurance Group | 2.10% | \$13,905,510 | (2.20%) | \$61,102,909 | (4.81%) |
| 8 | Chubb & Son Inc. | 1.95% | \$14,104,103 | 13.24% | \$56,654,567 | 10.15% |
| 9 | Texas Farm Bureau Mutual | 1.58% | \$10,993,355 | 6.13% | \$46,101,259 | 5.16% |
| 10 | Liberty Mutual Insurance Group | 1.21% | \$8,043,784 | 13.67% | \$35,167,371 | 8.49% |
| 11 | Hartford Fire & Casualty Group | 1.12% | \$7,962,862 | 11.63% | \$32,570,804 | 14.17% |
| 12 | CNA Insurance Group | 1.08% | \$7,197,452 | 45.88% | \$31,331,959 | (10.83%) |
| 13 | Titus Group | 1.02% | \$6,594,963 | (4.78%) | \$29,701,955 | (2.60%) |
| 14 | Winterthur U.S. Holding Group | 1.01% | \$6,684,888 | (1.75%) | \$29,347,652 | (6.32%) |
| 15 | American National Financial Group | 0.92% | \$6,312,533 | 6.11% | \$26,769,848 | 5.02% |
| 16 | UNITRIN Inc. | 0.88% | \$5,834,272 | (1.12%) | \$25,738,188 | 1.98% |
| 17 | Allianz Insurance Group | 0.83% | \$5,987,934 | 11.12% | \$24,072,828 | 8.13% |
| 18 | Amica Mutual Group | 0.74% | \$4,826,125 | (2.30%) | \$21,670,999 | (1.97%) |
| 19 | Beacon Insurance Group | 0.63% | \$4,318,903 | 7.42% | \$18,434,840 | 12.27% |
| 20 | Commercial Union Insurance Co's. | 0.55% | \$3,731,312 | (0.92%) | \$15,885,815 | (3.98%) |
| 21 | Metropolitan Group | 0.52% | \$4,215,873 | 43.76% | \$15,126,467 | 17.40% |
| 22 | Lumbermans Mutual Casualty Group | 0.49% | \$3,385,401 | 1.60% | \$14,397,645 | (0.23%) |
| 23 | Service Life Group | 0.45% | \$3,972,295 | (6.59%) | \$13,157,191 | (23.44%) |
| 24 | Central Mutual Insurance Co. of Ohio | 0.38% | \$2,499,585 | (6.76%) | \$11,125,993 | (2.16%) |
| 25 | Allmerica Financial Corporation | 0.35% | \$2,347,366 | * | \$10,301,775 | * |

| | | | | | |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|
| Top 25 Groups Total | 97.52% | \$655,458,841 | 4.07% | \$2,837,654,317 | 4.21% |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|
| Total Market | 100.00% | \$672,546,755 | 4.02% | \$2,909,959,667 | 4.05% |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$583,421,900 | \$544,747,718 | \$416,544,143 |
| 1st qtr 1996 | \$574,036,357 | \$536,605,208 | \$306,300,976 |
| 2nd qtr 1996 | \$682,266,879 | \$644,031,987 | \$414,718,637 |
| 3rd qtr 1996 | \$694,357,203 | \$653,987,932 | \$352,051,094 |
| 4th qtr 1996 | \$607,523,506 | \$569,123,474 | \$317,853,967 |
| 1st qtr 1997 | \$599,777,586 | \$562,411,851 | \$278,678,194 |
| 2nd qtr 1997 | \$731,452,232 | \$688,609,475 | \$323,506,670 |
| 3rd qtr 1997 | \$753,034,751 | \$699,349,132 | \$305,395,347 |
| 4th qtr 1997 | \$651,833,039 | \$608,527,435 | \$233,428,098 |
| 1st qtr 1998 | \$631,953,651 | \$593,631,651 | \$298,976,673 |
| 2nd qtr 1998 | \$789,457,650 | \$739,281,303 | \$312,874,276 |
| 3rd qtr 1998 | \$827,111,261 | \$767,532,583 | \$294,538,628 |
| 4th qtr 1998 | \$705,868,946 | \$645,516,434 | \$293,922,541 |
| 1st qtr 1999 | \$680,553,967 | \$625,536,282 | \$279,072,534 |
| 2nd qtr 1999 | \$816,031,690 | \$762,669,194 | \$392,679,247 |
| 3rd qtr 1999 | \$831,338,777 | \$761,920,774 | \$402,191,584 |
| 4th qtr 1999 | \$704,815,768 | \$646,548,027 | \$301,052,515 |
| 1st qtr 2000 | \$684,609,138 | \$640,313,516 | \$402,393,296 |
| 2nd qtr 2000 | \$849,579,161 | \$799,170,784 | \$918,697,064 |
| 3rd qtr 2000 | \$865,804,664 | \$797,928,612 | \$505,688,391 |
| 4th qtr 2000 | \$681,582,526 | \$672,546,755 | \$438,819,100 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 112.7% |
| 1990 | 84.8% |
| 1991 | 67.2% |
| 1992 | 107.6% |
| 1993 | 66.1% |
| 1994 | 73.3% |
| 1995 | 92.6% |
| 1996 | 59.4% |
| 1997 | 45.3% |
| 1998 | 45.4% |
| 1999 | 50.7% |
| 2000 | 82.4% |

Homeowners Multiple Peril (Rate-Regulated Companies)

There were 41 groups, 89 rate-regulated (no Lloyds or Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the fourth quarter of 2000, as compared to 45 groups, 103 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | USAA Group | 27.64% | \$17,320,301 | 12.74% | \$74,335,291 | 12.56% |
| 2 | Allstate Insurance Group | 25.39% | \$15,568,611 | (8.35%) | \$68,296,217 | (6.54%) |
| 3 | Zurich American Insurance Group | 11.32% | \$6,396,504 | (15.45%) | \$30,454,740 | (22.09%) |
| 4 | Liberty Mutual Insurance Group | 7.29% | (\$320,485) | (104.53%) | \$19,604,273 | (39.52%) |
| 5 | Beacon Insurance Group | 6.85% | \$4,318,903 | 7.42% | \$18,434,840 | 12.27% |
| 6 | UNITRIN Inc. | 5.75% | (\$203,533) | (103.80%) | \$15,461,591 | (34.83%) |
| 7 | Citigroup | 2.78% | \$1,712,985 | (12.72%) | \$7,466,814 | 4.93% |
| 8 | State Farm Group | 2.65% | \$1,118,888 | (33.68%) | \$7,138,636 | (3.07%) |
| 9 | American National Financial Group | 1.69% | \$921,366 | (15.07%) | \$4,539,515 | (16.87%) |
| 10 | Guidant Insurance Group | 1.60% | \$746,349 | (20.53%) | \$4,300,094 | 32.24% |
| 11 | Nationwide Corporation | 1.58% | \$562,694 | (70.61%) | \$4,257,478 | (50.44%) |
| 12 | Germania Insurance Group | 1.18% | \$831,834 | 17.61% | \$3,181,946 | 16.50% |
| 13 | United Fire & Casualty Group | 0.77% | \$404,541 | (16.48%) | \$2,068,773 | (13.37%) |
| 14 | Farmers Mutual Protection Assn Group | 0.65% | \$356,321 | (4.42%) | \$1,747,462 | 0.11% |
| 15 | Interfinancial Inc. | 0.50% | \$219,206 | (29.58%) | \$1,336,193 | (11.81%) |
| 16 | Prudential of America Group | 0.48% | \$34,983 | (28.31%) | \$1,285,583 | 13.11% |
| 17 | Sentry Insurance Group | 0.48% | \$270,911 | (6.40%) | \$1,280,439 | (6.89%) |
| 18 | Motors Insurance Corporation | 0.28% | \$158,659 | (29.05%) | \$763,529 | (8.72%) |
| 19 | Ohio Casualty Group | 0.28% | \$153,988 | 22.72% | \$760,847 | (2.78%) |
| 20 | Federated Mutual Group | 0.28% | \$173,553 | 0.44% | \$758,071 | (0.29%) |
| 21 | EMC Insurance Companies | 0.13% | \$69,673 | (3.84%) | \$336,326 | (8.15%) |
| 22 | Allmerica Financial Corporation | 0.12% | \$76,695 | (20.27%) | \$334,356 | (16.93%) |
| 23 | Church Mutual Insurance Company | 0.10% | \$67,792 | (5.10%) | \$269,740 | (13.11%) |
| 24 | Commerce Group Inc. | 0.08% | (\$8,818) | (107.53%) | \$203,201 | (60.85%) |
| 25 | Church Pension Fund | 0.04% | \$19,493 | (59.82%) | \$110,597 | (26.64%) |

| | | | | | |
|----------------------------|---------------|---------------------|-----------------|----------------------|----------------|
| Top 25 Groups Total | 99.92% | \$50,971,414 | (24.03%) | \$268,726,552 | (9.69%) |
|----------------------------|---------------|---------------------|-----------------|----------------------|----------------|

| | | | | | |
|---------------------|----------------|---------------------|-----------------|----------------------|-----------------|
| Total Market | 100.00% | \$51,145,700 | (26.04%) | \$268,947,511 | (15.20%) |
|---------------------|----------------|---------------------|-----------------|----------------------|-----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$180,673,488 | \$167,430,221 | \$122,077,376 |
| 1st qtr 1996 | \$180,260,031 | \$167,421,166 | \$95,359,982 |
| 2nd qtr 1996 | \$204,028,311 | \$191,730,434 | \$118,565,329 |
| 3rd qtr 1996 | \$200,016,548 | \$189,332,184 | \$99,681,001 |
| 4th qtr 1996 | \$177,362,736 | \$165,157,360 | \$94,731,554 |
| 1st qtr 1997 | \$159,480,463 | \$147,419,925 | \$84,056,283 |
| 2nd qtr 1997 | \$179,139,562 | \$167,295,430 | \$98,305,532 |
| 3rd qtr 1997 | \$141,367,253 | \$128,435,107 | \$89,565,519 |
| 4th qtr 1997 | \$120,850,580 | \$110,545,470 | \$65,243,600 |
| 1st qtr 1998 | \$109,261,495 | \$100,453,030 | \$81,174,250 |
| 2nd qtr 1998 | \$131,977,520 | \$119,386,603 | \$76,391,087 |
| 3rd qtr 1998 | \$133,729,938 | \$122,410,051 | \$63,162,598 |
| 4th qtr 1998 | \$98,101,087 | \$85,348,538 | \$59,422,695 |
| 1st qtr 1999 | \$84,949,921 | \$73,805,317 | \$51,869,196 |
| 2nd qtr 1999 | \$97,400,409 | \$88,354,725 | \$61,295,179 |
| 3rd qtr 1999 | \$97,759,048 | \$85,844,032 | \$58,705,527 |
| 4th qtr 1999 | \$76,937,349 | \$69,149,917 | \$39,799,794 |
| 1st qtr 2000 | \$75,077,475 | \$67,295,236 | \$49,933,856 |
| 2nd qtr 2000 | \$89,273,573 | \$80,689,909 | \$94,497,203 |
| 3rd qtr 2000 | \$78,205,016 | \$69,816,666 | \$51,784,197 |
| 4th qtr 2000 | \$56,157,895 | \$51,145,700 | \$49,347,526 |

Homeowners Multiple Peril (Non-Rate-Regulated Companies)

There were 45 groups, 48 non-rate-regulated (Lloyds and Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the fourth quarter of 2000, as compared to 41 groups, 44 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 33.13% | \$177,274,317 | (12.51%) | \$875,040,506 | (0.61%) |
| 2 | Zurich American Insurance Group | 19.59% | \$132,623,164 | 23.86% | \$517,308,488 | 12.12% |
| 3 | Allstate Insurance Group | 15.39% | \$100,193,459 | 15.85% | \$406,500,115 | 14.54% |
| 4 | Citigroup | 4.75% | \$29,486,881 | 3.23% | \$125,545,035 | 1.87% |
| 5 | USAA Group | 4.66% | \$31,103,805 | 7.82% | \$123,144,097 | (2.19%) |
| 6 | Nationwide Corporation | 3.01% | \$19,178,716 | 9.43% | \$79,506,835 | 7.67% |
| 7 | Safeco Insurance Group | 2.31% | \$13,903,894 | (2.32%) | \$61,105,109 | (4.46%) |
| 8 | Chubb & Son Inc. | 2.14% | \$14,086,874 | 13.27% | \$56,576,201 | 10.11% |
| 9 | Texas Farm Bureau Mutual | 1.75% | \$10,993,355 | 6.13% | \$46,101,259 | 5.16% |
| 10 | Hartford Fire & Casualty Group | 1.23% | \$7,963,357 | 11.62% | \$32,578,537 | 14.19% |
| 11 | CNA Insurance Group | 1.18% | \$7,136,519 | 36.99% | \$31,290,871 | 22.70% |
| 12 | Titus Group | 1.12% | \$6,594,963 | (4.78%) | \$29,701,955 | (2.60%) |
| 13 | Winterthur U.S. Holding Group | 1.11% | \$6,684,888 | (1.75%) | \$29,347,652 | (6.32%) |
| 14 | Allianz Insurance Group | 0.91% | \$5,987,934 | 11.12% | \$24,071,813 | 8.12% |
| 15 | American National Financial Group | 0.84% | \$5,391,167 | 10.83% | \$22,230,333 | 10.99% |
| 16 | Amica Mutual Group | 0.82% | \$4,826,659 | (2.53%) | \$21,702,432 | (3.35%) |
| 17 | Commercial Union Insurance Co's. | 0.60% | \$3,731,312 | (1.11%) | \$15,888,368 | (5.66%) |
| 18 | Liberty Mutual Insurance Group | 0.59% | \$8,364,269 | * | \$15,563,098 | * |
| 19 | Metropolitan Group | 0.57% | \$4,215,873 | 43.76% | \$15,126,467 | 17.40% |
| 20 | Lumbermans Mutual Casualty Group | 0.55% | \$3,385,401 | 1.62% | \$14,398,067 | (0.24%) |
| 21 | Service Life Group | 0.50% | \$3,972,295 | (6.59%) | \$13,157,191 | (23.44%) |
| 22 | Central Mutual Insurance Co. of Ohio | 0.42% | \$2,499,585 | (6.76%) | \$11,126,063 | (2.16%) |
| 23 | UNITRIN Inc. | 0.39% | \$6,037,805 | * | \$10,276,597 | 579.98% |
| 24 | Allmerica Financial Corporation | 0.38% | \$2,270,671 | * | \$9,967,419 | 2844.56% |
| 25 | Horace Mann Group | 0.36% | \$2,212,056 | * | \$9,457,817 | 357338.28% |

| | | | | | |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|
| Top 25 Groups Total | 98.32% | \$610,119,219 | 7.60% | \$2,596,712,325 | 6.68% |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|
| Total Market | 100.00% | \$621,401,055 | 7.62% | \$2,641,012,156 | 6.51% |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$402,748,412 | \$377,317,497 | \$294,466,767 |
| 1st qtr 1996 | \$393,776,326 | \$369,184,042 | \$210,940,994 |
| 2nd qtr 1996 | \$478,238,568 | \$452,301,553 | \$296,153,308 |
| 3rd qtr 1996 | \$494,340,655 | \$464,655,748 | \$252,370,093 |
| 4th qtr 1996 | \$430,160,770 | \$403,966,114 | \$223,122,413 |
| 1st qtr 1997 | \$440,297,123 | \$414,991,926 | \$194,621,911 |
| 2nd qtr 1997 | \$552,312,670 | \$521,314,045 | \$225,201,138 |
| 3rd qtr 1997 | \$611,667,498 | \$570,914,025 | \$215,829,828 |
| 4th qtr 1997 | \$530,982,459 | \$497,981,965 | \$168,184,498 |
| 1st qtr 1998 | \$522,692,156 | \$493,178,621 | \$217,802,423 |
| 2nd qtr 1998 | \$657,480,130 | \$619,894,700 | \$236,483,189 |
| 3rd qtr 1998 | \$693,381,323 | \$645,122,532 | \$231,376,030 |
| 4th qtr 1998 | \$607,767,859 | \$560,167,896 | \$234,499,846 |
| 1st qtr 1999 | \$595,604,046 | \$551,730,965 | \$227,203,338 |
| 2nd qtr 1999 | \$718,631,281 | \$674,314,469 | \$331,384,068 |
| 3rd qtr 1999 | \$733,579,729 | \$676,076,742 | \$343,486,057 |
| 4th qtr 1999 | \$627,878,419 | \$577,398,110 | \$261,252,721 |
| 1st qtr 2000 | \$609,531,663 | \$573,018,280 | \$352,459,440 |
| 2nd qtr 2000 | \$760,305,588 | \$718,480,875 | \$824,199,861 |
| 3rd qtr 2000 | \$787,599,648 | \$728,111,946 | \$453,904,194 |
| 4th qtr 2000 | \$625,424,631 | \$621,401,055 | \$389,471,574 |

(Revised 3/16/2002) Workers' Compensation (All Companies)

There were 108 groups, 287 companies, that had direct written premium for Workers' Compensation in the fourth quarter of 2000, as compared to 104 groups, 280 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR WORKERS' COMPENSATION

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Texas Workers Compensation Ins. Fund | 15.03%* | \$79,584,873 | 11.72% | \$304,639,637 | 30.08%* |
| 2 | Liberty Mutual Insurance Group | 8.59%* | \$46,971,073 | 45.59% | \$174,078,006 | 10.26%* |
| 3 | Zurich American Insurance Group | 6.24%* | \$21,768,973 | 7.23% | \$126,472,142 | 41.40%* |
| 4 | American International Group | 6.04%* | \$31,351,952 | 370.22% | \$122,403,065 | 60.03%* |
| 5 | CNA Insurance Group | 6.03%* | \$29,582,007 | (19.08%) | \$122,261,579 | (11.11%)* |
| 6 | Lumbermans Mutual Casualty Group | 5.60%* | \$50,431,059 | 146.49% | \$113,461,501 | 35.39%* |
| 7 | Hartford Fire & Casualty Group | 3.68%* | \$20,685,572 | 25.37% | \$74,606,457 | 29.72%* |
| 8 | Citigroup | 3.25%* | \$7,616,691 | (55.45%) | \$65,831,751 | (19.84%)* |
| 9 | Royal & Sun Alliance USA | 2.98%* | \$14,753,802 | (2.02%) | \$60,339,109 | 5.79%* |
| 10 | St. Paul Group | 2.19% | \$17,047,757 | 123.40% | \$44,473,847 | 36.76%* |
| 11 | Amerisafe Group | 2.02%* | \$16,800,100 | 181.87% | \$40,960,046 | 72.52%* |
| 12 | Commercial Union Insurance Co's. | 2.02%* | \$8,564,969 | 13.40% | \$40,917,437 | 27.96%* |
| 13 | Fairfax Financial | 1.97%* | \$10,481,543 | 17.47% | \$39,858,160 | 13.01%* |
| 14 | Allianz Insurance Group | 1.63%* | \$8,941,437 | 281.29% | \$32,987,950 | 10.73%* |
| 15 | Swiss Reinsurance Group | 1.56%* | \$18,579,522 | 1938.50%* | \$31,528,930 | 1304.74%* |
| 16 | Fremont General Group | 1.55% | \$4,842,845 | (46.68%) | \$31,413,878 | 5.13%* |
| 17 | Old Republic Group | 1.40% | \$8,166,069 | 28.20% | \$28,398,334 | 28.56%* |
| 18 | Transport Holdings Inc. | 1.36%* | \$8,099,961 | 90.07% | \$27,536,996 | 64.60%* |
| 19 | Safeco Insurance Group | 1.30%* | \$12,318,683 | 123.29% | \$26,262,023 | 10.80%* |
| 20 | UNITRIN Inc. | 1.25% | \$5,399,672 | 14.60% | \$25,315,825 | 45.32%* |
| 21 | Atlantic American Group | 1.14% | \$7,107,336 | 62.85% | \$23,154,362 | 33.54%* |
| 22 | National American Insurance Company | 1.12% | \$4,863,613 | (0.76%) | \$22,712,997 | 43.83%* |
| 23 | Chubb & Son Inc. | 1.11% | \$7,493,318 | 68.09% | \$22,578,851 | 10.49%* |
| 24 | Service Life Group | 1.06% | \$4,696,766 | 863.78%* | \$21,558,255 | 69.05%* |
| 25 | ACE USA | 1.05%* | \$5,876,624 | 177.88% | \$21,215,339 | 62.95%* |

| | | | | | |
|----------------------------|----------------|----------------------|---------------|------------------------|----------------|
| Top 25 Groups Total | 81.16%* | \$452,026,217 | 46.55% | \$1,644,966,477 | 24.55%* |
|----------------------------|----------------|----------------------|---------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|-------------------------|----------------|
| Total Market | 100.00% | \$498,835,430 | 21.21%* | \$2,026,706,244* | 16.66%* |
|---------------------|----------------|----------------------|----------------|-------------------------|----------------|

* Revisions made to amounts and percentages only with asterisk(*).

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$402,555,729 | \$401,696,092 | \$266,005,328 |
| 1st qtr 1996 | \$579,559,857 | \$509,511,182 | \$282,536,912 |
| 2nd qtr 1996 | \$409,563,674 | \$378,400,229 | \$276,137,126 |
| 3rd qtr 1996 | \$403,782,391 | \$409,781,331 | \$271,110,812 |
| 4th qtr 1996 | \$375,796,251 | \$395,841,983 | \$303,408,073 |
| 1st qtr 1997 | \$518,369,386 | \$456,591,310 | \$233,563,552 |
| 2nd qtr 1997 | \$411,119,792 | \$420,002,038 | \$304,193,123 |
| 3rd qtr 1997 | \$394,852,366 | \$449,776,152 | \$276,405,692 |
| 4th qtr 1997 | \$400,005,300 | \$414,469,778 | \$279,869,817 |
| 1st qtr 1998 | \$557,857,165 | \$467,054,988 | \$275,183,799 |
| 2nd qtr 1998 | \$478,778,704 | \$443,346,159 | \$291,376,656 |
| 3rd qtr 1998 | \$435,518,600 | \$485,858,077 | \$285,969,989 |
| 4th qtr 1998 | \$370,192,580 | \$397,415,576 | \$332,405,108 |
| 1st qtr 1999 | \$570,639,450 | \$466,533,036 | \$309,788,241 |
| 2nd qtr 1999 | \$454,594,676 | \$396,153,914 | \$329,734,841 |
| 3rd qtr 1999 | \$428,128,411 | \$463,036,006 | \$363,865,746 |
| 4th qtr 1999 | \$427,037,725 | \$411,558,142 | \$358,702,869 |
| 1st qtr 2000 | \$516,894,756 | \$528,020,151 | \$365,417,246 |
| 2nd qtr 2000 | \$505,361,686 | \$478,347,000 | \$365,410,817 |
| 3rd qtr 2000 | \$510,640,302 | \$521,503,663 | \$382,982,384 |
| 4th qtr 2000 | \$536,927,546 | \$498,835,430 | \$414,829,663 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 104.2% |
| 1990 | 95.0% |
| 1991 | 79.6% |
| 1992 | 71.5% |
| 1993 | 63.3% |
| 1994 | 38.7% |
| 1995 | 61.3% |
| 1996 | 68.5% |
| 1997 | 72.9% |
| 1998 | 70.7% |
| 1999 | 79.5% |
| 2000 | 78.3% |

(Revised 3/16/2002) Workers' Compensation (Voluntary Market)

There were 108 groups, 287 companies, that had voluntary direct written premium for Workers' Compensation in the fourth quarter of 2000, as compared to 104 groups, 280 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR WORKERS' COMPENSATION

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|--------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Texas Workers Compensation Ins. Fund | 14.41%* | \$74,778,572 | 7.88% | \$289,975,315 | 64.80% |
| 2 | Liberty Mutual Insurance Group | 8.65%* | \$46,927,217 | 45.45% | \$174,021,112 | 52.56% |
| 3 | Zurich American Insurance Group | 6.29%* | \$21,768,973 | 7.23% | \$126,472,142 | 106.04% |
| 4 | American International Group | 6.08%* | \$31,351,952 | 370.22% | \$122,403,065 | 100.49% |
| 5 | CNA Insurance Group | 6.08%* | \$29,582,007 | (19.08%) | \$122,261,579 | 21.34% |
| 6 | Lumbermans Mutual Casualty Group | 5.64%* | \$50,431,059 | 146.61% | \$113,461,501 | 65.23% |
| 7 | Hartford Fire & Casualty Group | 3.71%* | \$20,685,572 | 25.37% | \$74,606,457 | 66.49% |
| 8 | Citigroup | 3.27%* | \$7,616,691 | (55.45%) | \$65,831,751 | (0.26%) |
| 9 | Royal & Sun Alliance USA | 3.00%* | \$14,753,802 | (2.02%) | \$60,339,109 | 33.68% |
| 10 | St. Paul Group | 2.21%* | \$17,047,757 | 123.40% | \$44,473,847 | 93.68% |
| 11 | Amerisafe Group | 2.04%* | \$16,800,100 | 181.87% | \$40,960,046 | 126.36% |
| 12 | Commercial Union Insurance Co's. | 2.03% | \$8,564,969 | 13.40% | \$40,917,437 | 62.85% |
| 13 | Fairfax Financial | 1.98%* | \$10,481,543 | 17.47% | \$39,858,160 | 61.19% |
| 14 | Allianz Insurance Group | 1.64%* | \$8,941,437 | 281.29% | \$32,987,950 | 70.80% |
| 15 | Swiss Reinsurance Group | 1.57%* | \$18,579,522 | 1938.50% | \$31,528,930 | 2051.10% |
| 16 | Fremont General Group | 1.56% | \$4,842,845 | (46.68%) | \$31,413,878 | 42.89% |
| 17 | Old Republic Group | 1.41% | \$8,166,069 | 28.20% | \$28,398,334 | 63.35% |
| 18 | Transport Holdings Inc. | 1.37%* | \$8,099,961 | 90.07% | \$27,536,996 | 87.40% |
| 19 | Safeco Insurance Group | 1.31%* | \$12,318,683 | 123.29% | \$26,262,023 | 44.59% |
| 20 | UNITRIN Inc. | 1.26%* | \$5,399,672 | 14.60% | \$25,315,825 | 87.69% |
| 21 | Atlantic American Group | 1.15% | \$7,107,336 | 62.85% | \$23,154,362 | 79.47% |
| 22 | National American Insurance Company | 1.13% | \$4,863,613 | (0.76%) | \$22,712,997 | 86.10% |
| 23 | Chubb & Son Inc. | 1.12% | \$7,493,318 | 68.09% | \$22,578,851 | 40.55% |
| 24 | Service Life Group | 1.07% | \$4,696,766 | 863.78% | \$21,558,255 | 86.80% |
| 25 | ACE USA | 1.05% | \$5,876,624 | 177.88% | \$21,215,339 | (5.49%) |

| | | | | | |
|----------------------------|----------------|----------------------|---------------|------------------------|---------------|
| Top 25 Groups Total | 81.03%* | \$447,176,060 | 45.89% | \$1,630,245,261 | 61.35% |
|----------------------------|----------------|----------------------|---------------|------------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|-------------------------|----------------|
| Total Market | 100.00% | \$493,985,273 | 20.59%* | \$2,012,027,468* | 50.67%* |
|---------------------|----------------|----------------------|----------------|-------------------------|----------------|

* Revisions made to amounts and percentages only with asterisk(*).

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 4th qtr 1995 | \$396,357,091 | \$389,435,824 | \$232,077,588 |
| 1st qtr 1996 | \$573,290,273 | \$508,598,211 | \$251,351,695 |
| 2nd qtr 1996 | \$402,772,171 | \$365,766,167 | \$240,044,757 |
| 3rd qtr 1996 | \$398,598,974 | \$406,123,320 | \$245,300,728 |
| 4th qtr 1996 | \$373,057,831 | \$395,421,448 | \$282,512,093 |
| 1st qtr 1997 | \$513,174,272 | \$452,981,332 | \$213,481,480 |
| 2nd qtr 1997 | \$408,122,341 | \$416,106,534 | \$283,131,638 |
| 3rd qtr 1997 | \$391,478,516 | \$447,980,785 | \$257,491,933 |
| 4th qtr 1997 | \$397,952,485 | \$420,604,994 | \$264,596,740 |
| 1st qtr 1998 | \$556,266,030 | \$465,501,888 | \$259,492,219 |
| 2nd qtr 1998 | \$477,501,777 | \$442,954,870 | \$276,338,555 |
| 3rd qtr 1998 | \$434,267,316 | \$484,423,364 | \$270,855,826 |
| 4th qtr 1998 | \$369,355,592 | \$396,584,847 | \$319,769,145 |
| 1st qtr 1999 | \$569,077,654 | \$464,808,763 | \$301,883,773 |
| 2nd qtr 1999 | \$452,971,565 | \$394,383,247 | \$319,394,412 |
| 3rd qtr 1999 | \$425,958,566 | \$460,970,748 | \$355,047,995 |
| 4th qtr 1999 | \$423,333,897 | \$409,633,529 | \$348,765,029 |
| 1st qtr 2000 | \$513,391,542 | \$525,877,539 | \$357,489,532 |
| 2nd qtr 2000 | \$501,354,578 | \$475,604,283 | \$356,897,844 |
| 3rd qtr 2000 | \$505,803,790 | \$516,560,373 | \$373,917,239 |
| 4th qtr 2000 | \$532,210,760 | \$493,985,273 | \$405,376,085 |

Workers' Compensation (Residual Market)

Workers' Compensation assigned risk policies could no longer be written after 12/31/93. As business runs off, all experience reported here will be that of the START program (Residual Market) reported by the Texas Workers' Compensation Insurance Fund (the Fund).

For the four quarters ending with the fourth quarter of 2000, the START program reported \$14,644,332 in direct premiums written. This accounted for 99.9% of all Residual Market experience reported and was an increase of 87.24% over the same period one year prior. Of this amount \$4,806,301 was written in the fourth quarter of 2000 which was a 151.00% increase from the fourth quarter of 1999.

The balance of all Workers' Compensation (page 40) minus the Voluntary Market (page 42) minus Residual Market experience reported above is due to runoff business, including retro adjustments and policy audits, reported on policies written prior to and including 12/31/93.

The table below includes data for all groups, including the Fund. The table on the following page contains data solely for the Fund. This table is included to better illustrate the experience of the START program.

QUARTERLY EXPERIENCE **All Groups**

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|-------------------------|-------------------------------------|-------------------------------|---------------------------|
| 4th qtr 1995 | \$6,198,638 | \$12,260,268 | \$33,927,740 |
| 1st qtr 1996 | \$6,269,584 | \$912,971 | \$31,185,217 |
| 2nd qtr 1996 | \$6,791,503 | \$12,634,062 | \$36,092,369 |
| 3rd qtr 1996 | \$5,183,417 | \$3,658,011 | \$25,810,084 |
| 4th qtr 1996 | \$2,738,420 | \$420,535 | \$20,895,980 |
| 1st qtr 1997 | \$5,195,114 | \$3,609,978 | \$20,082,072 |
| 2nd qtr 1997 | \$2,997,451 | \$3,895,504 | \$21,061,485 |
| 3rd qtr 1997 | \$3,373,850 | \$1,795,367 | \$18,913,759 |
| 4th qtr 1997 | \$2,052,815 | (\$6,135,216) | \$15,273,077 |
| 1st qtr 1998 | \$1,591,135 | \$1,553,100 | \$15,691,580 |
| 2nd qtr 1998 | \$1,276,927 | \$391,289 | \$15,038,101 |
| 3rd qtr 1998 | \$1,251,284 | \$1,434,713 | \$15,114,163 |
| 4th qtr 1998 | \$836,988 | \$830,729 | \$12,635,963 |
| 1st qtr 1999 | \$1,561,796 | \$1,724,273 | \$7,904,468 |
| 2nd qtr 1999 | \$1,623,111 | \$1,770,667 | \$10,340,429 |
| 3rd qtr 1999 | \$2,169,845 | \$2,065,258 | \$8,817,751 |
| 4th qtr 1999 | \$3,703,828 | \$1,924,613 | \$9,937,840 |
| 1st qtr 2000 | \$3,503,214 | \$2,142,612 | \$7,927,714 |
| 2nd qtr 2000 | \$4,007,108 | \$2,742,717 | \$8,512,973 |
| 3rd qtr 2000 | \$4,836,512 | \$4,943,290 | \$9,065,145 |
| 4th qtr 2000 | \$4,716,786 | \$4,850,157 | \$9,453,578 |

QUARTERLY EXPERIENCE
Texas Workers' Compensation Insurance Fund

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|-----------------------------|---|-----------------------------------|-------------------------------|
| 4th qtr 1995 | \$6,198,638 | \$10,213,355 | \$2,256,434 |
| 1st qtr 1996 | \$6,269,584 | \$985,350 | \$4,402,318 |
| 2nd qtr 1996 | \$6,791,503 | \$12,905,623 | \$758,010 |
| 3rd qtr 1996 | \$5,183,417 | \$2,722,400 | \$2,354,828 |
| 4th qtr 1996 | \$2,738,420 | \$3,134,810 | \$2,435,900 |
| 1st qtr 1997 | \$5,195,114 | \$3,709,751 | \$2,085,326 |
| 2nd qtr 1997 | \$2,997,451 | \$3,897,390 | \$1,965,869 |
| 3rd qtr 1997 | \$3,373,850 | \$2,010,153 | \$2,380,981 |
| 4th qtr 1997 | \$2,052,815 | (\$6,127,062) | \$1,904,944 |
| 1st qtr 1998 | \$1,591,135 | \$1,440,596 | \$1,607,940 |
| 2nd qtr 1998 | \$1,276,927 | \$433,992 | \$1,465,267 |
| 3rd qtr 1998 | \$1,251,284 | \$1,371,071 | \$1,663,833 |
| 4th qtr 1998 | \$836,988 | \$596,807 | \$1,440,169 |
| 1st qtr 1999 | \$1,561,796 | \$1,972,223 | \$1,332,155 |
| 2nd qtr 1999 | \$1,623,111 | \$1,876,459 | \$1,130,990 |
| 3rd qtr 1999 | \$2,169,845 | \$2,068,199 | \$1,028,397 |
| 4th qtr 1999 | \$3,703,828 | \$1,914,890 | \$1,046,307 |
| 1st qtr 2000 | \$3,503,214 | \$2,142,612 | \$848,612 |
| 2nd qtr 2000 | \$4,007,108 | \$2,747,725 | \$982,492 |
| 3rd qtr 2000 | \$4,836,512 | \$4,967,684 | \$1,169,864 |
| 4th qtr 2000 | \$4,716,786 | \$4,806,301 | \$1,217,504 |

Workers' Compensation (Deductible Plans)

There were 108 groups, 287 companies which wrote voluntary policies for Workers' Compensation in the fourth quarter of 2000, as compared to 104 groups, 280 companies in the fourth quarter of 1999.

The data contained in the following table represents direct policies written as new or renewal policies in the fourth quarter of 2000. The policies are adjusted to an annual basis (a six month policy is reported as 0.5). The premiums on direct policies written are total premiums (estimated if initial premium collected was a deposit or first installment premium).

It should be noted that the Total Premiums on Direct Policies Written After Deductible Credit as shown in the table on the following page will not equal the Total Direct Premiums Written on page 42. As referenced on page 2 of this report, Premiums on Policies Written captures the Direct Premiums Written in the designated quarter without adjustments for cancellations or endorsements and, therefore, may not match the written premium figures in the statutory Annual Statement. In contrast, Direct Premiums Written are reported using the same methods/rules used in completing the statutory Annual Statement.

The Premiums on Direct Policies Written are presented before any credits are given for the purchase of deductible plans, and, in the following column, after the credit has been given for the applicable deductible plan. This is presented in order to illustrate the effect deductible plans have on insureds' premiums. The final section of the table contains data which illustrate the volume of Workers' Compensation insurance written on policies which do not include a deductible plan.

WORKERS' COMPENSATION DEDUCTIBLE PLANS

| | Policies Written 4th Qtr 2000 | Premium on Direct Policies Written Prior to Deductible Credit | Premium on Direct Policies Written After Deductible Credit | Percent of Reduction in Premiums |
|---|-------------------------------------|---|--|--|
| Per Accident Deductible Plan | | | | |
| Premium of \$5,000 - \$9,999 | 28 | \$174,445 | \$157,209 | 9.88% |
| Premium of \$10,000 - \$24,999 | 29 | \$493,267 | \$440,445 | 10.71% |
| Premium of \$25,000 - \$49,999 | 12 | \$447,344 | \$363,351 | 18.78% |
| Premium of \$50,000 - \$74,999 | 9 | \$595,930 | \$456,524 | 23.39% |
| Premium of \$75,000 - \$100,000 | 3 | \$272,343 | \$184,876 | 32.12% |
| Total Per Accident Plan | 81 | \$1,983,329 | \$1,602,405 | 19.21% |
| Aggregate Deductible Plan | | | | |
| Premium of \$5,000 - \$9,999 | 4 | \$27,606 | \$22,946 | 16.88% |
| Premium of \$10,000 - \$24,999 | 11 | \$140,342 | \$120,853 | 13.89% |
| Premium of \$25,000 - \$49,999 | 7 | \$260,163 | \$207,574 | 20.21% |
| Premium of \$50,000 - \$74,999 | 4 | \$223,470 | \$199,406 | 10.77% |
| Premium of \$75,000 - \$100,000 | 1 | \$92,439 | \$67,295 | 27.20% |
| Total Aggregate Plan | 27 | \$744,020 | \$618,074 | 16.93% |
| Per Accident/Aggregate Combination Deductible Plan | | | | |
| Premium of \$5,000 - \$9,999 | 4 | \$29,907 | \$27,017 | 9.66% |
| Premium of \$10,000 - \$24,999 | 4 | \$58,759 | \$46,709 | 20.51% |
| Premium of \$25,000 - \$49,999 | 3 | \$92,118 | \$76,694 | 16.74% |
| Premium of \$50,000 - \$74,999 | 2 | \$134,375 | \$86,364 | 35.73% |
| Premium of \$75,000 - \$100,000 | 1 | \$94,433 | \$77,179 | 18.27% |
| Total Combination Plan | 14 | \$409,592 | \$313,963 | 23.35% |
| Negotiated Deductible Plan | | | | |
| Premium Up To \$100,000 | 764 | \$11,168,879 | \$3,833,397 | 65.68% |
| Premium of \$100,001 - \$150,000 | 47 | \$5,896,850 | \$1,706,550 | 71.06% |
| Premium of \$150,001 - \$250,000 | 81 | \$15,906,909 | \$4,868,383 | 69.39% |
| Premium of \$250,001 - \$350,000 | 40 | \$11,888,645 | \$2,733,264 | 77.01% |
| Premium of \$350,001 - \$500,000 | 55 | \$22,753,003 | \$4,532,665 | 80.08% |
| Premium of \$500,001 - \$750,000 | 47 | \$29,486,951 | \$4,842,775 | 83.58% |
| Premium of \$750,001 - \$1,000,000 | 30 | \$25,221,103 | \$3,833,478 | 84.80% |
| Premium of \$1,000,001 - \$2,500,000 | 72 | \$104,409,043 | \$16,857,089 | 83.85% |
| Premium of \$2,500,001 - \$5,000,000 | 28 | \$96,887,358 | \$10,315,801 | 89.35% |
| Premium of \$5,000,001 and above | 12 | \$95,345,327 | \$20,280,418 | 78.73% |
| Total Negotiated Plan | 1,176 | \$418,964,068 | \$73,803,820 | 82.38% |
| No Deductible Plan | | | | |
| Premium Less Than \$5,000 | 23,069 | \$41,250,764 | \$41,250,764 | 0.00% |
| Premium of \$5,000 - \$9,999 | 4,946 | \$35,327,112 | \$35,327,112 | 0.00% |
| Premium of \$10,000 - \$24,999 | 3,821 | \$60,653,737 | \$60,653,737 | 0.00% |
| Premium of \$25,000 - \$49,999 | 1,541 | \$53,721,664 | \$53,721,664 | 0.00% |
| Premium of \$50,000 - \$74,999 | 569 | \$34,661,575 | \$34,661,575 | 0.00% |
| Premium of \$75,000 - \$100,000 | 299 | \$25,663,223 | \$25,663,223 | 0.00% |
| Premium Greater Than \$100,000 | 669 | \$203,618,318 | \$203,618,318 | 0.00% |
| Total No Deductible Plan | 34,914 | \$454,896,393 | \$454,896,393 | 0.00% |
| TOTAL ALL PLANS | 36,212 | \$861,378,635 | \$531,234,655 | 38.33% |

Boiler & Machinery

There were 35 groups, 92 companies, that had direct written premium for Boiler & Machinery in the fourth quarter of 2000, as compared to 33 groups, 91 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR BOILER & MACHINERY

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|----------------------------|-------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Allendale Group | 20.59% | \$2,537,073 | (30.54%) | \$8,651,626 | 3.53% |
| 2 | Citigroup | 18.61% | \$2,522,728 | 71.20% | \$7,818,578 | 51.73% |
| 3 | Hartford Steam Boiler Group | 14.56% | \$1,738,331 | (14.38%) | \$6,116,875 | (6.35%) |
| 4 | American International Group | 10.63% | \$2,667,333 | 320.66% | \$4,467,681 | 141.69% |
| 5 | Chubb & Son Inc. | 7.64% | \$935,145 | 24.48% | \$3,210,014 | 33.29% |
| 6 | Zurich American Insurance Group | 5.36% | \$430,594 | (46.49%) | \$2,251,462 | (12.83%) |
| 7 | CNA Insurance Group | 5.32% | \$427,800 | (7.59%) | \$2,233,531 | 14.27% |
| 8 | General Electric Group | 4.94% | \$2,091,623 | * | \$2,074,608 | * |
| 9 | Liberty Mutual Insurance Group | 2.88% | \$408,025 | 192.30% | \$1,208,483 | 18.95% |
| 10 | Allianz Insurance Group | 2.33% | \$191,136 | 53.73% | \$980,942 | 188.40% |
| 11 | St. Paul Group | 1.71% | \$187,806 | 0.00% | \$717,598 | 67.38% |
| 12 | Guidant Insurance Group | 0.78% | \$29,895 | (68.09%) | \$329,026 | 11.15% |
| 13 | Allstate Insurance Group | 0.61% | \$64,579 | 19.67% | \$254,884 | 27.58% |
| 14 | Reliance Group Incorporated | 0.51% | (\$24,147) | (113.12%) | \$215,585 | (78.02%) |
| 15 | National American Insurance Company | 0.51% | \$38,087 | (36.76%) | \$214,708 | 31.21% |
| 16 | Safeco Insurance Group | 0.46% | \$24,052 | (7.27%) | \$194,653 | 47.02% |
| 17 | Sentry Insurance Group | 0.38% | \$33,420 | 26.52% | \$160,876 | 14.78% |
| 18 | Tokio Marine Consolidated | 0.35% | \$98,291 | 298.60% | \$146,746 | 203.09% |
| 19 | Federated Mutual Group | 0.34% | \$104,135 | 617.58% | \$144,936 | 249.88% |
| 20 | Fairfax Financial | 0.27% | \$27,255 | 45.07% | \$114,459 | 223.18% |
| 21 | Houston Casualty Group | 0.22% | \$90,688 | 81.38% | \$90,688 | 81.38% |
| 22 | Commercial Union Insurance Co's. | 0.19% | \$23,168 | 48.34% | \$81,504 | (53.91%) |
| 23 | ACE USA | 0.15% | \$49,058 | (84.96%) | \$64,392 | (82.58%) |
| 24 | American Financial Insurance Group | 0.15% | \$40,130 | * | \$63,637 | 448.78% |
| 25 | Hartford Fire & Casualty Group | 0.14% | \$24,232 | 129.88% | \$57,146 | 461.36% |
| Top 25 Groups Total | | 99.63% | \$14,760,437 | 30.75% | \$41,864,638 | 25.25% |
| Total Market | | 100.00% | \$14,813,929 | 27.77% | \$42,019,431 | 20.36% |

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$15,535,917 | \$14,318,246 | \$9,245,111 |
| 1st qtr 1996 | \$10,029,771 | \$8,503,251 | \$7,323,439 |
| 2nd qtr 1996 | \$12,146,756 | \$11,061,403 | \$6,202,512 |
| 3rd qtr 1996 | \$12,193,289 | \$13,335,666 | \$4,673,537 |
| 4th qtr 1996 | \$11,635,320 | \$12,211,138 | \$12,159,442 |
| 1st qtr 1997 | \$8,908,324 | \$8,695,587 | \$3,146,684 |
| 2nd qtr 1997 | \$11,483,811 | \$10,912,224 | \$3,983,044 |
| 3rd qtr 1997 | \$11,503,183 | \$11,059,002 | \$24,580,956 |
| 4th qtr 1997 | \$16,282,971 | \$12,296,349 | \$9,237,517 |
| 1st qtr 1998 | \$8,896,257 | \$7,931,500 | \$3,685,255 |
| 2nd qtr 1998 | \$10,047,430 | \$11,019,793 | \$2,794,826 |
| 3rd qtr 1998 | \$11,531,122 | \$9,697,962 | \$5,615,512 |
| 4th qtr 1998 | \$10,471,900 | \$13,372,498 | \$4,468,434 |
| 1st qtr 1999 | \$10,225,174 | \$6,885,262 | \$4,521,389 |
| 2nd qtr 1999 | \$5,499,763 | \$8,003,887 | \$6,693,625 |
| 3rd qtr 1999 | \$5,998,330 | \$8,429,018 | \$13,747,315 |
| 4th qtr 1999 | \$5,739,554 | \$11,594,584 | \$26,973,664 |
| 1st qtr 2000 | \$6,824,984 | \$7,104,170 | \$7,608,679 |
| 2nd qtr 2000 | \$7,621,282 | \$9,008,884 | \$3,444,292 |
| 3rd qtr 2000 | \$9,496,878 | \$11,092,448 | \$8,553,001 |
| 4th qtr 2000 | \$11,021,834 | \$14,813,929 | \$15,462,968 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 40.8% |
| 1990 | 225.6% |
| 1991 | 124.5% |
| 1992 | 13.0% |
| 1993 | 79.5% |
| 1994 | 39.9% |
| 1995 | 43.4% |
| 1996 | 71.1% |
| 1997 | 74.2% |
| 1998 | 39.2% |
| 1999 | 186.8% |
| 2000 | 53.4% |

Commercial Crime

There were 45 groups, 98 companies, that had direct written premium for Commercial Crime in the fourth quarter of 2000, as compared to 93 groups, 91 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL CRIME

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Chubb & Son Inc. | 57.85% | \$1,728,862 | (10.56%) | \$6,412,623 | (0.47%) |
| 2 | Zurich American Insurance Group | 6.87% | \$274,175 | 58.96% | \$761,626 | (5.77%) |
| 3 | Citigroup | 6.55% | \$313,240 | 102.52% | \$726,480 | 16.90% |
| 4 | American International Group | 4.58% | \$87,341 | (11.95%) | \$507,755 | (2.39%) |
| 5 | St. Paul Group | 3.61% | \$164,407 | 8.99% | \$400,068 | 10.73% |
| 6 | Guidant Insurance Group | 3.24% | \$94,728 | 9.64% | \$359,148 | 18.38% |
| 7 | Hartford Fire & Casualty Group | 3.20% | \$64,781 | (29.92%) | \$354,342 | 43.47% |
| 8 | CNA Insurance Group | 3.00% | \$133,275 | 59.02% | \$333,087 | 75.85% |
| 9 | Federated Mutual Group | 1.83% | \$30,711 | (38.44%) | \$202,659 | 43.28% |
| 10 | American Financial Insurance Group | 1.31% | \$58,986 | 193.30% | \$144,698 | 14.61% |
| 11 | Bancinsure Inc | 1.15% | \$52,358 | * | \$127,178 | (24.57%) |
| 12 | Royal & Sun Alliance USA | 0.98% | \$42,843 | (28.33%) | \$108,551 | (43.50%) |
| 13 | UNTRIN Inc. | 0.74% | \$22,959 | 32.53% | \$81,522 | 21.90% |
| 14 | Liberty Mutual Insurance Group | 0.68% | \$2,547 | (93.25%) | \$75,733 | (24.07%) |
| 15 | Lumbermans Mutual Casualty Group | 0.67% | \$18,881 | (13.62%) | \$73,988 | 9.81% |
| 16 | Reliance Group Incorporated | 0.58% | \$3,776 | (89.18%) | \$64,501 | (70.16%) |
| 17 | Allendale Group | 0.53% | \$19,837 | * | \$59,077 | 49.64% |
| 18 | Sentry Insurance Group | 0.50% | \$14,607 | 57.22% | \$55,508 | 23.62% |
| 19 | Fairfax Financial | 0.49% | \$8,012 | (56.91%) | \$54,583 | (51.06%) |
| 20 | United Fire & Casualty Group | 0.31% | \$12,268 | * | \$34,138 | 528.35% |
| 21 | Chrysler Group | 0.30% | \$9,364 | 577.57% | \$33,174 | 38.81% |
| 22 | Millers First Insurance Companies | 0.23% | \$11,589 | 123.34% | \$25,324 | 26.52% |
| 23 | EMC Insurance Companies | 0.19% | \$5,874 | 135.34% | \$20,979 | (0.85%) |
| 24 | Safeco Insurance Group | 0.09% | \$1,814 | (26.32%) | \$9,740 | 66.70% |
| 25 | W. R. Berkley Corporation | 0.08% | \$289 | (14.24%) | \$8,557 | 714.95% |

| | | | | | |
|----------------------------|---------------|--------------------|--------------|---------------------|--------------|
| Top 25 Groups Total | 99.55% | \$3,177,235 | 3.99% | \$11,035,039 | 1.74% |
|----------------------------|---------------|--------------------|--------------|---------------------|--------------|

| | | | | | |
|---------------------|----------------|--------------------|--------------|---------------------|--------------|
| Total Market | 100.00% | \$3,189,332 | 3.08% | \$11,084,619 | 0.80% |
|---------------------|----------------|--------------------|--------------|---------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$2,749,095 | \$2,861,398 | (\$7,850) |
| 1st qtr 1996 | \$1,996,866 | \$2,543,225 | \$404,653 |
| 2nd qtr 1996 | \$2,848,677 | \$3,148,500 | \$395,857 |
| 3rd qtr 1996 | \$2,630,416 | \$2,672,105 | \$559,800 |
| 4th qtr 1996 | \$2,865,948 | \$2,817,165 | (\$261,036) |
| 1st qtr 1997 | \$2,326,215 | \$2,240,161 | \$685,650 |
| 2nd qtr 1997 | \$2,596,971 | \$2,758,586 | \$479,870 |
| 3rd qtr 1997 | \$2,452,389 | \$3,084,964 | \$337,194 |
| 4th qtr 1997 | \$2,992,214 | \$2,659,011 | \$901,799 |
| 1st qtr 1998 | \$2,494,468 | \$2,609,493 | \$1,506,546 |
| 2nd qtr 1998 | \$2,689,070 | \$2,755,087 | \$499,866 |
| 3rd qtr 1998 | \$3,196,591 | \$3,372,786 | \$523,781 |
| 4th qtr 1998 | \$3,275,081 | \$3,706,197 | \$1,214,208 |
| 1st qtr 1999 | \$2,305,794 | \$2,607,287 | \$249,095 |
| 2nd qtr 1999 | \$1,407,701 | \$2,919,957 | \$1,153,070 |
| 3rd qtr 1999 | \$1,913,296 | \$2,375,385 | \$826,469 |
| 4th qtr 1999 | \$1,453,101 | \$3,093,898 | \$847,005 |
| 1st qtr 2000 | \$2,298,539 | \$2,395,113 | \$144,981 |
| 2nd qtr 2000 | \$2,764,361 | \$2,835,158 | \$503,188 |
| 3rd qtr 2000 | \$2,447,445 | \$2,665,016 | \$447,320 |
| 4th qtr 2000 | \$2,932,337 | \$3,189,332 | (\$55,027) |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| <u>Year</u> | <u>Loss Ratio</u> |
|-------------|-------------------|
| 1989 | 29.9% |
| 1990 | 27.3% |
| 1991 | 29.7% |
| 1992 | 24.6% |
| 1993 | 18.5% |
| 1994 | 22.5% |
| 1995 | 16.1% |
| 1996 | 19.4% |
| 1997 | 13.2% |
| 1998 | 13.3% |
| 1999 | 19.6% |
| 2000 | 21.2% |

Commercial Glass

There were 20 groups, 37 companies, that had direct written premium for Commercial Glass in the fourth quarter of 2000, as compared to 23 groups, 42 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL GLASS

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | UNINTRIN Inc. | 31.87% | \$22,442 | (46.85%) | \$121,409 | (20.57%) |
| 2 | Zurich American Insurance Group | 13.96% | \$12,808 | 83.08% | \$53,176 | 29.00% |
| 3 | EMC Insurance Companies | 9.54% | \$5,506 | (57.94%) | \$36,355 | 5.06% |
| 4 | Sentry Insurance Group | 9.03% | \$4,442 | (24.42%) | \$34,406 | 95.76% |
| 5 | United Fire & Casualty Group | 8.97% | \$12,775 | * | \$34,177 | 649.17% |
| 6 | Ohio Casualty Group | 8.39% | \$6,595 | (31.36%) | \$31,967 | (13.71%) |
| 7 | Safeco Insurance Group | 3.87% | \$3,089 | 24.21% | \$14,727 | (1.71%) |
| 8 | St. Paul Group | 2.96% | \$2,481 | (10.08%) | \$11,283 | (5.15%) |
| 9 | Federated Mutual Group | 2.54% | \$650 | (92.08%) | \$9,692 | (43.73%) |
| 10 | Royal & Sun Alliance USA | 2.12% | \$1,437 | 121.76% | \$8,065 | (4.51%) |
| 11 | Transport Holdings Inc. | 1.97% | \$806 | * | \$7,501 | 139.96% |
| 12 | Beacon Insurance Group | 0.87% | \$1,228 | 59.90% | \$3,313 | (13.79%) |
| 13 | Citigroup | 0.85% | \$676 | (44.04%) | \$3,236 | (15.75%) |
| 14 | ACE USA | 0.70% | \$18 | (97.69%) | \$2,666 | (33.08%) |
| 15 | Nationwide Corporation | 0.47% | \$171 | * | \$1,806 | 25.94% |
| 16 | Hartford Fire & Casualty Group | 0.39% | \$397 | 415.58% | \$1,473 | (48.32%) |
| 17 | Swiss Reinsurance Group | 0.39% | \$1,472 | * | \$1,472 | 233.03% |
| 18 | Guidant Insurance Group | 0.35% | (\$11) | 85.90% | \$1,331 | 5.38% |
| 19 | State Farm Group | 0.34% | \$525 | 377.27% | \$1,309 | 98.63% |
| 20 | Miller Insurance Group | 0.16% | \$249 | 168.98% | \$622 | (35.81%) |
| 21 | American Financial Insurance Group | 0.12% | \$0 | (100.00%) | \$451 | (85.24%) |
| 22 | Chrysler Group | 0.06% | \$0 | (100.00%) | \$227 | (76.81%) |
| 23 | Allmerica Financial Corporation | 0.06% | (\$100) | (200.00%) | \$215 | (46.25%) |
| 24 | Utica National Insurance Group | 0.01% | \$0 | (100.00%) | \$26 | (85.14%) |

| | | | | | |
|-------------------------|----------------|-----------------|-----------------|------------------|--------------|
| Top Groups Total | 100.00% | \$77,656 | (20.59%) | \$380,905 | 3.67% |
|-------------------------|----------------|-----------------|-----------------|------------------|--------------|

| | | | | | |
|---------------------|----------------|-----------------|-----------------|------------------|--------------|
| Total Market | 100.00% | \$77,656 | (21.94%) | \$380,905 | 1.78% |
|---------------------|----------------|-----------------|-----------------|------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$233,805 | \$193,433 | \$41,606 |
| 1st qtr 1996 | \$141,382 | \$127,967 | \$30,823 |
| 2nd qtr 1996 | \$158,795 | \$140,729 | \$33,810 |
| 3rd qtr 1996 | \$165,453 | \$140,389 | \$36,889 |
| 4th qtr 1996 | \$156,778 | \$121,243 | \$36,288 |
| 1st qtr 1997 | \$144,373 | \$123,484 | \$21,580 |
| 2nd qtr 1997 | \$165,662 | \$133,383 | \$21,667 |
| 3rd qtr 1997 | \$183,474 | \$148,195 | \$29,200 |
| 4th qtr 1997 | \$178,081 | \$127,958 | \$78,633 |
| 1st qtr 1998 | \$152,653 | \$131,204 | \$30,881 |
| 2nd qtr 1998 | \$156,004 | \$122,852 | \$12,492 |
| 3rd qtr 1998 | \$137,403 | \$121,708 | \$31,776 |
| 4th qtr 1998 | \$126,047 | \$110,220 | \$22,533 |
| 1st qtr 1999 | \$130,797 | \$99,480 | \$24,088 |
| 2nd qtr 1999 | \$126,187 | \$96,525 | \$97,073 |
| 3rd qtr 1999 | \$132,087 | \$92,232 | \$13,833 |
| 4th qtr 1999 | \$120,348 | \$86,001 | \$30,482 |
| 1st qtr 2000 | \$127,941 | \$87,786 | \$29,669 |
| 2nd qtr 2000 | \$128,064 | \$103,528 | \$225,475 |
| 3rd qtr 2000 | \$154,216 | \$116,377 | \$22,938 |
| 4th qtr 2000 | \$101,738 | \$77,656 | \$10,619 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| Year | Loss Ratio |
|------|------------|
| 1989 | 30.2% |
| 1990 | 24.9% |
| 1991 | 36.9% |
| 1992 | 8.0% |
| 1993 | 25.2% |
| 1994 | 17.4% |
| 1995 | 32.9% |
| 1996 | 23.7% |
| 1997 | 31.2%* |
| 1998 | 56.3% |
| 1999 | 60.9% |
| 2000 | 98.9% |

* Beginning 1997, Commercial Glass is reported under Allied Lines on the Annual Statement; therefore, the Loss Ratios for this and subsequent years represents all coverages reported under Allied Lines.

Medical Professional Liability

There were 39 groups, 56 companies, that had direct written premium for Medical Professional Liability (includes regulated and non-rate-regulated companies) in the fourth quarter of 2000, as compared to 34 groups, 54 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR MEDICAL PROFESSIONAL LIABILITY

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Health Care Indemnity Inc. | 25.50% | (\$860,104) | 70.00% | \$77,027,742 | (12.81%) |
| 2 | General Electric Group | 16.69% | \$9,784,687 | 38.43% | \$50,406,826 | 15.35% |
| 3 | St. Paul Group | 8.35% | \$5,582,270 | 65.19% | \$25,230,395 | 2.34% |
| 4 | MIIX Insurance Group | 6.26% | \$2,440,349 | (43.67%) | \$18,905,505 | (0.69%) |
| 5 | FPIC Insurance Group Inc | 5.66% | \$5,157,058 | 77.34% | \$17,090,674 | 63.72% |
| 6 | Pennsylvania Casualty Group | 5.33% | \$6,327,594 | 153.19% | \$16,103,891 | 6.94% |
| 7 | American Physicians Ins. Exchange | 4.81% | \$1,344,413 | (16.85%) | \$14,530,160 | (1.51%) |
| 8 | SCPIE Companies | 3.27% | \$4,115,149 | 225.71% | \$9,879,821 | 282.39% |
| 9 | Frontier Insurance Group | 2.88% | \$42,492 | (99.17%) | \$8,701,559 | (55.12%) |
| 10 | Allianz Insurance Group | 2.74% | \$3,995,746 | 795.82% | \$8,272,834 | 60.00% |
| 11 | Doctors Company Group | 2.37% | \$809,028 | 151.84% | \$7,150,916 | 31.41% |
| 12 | Chubb & Son Inc. | 2.33% | \$1,063,937 | 1.14% | \$7,034,532 | 16.75% |
| 13 | Texas Hospital Insurance Exchange | 1.67% | \$1,051,352 | (18.02%) | \$5,049,706 | (8.08%) |
| 14 | Mutual Assurance Companies | 1.57% | \$1,339,041 | 4.75% | \$4,748,921 | 6.41% |
| 15 | CNA Insurance Group | 1.34% | \$589,586 | (49.40%) | \$4,051,594 | (16.76%) |
| 16 | Fairfax Financial | 1.06% | \$766,794 | 62.38% | \$3,190,678 | 216.36% |
| 17 | National Chiropractic Mutual Ins. Co. | 0.96% | \$578,653 | (4.54%) | \$2,895,644 | 0.67% |
| 18 | Texas Medical Liab. Underwriting Assoc. | 0.96% | \$1,591,137 | 34.42% | \$2,894,339 | (0.57%) |
| 19 | Legion Insurance Group | 0.92% | \$1,437,020 | 245.65% | \$2,773,103 | 176.53% |
| 20 | Citigroup | 0.82% | \$318,144 | (70.14%) | \$2,472,815 | (24.68%) |
| 21 | Clarendon Insurance Group | 0.78% | \$341,119 | 19.00% | \$2,355,844 | 31.50% |
| 22 | Zurich American Insurance Group | 0.78% | \$132,997 | (86.94%) | \$2,351,370 | (44.84%) |
| 23 | Podiatry Insurance Co. of America RRG | 0.72% | \$249,946 | 39.45% | \$2,187,223 | 24.70% |
| 24 | Preferred Professional Insurance Company | 0.59% | \$10,426 | (83.13%) | \$1,780,373 | (35.38%) |
| 25 | ACE USA | 0.34% | \$353,905 | 10.69% | \$1,031,321 | (10.36%) |

| | | | | | |
|----------------------------|---------------|---------------------|---------------|----------------------|--------------|
| Top 25 Groups Total | 98.69% | \$48,562,739 | 33.09% | \$298,117,786 | 2.02% |
|----------------------------|---------------|---------------------|---------------|----------------------|--------------|

| | | | | | |
|---------------------|----------------|---------------------|---------------|----------------------|--------------|
| Total Market | 100.00% | \$48,822,468 | 20.60% | \$302,085,536 | 1.05% |
|---------------------|----------------|---------------------|---------------|----------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$43,145,176 | \$58,247,051 | \$67,315,494 |
| 1st qtr 1996 | \$114,189,070 | \$114,738,793 | \$56,684,025 |
| 2nd qtr 1996 | \$45,514,973 | \$54,716,151 | \$47,353,607 |
| 3rd qtr 1996 | \$63,825,546 | \$66,636,774 | \$49,184,495 |
| 4th qtr 1996 | \$44,450,328 | \$37,813,818 | \$62,181,423 |
| 1st qtr 1997 | \$135,310,533 | \$133,934,292 | \$43,211,466 |
| 2nd qtr 1997 | \$41,238,656 | \$46,207,164 | \$47,743,217 |
| 3rd qtr 1997 | \$69,152,199 | \$67,960,393 | \$45,288,575 |
| 4th qtr 1997 | \$40,887,870 | \$38,739,726 | \$39,743,157 |
| 1st qtr 1998 | \$140,239,837 | \$152,219,574 | \$59,734,296 |
| 2nd qtr 1998 | \$39,867,221 | \$46,328,066 | \$45,995,696 |
| 3rd qtr 1998 | \$63,699,946 | \$65,433,921 | \$72,182,018 |
| 4th qtr 1998 | \$44,926,900 | \$49,931,661 | \$65,687,566 |
| 1st qtr 1999 | \$143,714,378 | \$153,831,660 | \$45,490,283 |
| 2nd qtr 1999 | \$35,833,747 | \$35,442,419 | \$102,810,102 |
| 3rd qtr 1999 | \$74,001,990 | \$69,189,438 | \$50,252,064 |
| 4th qtr 1999 | \$41,930,065 | \$40,483,584 | \$79,374,396 |
| 1st qtr 2000 | \$137,093,402 | \$139,488,404 | \$96,644,607 |
| 2nd qtr 2000 | \$42,351,811 | \$44,844,296 | \$107,273,832 |
| 3rd qtr 2000 | \$65,366,466 | \$68,930,368 | \$69,209,753 |
| 4th qtr 2000 | \$52,031,103 | \$48,822,468 | \$108,250,059 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| Year | Loss Ratio |
|------|------------|
| 1989 | 100.5% |
| 1990 | 131.2% |
| 1991 | 113.6% |
| 1992 | 105.9% |
| 1993 | 102.5% |
| 1994 | 92.0% |
| 1995 | 87.7% |
| 1996 | 80.1% |
| 1997 | 69.2% |
| 1998 | 90.5% |
| 1999 | 98.1% |
| 2000 | 98.3% |

Miscellaneous Professional Liability

There were 38 groups, 80 companies, that had direct written premium for Miscellaneous Professional Liability in the fourth quarter of 2000, as compared to 35 groups, 71 companies, in the fourth quarter of 1999.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the fourth quarter of 2000 to direct written premium in the fourth quarter of 1999 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR MISC. PROFESSIONAL LIABILITY

| 4 Qtrs Rank | Group Name | Market Share (4 Qtrs) | Written 4th Quarter 2000 | % Change 4th Quarter 1999 to 2000 | 4 Quarters Ending 4th Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|----------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Chubb & Son Inc. | 59.29% | \$16,878,123 | (6.64%) | \$77,296,822 | 10.10% |
| 2 | St. Paul Group | 11.02% | \$5,288,718 | 84.78% | \$14,370,058 | 28.84% |
| 3 | General Electric Group | 8.56% | \$2,496,244 | (13.27%) | \$11,159,041 | 22.67% |
| 4 | Medmark Insurance Group | 3.86% | \$533,825 | * | \$5,033,681 | 432.63% |
| 5 | General Agents Group | 2.78% | \$2,049,334 | * | \$3,619,500 | * |
| 6 | Mt. Hawley Insurance Group | 2.74% | \$1,400,393 | 219.77% | \$3,574,435 | 214.52% |
| 7 | Nationwide Corporation | 2.32% | \$407,956 | (11.73%) | \$3,023,969 | 25.67% |
| 8 | Allianz Insurance Group | 2.26% | \$562,374 | (30.35%) | \$2,949,681 | 20.61% |
| 9 | Berkshire-Hathaway (GEICO) | 2.20% | \$731,812 | 17.49% | \$2,863,383 | 10.64% |
| 10 | Legion Insurance Group | 1.76% | \$226,925 | (59.12%) | \$2,298,059 | (38.21%) |
| 11 | Lumbermans Mutual Casualty Group | 1.67% | \$548,153 | 93.86% | \$2,176,332 | 83.53% |
| 12 | Safeco Insurance Group | 1.43% | \$692,307 | 427.70% | \$1,866,453 | 388.73% |
| 13 | Associates Insurance Group | 1.15% | \$1,061,014 | 484.35% | \$1,494,383 | 211.58% |
| 14 | US Investment Corporation | 0.98% | \$330,856 | 54.69% | \$1,271,193 | 54.64% |
| 15 | W. R. Berkley Corporation | 0.82% | \$457,625 | 31.41% | \$1,067,125 | 13.03% |
| 16 | Markel Corporation Group | 0.80% | \$257,681 | (39.23%) | \$1,049,203 | (53.87%) |
| 17 | Fairfax Financial | 0.44% | \$184,839 | 74.18% | \$572,074 | (63.08%) |
| 18 | ACE USA | 0.44% | \$261,905 | 158.02% | \$571,310 | 462.84% |
| 19 | Allmerica Financial Corporation | 0.42% | \$259,794 | * | \$552,334 | * |
| 20 | Utica National Insurance Group | 0.41% | \$141,263 | 6.06% | \$539,053 | (2.90%) |
| 21 | Old Republic Group | 0.30% | \$336,396 | (21.60%) | \$395,396 | (52.58%) |
| 22 | Union Labor Group | 0.25% | \$25,508 | (11.10%) | \$321,868 | 4.09% |
| 23 | AON Corporation | 0.22% | \$112,406 | 13.29% | \$292,621 | (15.02%) |
| 24 | Triangle Insurance Company Inc. | 0.13% | \$36,225 | 2.47% | \$173,556 | 2.63% |
| 25 | Intercargo Corporation Group | 0.12% | \$3,400 | (92.35%) | \$155,162 | (9.24%) |

| | | | | | |
|----------------------------|------------------|---------------------|---------------|----------------------|---------------|
| Top 25 Groups Total | 106.37%** | \$35,285,076 | 20.58% | \$138,686,692 | 21.85% |
|----------------------------|------------------|---------------------|---------------|----------------------|---------------|

| | | | | | |
|---------------------|----------------|---------------------|--------------|----------------------|--------------|
| Total Market | 100.00% | \$34,102,932 | 9.03% | \$130,376,179 | 3.14% |
|---------------------|----------------|---------------------|--------------|----------------------|--------------|

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

**Policy cancellations (negative premium written) resulted in a percentage greater than 100% for the Top 25 Groups.

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 4th qtr 1995 | \$23,742,729 | \$24,108,975 | \$10,623,777 |
| 1st qtr 1996 | \$23,960,280 | \$23,622,954 | \$6,150,305 |
| 2nd qtr 1996 | \$34,215,304 | \$32,735,648 | \$1,757,243 |
| 3rd qtr 1996 | \$32,715,492 | \$31,248,128 | \$3,969,627 |
| 4th qtr 1996 | \$37,389,967 | \$35,404,034 | \$8,312,629 |
| 1st qtr 1997 | \$26,180,108 | \$24,480,345 | \$11,126,143 |
| 2nd qtr 1997 | \$37,729,953 | \$35,283,484 | \$4,273,960 |
| 3rd qtr 1997 | \$37,815,158 | \$33,745,952 | \$6,644,389 |
| 4th qtr 1997 | \$33,119,109 | \$31,800,346 | \$9,039,612 |
| 1st qtr 1998 | \$27,705,025 | \$26,154,794 | \$9,246,158 |
| 2nd qtr 1998 | \$33,711,307 | \$31,193,925 | \$4,729,190 |
| 3rd qtr 1998 | \$46,612,471 | \$35,971,950 | \$5,595,642 |
| 4th qtr 1998 | \$35,907,691 | \$36,056,575 | \$13,397,168 |
| 1st qtr 1999 | \$27,749,694 | \$27,841,362 | \$6,070,417 |
| 2nd qtr 1999 | \$34,283,279 | \$32,201,481 | \$5,840,753 |
| 3rd qtr 1999 | \$39,816,439 | \$35,085,917 | \$10,638,238 |
| 4th qtr 1999 | \$33,294,548 | \$31,278,739 | \$13,470,874 |
| 1st qtr 2000 | \$28,787,985 | \$32,539,979 | \$15,208,574 |
| 2nd qtr 2000 | \$34,839,821 | \$35,060,607 | \$9,638,111 |
| 3rd qtr 2000 | \$40,383,080 | \$29,206,486 | \$25,472,831 |
| 4th qtr 2000 | \$35,972,379 | \$34,102,932 | \$30,697,566 |

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

| Year | Loss Ratio * |
|------|--------------|
| 1989 | 77.6% |
| 1990 | 89.2% |
| 1991 | 91.3% |
| 1992 | 102.9% |
| 1993 | 102.8% |
| 1994 | 64.8% |
| 1995 | 96.7% |
| 1996 | 99.0% |
| 1997 | 51.8% |
| 1998 | 58.6% |
| 1999 | 63.8% |
| 2000 | 74.1% |

* *Miscellaneous Professional Liability is reported under General Liability on the Annual Statement; therefore, the Loss Ratios represent all coverages reported under General Liability.*

Complaint Data

The following chart presents a comparison of written complaints received and closed by TDI in the fourth quarter of 2000 and the fourth quarter of 1999. Also included are the number of direct policies written and the percent of complaints per policy for each line of business.

| Line of Business | 4TH QUARTER 2000 | | | 4TH QUARTER 1999 | | |
|--|----------------------|----------------------------|----------------------------------|----------------------|----------------------------|----------------------------------|
| | Number of Complaints | Number of Policies Written | Percent of Complaints per Policy | Number of Complaints | Number of Policies Written | Percent of Complaints per Policy |
| Product Liability | 3 | 8,676 | 0.03458% | ** | 7,628 | ** |
| General Liability - Other ⁺ | 61 | 178,010 | 0.03427% | 52 | 203,369 | 0.02557% |
| Fire & Allied Lines | 14 | 41,293 | 0.03390% | 7 | 46,212 | 0.01515% |
| Commercial Multiple Peril | 23 | 72,910 | 0.03155% | 16 | 74,830 | 0.02138% |
| Private Passenger Auto ⁺⁺ | 2,097 | 4,648,667 | 0.04511% | 2,173 | 4,693,332 | 0.04630% |
| Homeowners | 338 | 856,428 | 0.03947% | 318 | 917,251 | 0.03467% |
| Workers' Compensation ⁺⁺⁺ | 30 | 36,335 | 0.08257% | 12 | 37,869 | 0.03169% |
| Boiler & Machinery | ** | ** | ** | ** | ** | ** |
| Commercial Crime | ** | ** | ** | ** | ** | ** |
| Commercial Glass | ** | ** | ** | ** | ** | ** |
| Medical Professional Liability | 2 | 14,148 | 0.01414% | 5 | 8,086 | 0.06184% |
| Misc. Professional Liability | 4 | 7,843 | 0.05100% | 3 | 7,450 | 0.04027% |

⁺ The General Electric Group wrote 20,481 small premium pre-paid legal policies in the 4th quarter of 2000 and 27,208 policies in the 4th quarter of 1999 that were excluded from the above table.

⁺⁺ Policies that included both Voluntary Liability and Physical Damage coverage reported a policy count in each category.

⁺⁺⁺ Complaints generally relate to rates, class codes, and experience modifiers. Complaints regarding adjusting and benefits are processed by the Texas Workers' Compensation Commission and are not reflected in this report.

** Complaints are not tracked for this line of business.

The number of complaints attributable to any one insurer was not significant, except for Private Passenger Auto and Homeowners. The complaint data for the top 25 groups (ranking based on number of policies written in the fourth quarter of 2000) for these two lines of insurance are presented on the next two pages.

**PRIVATE PASSENGER AUTO
FOURTH QUARTER DATA
LISTED BY PERCENT OF COMPLAINTS PER POLICY**

| 2000 Policies Written Rank | Group Name | 4TH QUARTER 2000 | | | 4TH QUARTER 1999 | | |
|-------------------------------------|---------------------------------------|-------------------------|-------------------------------|-------------------------------------|-------------------------|-------------------------------|-------------------------------------|
| | | Number of Complaints | Number of Policies Written | Percent of Complaints per Policy | Number of Complaints | Number of Policies Written | Percent of Complaints per Policy |
| 17 | Titus Group | 71 | 33,125 | 0.21434% | 44 | 61,353 | 0.07172% |
| 24 | Fairfax Financial | 33 | 17,827 | 0.18511% | 8 | 10,192 | 0.07849% |
| 12 | Old American Co. Mutual Fire Ins. Co. | 115 | 72,691 | 0.15820% | 96 | 43,841 | 0.21897% |
| 6 | Texas State National Group | 263 | 175,427 | 0.14992% | 286 | 153,157 | 0.18674% |
| 10 | Home State County Mutual Ins. Co. | 130 | 93,700 | 0.13874% | 109 | 70,764 | 0.15403% |
| 23 | Safeway Insurance Group | 24 | 18,344 | 0.13083% | 8 | 4,463 | 0.17925% |
| 19 | American International Group | 31 | 25,743 | 0.12042% | 23 | 12,983 | 0.17715% |
| 20 | Liberty Mutual Insurance Group | 24 | 24,050 | 0.09979% | 39 | 13,225 | 0.29490% |
| 16 | Hartford Fire & Casualty Group | 27 | 33,454 | 0.08071% | 26 | 17,790 | 0.14615% |
| 18 | CNA Insurance Group | 19 | 28,157 | 0.06748% | 18 | 16,975 | 0.10604% |
| 7 | Berkshire-Hathaway (GEICO) | 81 | 121,610 | 0.06661% | 70 | 69,494 | 0.10073% |
| 22 | Metropolitan Group | 12 | 18,494 | 0.06489% | 9 | 9,257 | 0.09722% |
| 13 | Citigroup | 37 | 61,077 | 0.06058% | 42 | 33,305 | 0.12611% |
| 14 | Safeco Insurance Group | 22 | 37,993 | 0.05791% | 20 | 21,619 | 0.09251% |
| 9 | Nationwide Corporation | 60 | 107,122 | 0.05601% | 57 | 47,124 | 0.12096% |
| 15 | Winterthur U.S. Holding Group | 17 | 34,071 | 0.04990% | 19 | 22,246 | 0.08541% |
| 4 | Allstate Insurance Group | 256 | 528,543 | 0.04844% | 286 | 306,019 | 0.09346% |
| 11 | UNITRIN Inc. | 40 | 91,070 | 0.04392% | 45 | 56,541 | 0.07959% |
| 21 | American National Financial Group | 7 | 20,353 | 0.03439% | 10 | 11,704 | 0.08544% |
| 5 | USAA Group | 52 | 186,030 | 0.02795% | 47 | 103,348 | 0.04548% |
| 25 | Germania Insurance Group | 4 | 16,915 | 0.02365% | 9 | 7,432 | 0.12110% |
| 3 | Zurich American Insurance Group | 181 | 797,872 | 0.02269% | 187 | 480,901 | 0.03889% |
| 2 | Progressive Group | 133 | 799,338 | 0.01664% | 150 | 431,875 | 0.03473% |
| 8 | Southern Farm Bureau Casualty | 18 | 110,847 | 0.01624% | 21 | 59,568 | 0.03525% |
| 1 | State Farm Group | 138 | 984,328 | 0.01402% | 190 | 711,698 | 0.02670% |
| | (All other licensed insurers) | 202 | 210,486 | 0.09597% | (6,162) | 1,916,458 | -0.32153% |
| | (No company identified)* | 100 | | | 6,516 | | |
| TOTALS | | 2,097 | 4,648,667 | 0.04511% | 2,173 | 4,693,332 | 0.04630% |

* Generally includes complaints where either: (a) no company was identified by complainant, (b) company was non-admitted (surplus lines), or (c) complaint was against an agent.

Complaint Data

HOMEOWNERS FOURTH QUARTER DATA LISTED BY PERCENT OF COMPLAINTS PER POLICY

| 2000 Policies Written Rank | Group Name | 4TH QUARTER 2000 | | | 4TH QUARTER 1999 | | |
|-------------------------------------|--------------------------------------|-------------------------|-------------------------------|-------------------------------------|-------------------------|-------------------------------|-------------------------------------|
| | | Number of Complaints | Number of Policies Written | Percent of Complaints per Policy | Number of Complaints | Number of Policies Written | Percent of Complaints per Policy |
| 16 | Beacon Insurance Group | 8 | 7,731 | 0.10348% | 4 | 5,095 | 0.07851% |
| 10 | Hartford Fire & Casualty Group | 7 | 9,946 | 0.07038% | 5 | 8,949 | 0.05587% |
| 12 | Winterthur U.S. Holding Group | 6 | 9,168 | 0.06545% | 6 | 9,814 | 0.06114% |
| 3 | Zurich American Insurance Group | 78 | 122,862 | 0.06349% | 57 | 176,044 | 0.03238% |
| 9 | Liberty Mutual Insurance Group | 6 | 11,824 | 0.05074% | 7 | 10,790 | 0.06487% |
| 23 | Mortgage Bankers Group | 2 | 4,080 | 0.04902% | 6 | 3,856 | 0.15560% |
| 14 | CNA Insurance Group | 4 | 8,562 | 0.04672% | 3 | 10,067 | 0.02980% |
| 7 | Texas Farm Bureau Mutual | 7 | 16,065 | 0.04357% | 6 | 14,388 | 0.04170% |
| 20 | Commercial Union Insurance Co's. | 2 | 5,542 | 0.03609% | 1 | 5,619 | 0.01780% |
| 5 | Citigroup | 17 | 48,977 | 0.03471% | 20 | 51,305 | 0.03898% |
| 19 | Metropolitan Group | 2 | 5,795 | 0.03451% | 1 | 3,841 | 0.02603% |
| 13 | Titus Group | 3 | 8,840 | 0.03394% | 1 | 9,310 | 0.01074% |
| 18 | Apex Lloyds Insurance Company | 2 | 6,068 | 0.03296% | 2 | 1,467 | 0.13633% |
| 17 | Service Life Group | 2 | 6,984 | 0.02864% | 4 | 5,515 | 0.07253% |
| 6 | Nationwide Corporation | 8 | 30,266 | 0.02643% | 11 | 26,839 | 0.04099% |
| 15 | UNITRIN Inc. | 2 | 7,890 | 0.02535% | 4 | 7,876 | 0.05079% |
| 1 | State Farm Group | 59 | 233,628 | 0.02525% | 62 | 271,590 | 0.02283% |
| 2 | Allstate Insurance Group | 40 | 186,051 | 0.02150% | 41 | 170,178 | 0.02409% |
| 11 | American National Financial Group | 2 | 9,488 | 0.02108% | 5 | 9,295 | 0.05379% |
| 22 | Amica Mutual Group | 1 | 4,911 | 0.02036% | 1 | 4,743 | 0.02108% |
| 8 | Safeco Insurance Group | 3 | 15,279 | 0.01963% | 4 | 16,682 | 0.02398% |
| 4 | USAA Group | 4 | 57,544 | 0.00695% | 5 | 55,583 | 0.00900% |
| 21 | Chubb & Son Inc. | 0 | 5,299 | 0.00000% | 0 | 4,705 | 0.00000% |
| 24 | Lumbermans Mutual Casualty Group | 0 | 3,742 | 0.00000% | 1 | 3,580 | 0.02793% |
| 25 | Central Mutual Insurance Co. of Ohio | 0 | 3,495 | 0.00000% | 2 | 3,536 | 0.05656% |
| | (All other licensed insurers) | 36 | 26,391 | 0.13641% | 50 | 26,584 | 0.18808% |
| | (No company identified)* | 37 | | | 9 | | |
| TOTALS | | 338 | 856,428 | 0.03947% | 318 | 917,251 | 0.03467% |

* Generally includes complaints where either: (a) no company was identified by complainant, (b) company was non-admitted (surplus lines), or (c) complaint was against an agent.

County Mutual Companies

NAMES OF GROUPS AND CORRESPONDING COUNTY MUTUAL COMPANIES

GROUPS

COUNTY MUTUAL COMPANIES

| | |
|---|--|
| Allianz Insurance Group | Fireman's Fund County Mutual Insurance Company |
| Allstate Insurance Group | Allstate County Mutual Insurance Company |
| American Financial Insurance Group | Great Texas County Mutual Insurance Company |
| American National Financial Group | Independent County Mutual Insurance Company |
| Fairfax Financial | Industrial County Mutual Insurance Company |
| General Agents Group | Gainsco County Mutual Insurance Company |
| Home State County Mutual Ins. Company | Home State County Mutual Insurance Company |
| Mercury General Group | Mercury County Mutual Insurance Company |
| Nationwide Corporation | Colonial County Mutual Insurance Company |
| Old American County Mutual Fire Insurance Company | Old American County Mutual Fire Insurance Company |
| Progressive Casualty Group | Progressive County Mutual Insurance Company |
| Royal & Sun Alliance USA | Viking County Mutual Insurance Company |
| Safeway Insurance Group | Oak Brook County Mutual Insurance Company |
| Sentry Insurance Group | Dairyland County Mutual Of Texas |
| Southern Farm Bureau Casualty | Farm Bureau County Mutual Insurance Company of Texas |
| State Farm Group | State Farm County Mutual Insurance Company of Texas |
| Texas State National Group | State And County Mutual Fire Insurance Company |
| Titus Group | Consumers County Mutual Insurance Company |
| UNITRIN, Inc. | Charter County Mutual Insurance Company |
| USAA Group | USAA County Mutual Insurance Company |
| Winterthur US Holding Group | Southern County Mutual Insurance Company |
| Zurich American Insurance Group | Foremost County Mutual Insurance Company |
| Zurich American Insurance Group | Farmers Texas County Mutual Insurance Company |