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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 MARCH 2000

| | Number Of Groups/Companies | Number Of Policies Written | Premiums On Policies Written | Direct Written Premiums | Direct Losses Paid |
|----------------------------------|-------------------------------|--------------------------------|---------------------------------|----------------------------|------------------------|
| PRODUCT LIABILITY | 71 / 198 | 35,384 | \$76,592,877 | \$70,393,521 | \$115,420,100 |
| GENERAL LIABILITY - OTHER | 143 / 365 | 761,252⁺ | \$730,302,620 | \$1,067,159,504 | \$711,096,480 |
| COMMERCIAL FIRE & ALLIED | 87 / 233 | 188,465 | \$277,231,394 | \$295,574,018 | \$206,750,970 |
| COMMERCIAL MULTIPLE PERIL | 102 / 273 | 296,731 | \$876,934,504 | \$933,853,221 | \$606,250,009 |
| PRIVATE PASSENGER AUTO | | | | | |
| VOLUNTARY (VOL) LIABILITY | 73 / 218 | 10,916,074 | \$5,241,755,775 | \$4,812,119,455 | \$3,372,928,714 |
| ASSIGNED RISK LIABILITY | 24 / 29 | 53,475 | \$27,878,034 | \$19,516,488 | \$24,770,191 |
| PHYSICAL DAMAGE | 72 / 216 | 8,139,009 | \$3,700,703,334 | \$3,441,408,691 | \$2,392,272,361 |
| TOTAL PPA | 77 / 223 | 19,108,558⁺⁺ | \$8,970,337,143 | \$8,273,044,634 | \$5,789,971,266 |
| HOMEOWNERS MULTIPLE PERIL | 60 / 133 | 3,915,545 | \$3,035,974,637 | \$2,808,302,650 | \$1,497,805,382 |
| WORKERS' COMPENSATION | | | | | |
| VOL PREMIUMS < \$5,000 | | 109,404 | \$175,633,099 | ** | ** |
| VOL PREMIUMS \$5,000 - \$100,000 | | 45,233 | \$811,357,366 | ** | ** |
| VOL PREMIUMS > \$100,000 | | 2,639 | \$827,999,308 | ** | ** |
| TOTAL VOLUNTARY | 103 / 270 | 157,276 | \$1,814,989,773 | \$1,790,879,326 | \$1,377,002,210 |
| RESIDUAL MARKET *** | 1 / 1 | 399 | \$10,999,998 | \$7,903,150 | \$37,023,734 |
| TOTAL WC | 103 / 270 | 157,675 | \$1,825,989,771 | \$1,798,782,476 | \$1,414,025,944 |
| BOILER & MACHINERY | 36 / 96 | 8,563 | \$21,797,920 | \$35,130,255 | \$55,023,283 |
| COMMERCIAL CRIME | 47 / 106 | 8,526 | \$6,876,007 | \$10,783,845 | \$2,970,331 |
| COMMERCIAL GLASS | 26 / 62 | 1,587 | \$542,029 | \$362,544 | \$171,057 |
| MEDICAL PROFESSIONAL LIABILITY | 40 / 64 | 36,662 | \$286,373,169 | \$283,946,481 | \$329,081,169 |
| MISC. PROFESSIONAL LIABILITY | 40 / 95 | 33,923 | \$136,164,284 | \$131,088,149 | \$45,158,439 |

⁺ The General Electric Group wrote 123,221 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 | -- / -- | 65 / 159 | -- / -- | 63 / 146 | -- / -- |
| General Liability | 135 / 313 | 128 / 302 | 137 / 312 | -- / -- | 134 / 310 | -- / -- | 134 / 291 | -- / -- |
| Commercial Fire & Allied | 86 / 190 | 72 / 176 | 90 / 197 | -- / -- | 83 / 193 | -- / -- | 78 / 178 | -- / -- |
| Commercial Multiple Peril | 98 / 238 | 88 / 225 | 97 / 238 | -- / -- | 98 / 238 | -- / -- | 100 / 234 | -- / -- |
| Private Passenger Auto | 78 / 202 | 71 / 211 | 76 / 207 | -- / -- | 78 / 212 | -- / -- | 78 / 211 | -- / -- |
| Homeowners Multiple Peril | 64 / 129 | 58 / 114 | 62 / 125 | -- / -- | 60 / 119 | -- / -- | 60 / 119 | -- / -- |
| Workers' Compensation | 94 / 239 | 94 / 250 | 100 / 241 | -- / -- | 99 / 241 | -- / -- | 100 / 243 | -- / -- |
| Boiler & Machinery | 34 / 76 | 32 / 71 | 32 / 69 | -- / -- | 34 / 70 | -- / -- | 34 / 76 | -- / -- |
| Commercial Crime | 41 / 70 | 35 / 66 | 39 / 68 | -- / -- | 42 / 68 | -- / -- | 40 / 71 | -- / -- |
| Commercial Glass | 22 / 32 | 22 / 37 | 24 / 35 | -- / -- | 22 / 35 | -- / -- | 22 / 39 | -- / -- |
| Medical Prof. Liability | 30 / 45 | 36 / 51 | 31 / 45 | -- / -- | 34 / 51 | -- / -- | 34 / 48 | -- / -- |
| Misc. Professional Liability | 31 / 66 | 36 / 73 | 33 / 68 | -- / -- | 35 / 71 | -- / -- | 38 / 74 | -- / -- |

Product Liability

There were 65 groups, 176 companies, that had direct written premium for Product Liability in the first quarter of 2000, as compared to 60 groups, 180 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|-------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | St. Paul Group | 11.03% | \$1,916,889 | (3.55%) | \$7,766,132 | 0.73% |
| 2 | Liberty Mutual Insurance Group | 7.12% | \$1,117,686 | (17.20%) | \$5,008,997 | 25.43% |
| 3 | Zurich American Insurance Group | 6.98% | \$755,923 | (88.01%) | \$4,911,540 | (51.46%) |
| 4 | Chubb & Son Inc. | 6.41% | \$1,589,499 | 8.42% | \$4,515,066 | (13.61%) |
| 5 | ACE USA | 5.59% | \$839,690 | 46.91% | \$3,938,077 | (12.27%) |
| 6 | Fairfax Financial | 5.42% | \$1,324,838 | (13.88%) | \$3,813,090 | (19.38%) |
| 7 | American Financial Insurance Group | 5.24% | \$1,050,742 | 15.17% | \$3,687,649 | (2.92%) |
| 8 | National American Insurance Company | 5.20% | \$1,003,257 | 37.61% | \$3,659,581 | 88.13% |
| 9 | Hartford Fire & Casualty Group | 3.31% | \$481,535 | (13.18%) | \$2,330,479 | (17.59%) |
| 10 | Lumbermans Mutual Casualty Group | 3.30% | \$776,527 | (41.85%) | \$2,323,273 | (43.19%) |
| 11 | Reliance Group Incorporated | 3.28% | \$707,261 | 242.42% | \$2,305,814 | 128.35% |
| 12 | Federated Mutual Group | 3.25% | \$727,844 | 21.43% | \$2,289,074 | 8.75% |
| 13 | CNA Insurance Group | 2.96% | \$812,612 | (14.09%) | \$2,082,484 | (53.83%) |
| 14 | Sentry Insurance Group | 2.94% | \$727,292 | 49.69% | \$2,066,454 | 7.20% |
| 15 | Winterthur U.S. Holding Group | 2.29% | \$435,385 | 15.11% | \$1,612,650 | 11.05% |
| 16 | UNITRIN Inc. | 2.01% | \$339,951 | (21.01%) | \$1,415,100 | (21.46%) |
| 17 | Old Republic Group | 1.82% | \$117,281 | (42.97%) | \$1,280,846 | 16.38% |
| 18 | United Fire & Casualty Group | 1.79% | \$340,197 | (44.26%) | \$1,258,453 | 61.54% |
| 19 | Allianz Insurance Group | 1.71% | \$354,057 | 4.49% | \$1,201,275 | (1.99%) |
| 20 | Commercial Union Insurance Co's. | 1.44% | \$467,125 | 521.96% | \$1,012,881 | 113.99% |
| 21 | Medmark Insurance Group | 1.41% | \$437,539 | (14.91%) | \$993,122 | (10.70%) |
| 22 | Tokio Marine Consolidated | 1.40% | \$572,875 | * | \$988,728 | 271.77% |
| 23 | EMC Insurance Companies | 1.38% | \$189,979 | 8.03% | \$969,492 | 6.44% |
| 24 | Mercury General Group | 1.33% | \$680,239 | 705.66% | \$936,566 | 359.10% |
| 25 | Allstate Insurance Group | 1.14% | \$193,559 | 3.98% | \$805,843 | (3.59%) |

| | | | | | |
|----------------------------|---------------|---------------------|-----------------|---------------------|----------------|
| Top 25 Groups Total | 89.74% | \$17,959,782 | (18.27%) | \$63,172,666 | (7.97%) |
|----------------------------|---------------|---------------------|-----------------|---------------------|----------------|

| | | | | | |
|---------------------|----------------|---------------------|--------------|---------------------|----------------|
| Total Market | 100.00% | \$20,993,938 | 9.62% | \$70,393,521 | (5.44%) |
|---------------------|----------------|---------------------|--------------|---------------------|----------------|

* 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 |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$18,878,258 | \$23,402,023 | \$26,080,618 |
| 2nd qtr 1995 | \$22,024,356 | \$22,953,841 | \$26,164,539 |
| 3rd qtr 1995 | \$22,052,132 | \$21,630,743 | \$14,900,318 |
| 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 | \$21,102,022 | \$18,383,136 | \$25,956,898 |
| 3rd qtr 1999 | \$17,001,577 | \$16,077,300 | \$17,020,093 |
| 4th qtr 1999 | \$15,982,975 | \$14,939,147 | \$42,175,911 |
| 1st qtr 2000 | \$22,506,303 | \$20,993,938 | \$30,267,198 |

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% |

General Liability

There were 136 groups, 342 companies, that had direct written premium for General Liability in the first quarter of 2000, as compared to 133 groups, 345 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|-------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | American International Group | 25.55% | \$63,590,059 | 1210.45% | \$272,708,654 | 58.60% |
| 2 | CNA Insurance Group | 6.54% | \$11,266,250 | (48.54%) | \$69,827,891 | 3.33% |
| 3 | Zurich American Insurance Group | 6.29% | \$15,400,475 | (6.70%) | \$67,077,267 | 7.33% |
| 4 | Travelers Insurance Group | 3.86% | \$11,251,706 | (40.57%) | \$41,207,705 | (29.46%) |
| 5 | American Financial Insurance Group | 3.85% | \$10,364,170 | 63.61% | \$41,076,479 | 22.61% |
| 6 | St. Paul Group | 3.38% | \$13,425,702 | 72.09% | \$36,114,814 | 16.52% |
| 7 | ACE USA | 3.31% | \$6,823,512 | 26.57% | \$35,324,979 | 73.66% |
| 8 | Reliance Group Incorporated | 2.96% | \$12,428,397 | (18.27%) | \$31,588,301 | (16.98%) |
| 9 | Liberty Mutual Insurance Group | 2.86% | \$6,290,855 | (10.33%) | \$30,490,855 | 4.86% |
| 10 | Lumbermans Mutual Casualty Group | 2.64% | \$7,422,148 | 116.22% | \$28,124,244 | (34.64%) |
| 11 | Chubb & Son Inc. | 2.58% | \$8,606,842 | 4.00% | \$27,533,357 | (11.09%) |
| 12 | Allianz Insurance Group | 2.44% | \$7,085,484 | 47.87% | \$26,043,695 | 30.61% |
| 13 | Royal & Sun Alliance USA | 2.42% | \$7,399,033 | (0.42%) | \$25,835,961 | (15.13%) |
| 14 | State Farm Group | 2.11% | \$6,202,315 | 16.55% | \$22,499,485 | 8.37% |
| 15 | UNITRIN Inc. | 1.90% | \$4,695,534 | 3.84% | \$20,296,950 | (0.10%) |
| 16 | Fairfax Financial | 1.54% | \$3,744,521 | 16.23% | \$16,397,538 | 1.31% |
| 17 | Hartford Fire & Casualty Group | 1.51% | \$2,303,732 | (48.18%) | \$16,065,362 | (7.34%) |
| 18 | National American Insurance Company | 1.44% | \$4,067,527 | 51.85% | \$15,396,112 | 98.40% |
| 19 | Commercial Union Insurance Co's. | 1.32% | \$3,767,874 | 69.91% | \$14,057,538 | 28.94% |
| 20 | Texas Lawyers Insurance Exchange | 1.26% | \$3,087,943 | (24.18%) | \$13,471,109 | (4.73%) |
| 21 | Safeco Insurance Group | 1.04% | \$2,926,116 | 12.23% | \$11,089,456 | 17.68% |
| 22 | Old Republic Group | 0.93% | \$2,493,957 | (1.69%) | \$9,934,621 | (10.61%) |
| 23 | Winterthur U.S. Holding Group | 0.92% | \$1,250,015 | 48.10% | \$9,845,321 | 6.02% |
| 24 | EMC Insurance Companies | 0.84% | \$2,557,152 | 7.63% | \$8,936,956 | 15.41% |
| 25 | United Fire & Casualty Group | 0.82% | \$1,904,707 | (20.84%) | \$8,773,119 | 12.12% |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|----------------------|---------------|
| Top 25 Groups Total | 84.31% | \$220,356,026 | 33.46% | \$899,717,769 | 13.95% |
|----------------------------|---------------|----------------------|---------------|----------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|--------------|
| Total Market | 100.00% | \$263,961,389 | 26.58% | \$1,067,159,504 | 9.94% |
|---------------------|----------------|----------------------|---------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$208,131,222 | \$204,414,157 | \$170,863,929 |
| 2nd qtr 1995 | \$215,787,868 | \$299,959,772 | \$167,557,128 |
| 3rd qtr 1995 | \$213,155,710 | \$195,424,165 | \$152,226,766 |
| 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 | \$189,611,003 | \$241,852,683 | \$164,996,237 |
| 3rd qtr 1999 | \$198,994,737 | \$326,261,926 | \$204,622,227 |
| 4th qtr 1999 | \$169,297,138 | \$235,083,506 | \$195,064,133 |
| 1st qtr 2000 | \$172,399,742 | \$263,961,389 | \$146,413,883 |

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% |

Commercial Fire & Allied

There were 82 groups, 213 companies, that had direct written premium for Commercial Fire & Allied in the first quarter of 2000, as compared to 80 groups, 226 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|----------------------------|---------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Travelers Insurance Group | 13.76% | \$10,565,270 | 11.14% | \$40,656,856 | (1.66%) |
| 2 | Allendale Group | 9.26% | \$4,918,782 | (41.90%) | \$27,376,288 | (27.04%) |
| 3 | Zurich American Insurance Group | 8.22% | \$6,003,047 | 33.51% | \$24,287,045 | 7.55% |
| 4 | Allianz Insurance Group | 7.66% | \$4,823,813 | 56.77% | \$22,647,467 | 6.20% |
| 5 | Texas Windstorm Insurance Association | 5.90% | \$3,924,172 | 1.07% | \$17,440,846 | 0.66% |
| 6 | UNITRIN Inc. | 5.78% | \$4,318,672 | 6.79% | \$17,077,759 | 3.86% |
| 7 | CNA Insurance Group | 4.52% | \$2,017,192 | 70.54% | \$13,348,667 | 167.57% |
| 8 | St. Paul Group | 4.38% | \$3,999,936 | (13.32%) | \$12,958,971 | (15.72%) |
| 9 | Royal & Sun Alliance USA | 3.26% | \$1,664,731 | (64.30%) | \$9,623,541 | (19.52%) |
| 10 | American International Group | 3.20% | \$424,910 | * | \$9,451,705 | 120.58% |
| 11 | Acceptance Insurance Group | 2.97% | (\$9,348) | (153.91%) | \$8,777,711 | 164.21% |
| 12 | Liberty Mutual Insurance Group | 2.96% | \$1,487,723 | 6.79% | \$8,745,643 | 36.90% |
| 13 | Safeco Insurance Group | 2.28% | \$1,552,788 | (9.83%) | \$6,742,017 | 29.62% |
| 14 | State Farm Group | 1.75% | \$1,375,455 | 11.39% | \$5,182,329 | 5.37% |
| 15 | Federated Mutual Group | 1.67% | \$1,616,761 | 38.88% | \$4,950,533 | 20.12% |
| 16 | Texas Farm Bureau Mutual | 1.44% | \$955,101 | (7.35%) | \$4,253,749 | (5.13%) |
| 17 | National American Insurance Company | 1.38% | \$1,233,975 | 77.01% | \$4,092,900 | 103.11% |
| 18 | ACE USA | 1.38% | \$624,166 | (1.21%) | \$4,091,034 | (10.31%) |
| 19 | American Financial Insurance Group | 1.34% | \$2,414,797 | * | \$3,969,378 | 67.88% |
| 20 | EMC Insurance Companies | 1.25% | \$1,059,277 | 8.59% | \$3,691,554 | 4.27% |
| 21 | Winterthur U.S. Holding Group | 1.17% | \$724,059 | 37.70% | \$3,448,089 | 184.01% |
| 22 | Commercial Union Insurance Co's. | 1.16% | \$617,113 | (26.95%) | \$3,433,528 | (20.78%) |
| 23 | Sentry Insurance Group | 1.10% | \$939,293 | 20.36% | \$3,253,487 | 3.47% |
| 24 | Hartford Steam Boiler Group | 0.98% | \$104,105 | (98.18%) | \$2,907,491 | (77.11%) |
| 25 | Midland-Guardian Group | 0.98% | \$706,396 | (2.37%) | \$2,883,002 | 1.13% |
| Top 25 Groups Total | | 89.75% | \$58,062,186 | (5.47%) | \$265,291,590 | 2.70% |
| Total Market | | 100.00% | \$65,557,199 | (4.09%) | \$295,574,018 | 1.18% |

* 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 |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$68,915,469 | \$75,587,966 | \$40,973,765 |
| 2nd qtr 1995 | \$84,082,608 | \$89,450,574 | \$69,884,695 |
| 3rd qtr 1995 | \$84,231,340 | \$83,943,064 | \$88,823,326 |
| 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 | \$70,240,894 | \$77,149,382 | \$82,832,214 |
| 1st qtr 2000 | \$59,655,630 | \$65,557,199 | \$30,422,940 |

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% |

Commercial Multiple Peril

There were 94 groups, 253 companies, that had direct written premium for Commercial Multiple Peril in the first quarter of 2000, as compared to 93 groups, 266 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|--------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Travelers Insurance Group | 10.72% | \$24,165,742 | 5.29% | \$100,077,660 | 4.53% |
| 2 | CNA Insurance Group | 10.16% | \$23,354,235 | (8.76%) | \$94,849,304 | (9.16%) |
| 3 | Zurich American Insurance Group | 8.27% | \$18,681,155 | 1.92% | \$77,241,652 | 2.54% |
| 4 | Commercial Union Insurance Co's. | 7.37% | \$16,818,288 | 10.55% | \$68,869,007 | (2.53%) |
| 5 | Hartford Fire & Casualty Group | 6.45% | \$19,945,115 | 66.03% | \$60,259,370 | 32.22% |
| 6 | State Farm Group | 5.84% | \$13,593,064 | (7.05%) | \$54,507,202 | (9.10%) |
| 7 | Safeco Insurance Group | 4.29% | \$10,257,326 | 12.67% | \$40,097,719 | 14.98% |
| 8 | Lumbermans Mutual Casualty Group | 3.32% | \$7,115,432 | (7.35%) | \$31,035,555 | (10.45%) |
| 9 | Allianz Insurance Group | 3.28% | \$5,059,989 | (9.87%) | \$30,614,327 | 6.00% |
| 10 | Chubb & Son Inc. | 3.23% | \$8,034,950 | 3.10% | \$30,175,093 | (10.28%) |
| 11 | Royal & Sun Alliance USA | 2.12% | \$3,718,654 | (0.99%) | \$19,760,241 | 50.17% |
| 12 | Fairfax Financial | 2.07% | \$4,420,194 | (7.44%) | \$19,297,079 | (4.83%) |
| 13 | Allstate Insurance Group | 2.02% | \$4,578,240 | 11.88% | \$18,910,185 | 16.74% |
| 14 | Church Mutual Insurance Company | 1.94% | \$5,637,410 | 6.65% | \$18,086,083 | (3.69%) |
| 15 | Old Republic Group | 1.74% | \$4,478,757 | 19.59% | \$16,268,610 | 3.45% |
| 16 | Liberty Mutual Insurance Group | 1.71% | \$7,047,457 | (14.35%) | \$15,950,560 | (26.04%) |
| 17 | American Financial Insurance Group | 1.61% | \$3,039,192 | (30.51%) | \$15,042,084 | (7.45%) |
| 18 | W. R. Berkley Corporation | 1.56% | \$4,238,390 | 6.94% | \$14,536,609 | (6.96%) |
| 19 | Guidant Insurance Group | 1.49% | \$4,328,846 | 17.15% | \$13,960,544 | 16.38% |
| 20 | Utica National Insurance Group | 1.40% | \$3,303,451 | 11.94% | \$13,068,241 | 6.32% |
| 21 | Ohio Casualty Group | 1.35% | \$3,071,249 | 8.75% | \$12,652,933 | (4.16%) |
| 22 | Winterthur U.S. Holding Group | 1.35% | \$3,386,635 | 98.33% | \$12,587,597 | 92.80% |
| 23 | St. Paul Group | 1.30% | \$3,587,221 | 11.19% | \$12,107,992 | (21.30%) |
| 24 | Atlantic Companies | 1.14% | \$3,181,269 | 55.56% | \$10,656,954 | 18.85% |
| 25 | Central Mutual Insurance Co. of Ohio | 1.09% | \$2,445,426 | 11.97% | \$10,189,467 | 8.71% |

| | | | | | |
|----------------------------|---------------|----------------------|--------------|----------------------|--------------|
| Top 25 Groups Total | 86.82% | \$207,487,687 | 5.98% | \$810,802,068 | 1.47% |
|----------------------------|---------------|----------------------|--------------|----------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|--------------|----------------------|----------------|
| Total Market | 100.00% | \$238,490,970 | 4.03% | \$933,853,221 | (0.45%) |
|---------------------|----------------|----------------------|--------------|----------------------|----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$208,792,368 | \$209,682,860 | \$122,622,567 |
| 2nd qtr 1995 | \$221,148,851 | \$225,562,005 | \$219,445,390 |
| 3rd qtr 1995 | \$211,922,064 | \$227,572,367 | \$245,078,699 |
| 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 | \$222,654,467 | \$241,176,043 | \$147,201,261 |
| 1st qtr 2000 | \$219,983,723 | \$238,490,970 | \$141,833,864 |

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% |

Private Passenger Auto (All Companies, All Coverages)

There were 74 groups, 230 companies, that had direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 74 groups, 223 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 24.01% | \$497,426,991 | (2.37%) | \$1,986,600,977 | (2.42%) |
| 2 | Allstate Insurance Group | 16.05% | \$348,941,753 | 7.38% | \$1,327,682,685 | 5.93% |
| 3 | Zurich American Insurance Group | 12.98% | \$272,805,478 | (2.49%) | \$1,073,494,256 | (1.99%) |
| 4 | Progressive Group | 6.05% | \$133,696,059 | (4.99%) | \$500,435,209 | 4.18% |
| 5 | USAA Group | 5.96% | \$132,691,596 | 4.89% | \$493,019,988 | 5.49% |
| 6 | Nationwide Corporation | 3.30% | \$79,594,945 | 24.39% | \$273,164,138 | 10.91% |
| 7 | Texas State National Group | 3.27% | \$56,330,022 | (32.43%) | \$270,429,556 | (5.76%) |
| 8 | Berkshire-Hathaway (GEICO) | 3.26% | \$75,605,299 | 18.62% | \$269,760,629 | 15.26% |
| 9 | Southern Farm Bureau Casualty | 2.57% | \$53,632,996 | 1.99% | \$212,419,531 | 3.65% |
| 10 | Home State County Mutual Ins. Co. | 2.57% | \$60,936,815 | (2.27%) | \$212,382,620 | (9.36%) |
| 11 | Titus Group | 1.80% | \$47,655,987 | 49.28% | \$149,006,209 | 20.99% |
| 12 | Travelers Insurance Group | 1.62% | \$34,559,381 | 1.22% | \$134,196,850 | 1.85% |
| 13 | Old American County Mutual Fire Ins. Co. | 1.59% | \$33,313,344 | (9.05%) | \$131,844,104 | (7.15%) |
| 14 | UNITRIN Inc. | 1.42% | \$33,141,511 | (2.82%) | \$117,508,312 | (12.06%) |
| 15 | Safeco Insurance Group | 1.35% | \$28,676,425 | (3.58%) | \$111,295,310 | (5.29%) |
| 16 | Hartford Fire & Casualty Group | 0.91% | \$18,974,090 | 14.83% | \$74,883,864 | 7.02% |
| 17 | Liberty Mutual Insurance Group | 0.75% | \$15,735,881 | (2.87%) | \$62,201,705 | 2.71% |
| 18 | CNA Insurance Group | 0.74% | \$13,652,870 | 0.39% | \$61,437,242 | 10.90% |
| 19 | Sentry Insurance Group | 0.74% | \$15,726,746 | (9.21%) | \$61,381,325 | (16.41%) |
| 20 | General Electric Group | 0.74% | \$11,031,379 | (43.77%) | \$60,862,523 | (10.03%) |
| 21 | Winterthur U.S. Holding Group | 0.64% | \$15,645,607 | 27.90% | \$52,909,910 | (7.49%) |
| 22 | American Financial Insurance Group | 0.59% | \$18,030,507 | 50.56% | \$48,733,354 | (16.82%) |
| 23 | American National Financial Group | 0.50% | \$11,626,462 | 10.17% | \$41,334,800 | (5.95%) |
| 24 | Metropolitan Group | 0.42% | \$9,627,052 | 17.53% | \$34,415,668 | 4.44% |
| 25 | General Agents Group | 0.42% | \$6,659,944 | (53.24%) | \$34,341,517 | (30.14%) |

| | | | | | |
|----------------------------|---------------|------------------------|--------------|------------------------|--------------|
| Top 25 Groups Total | 94.23% | \$2,025,719,140 | 0.56% | \$7,795,742,282 | 0.52% |
|----------------------------|---------------|------------------------|--------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|------------------------|--------------|------------------------|--------------|
| Total Market | 100.00% | \$2,149,569,171 | 0.62% | \$8,273,044,634 | 0.12% |
|---------------------|----------------|------------------------|--------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$2,053,044,626 | \$1,912,370,440 | \$1,198,580,142 |
| 2nd qtr 1995 | \$1,995,115,657 | \$1,868,117,962 | \$1,604,219,663 |
| 3rd qtr 1995 | \$2,056,887,655 | \$1,908,754,632 | \$1,280,107,609 |
| 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 | \$1,986,429,104 | \$1,440,876,134 |
| 1st qtr 2000 | \$2,288,291,602 | \$2,149,569,171 | \$1,507,007,122 |

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% |

Private Passenger Auto (All Rate-Regulated Companies)

There were 67 groups, 207 rate-regulated companies, that had direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 67 groups, 200 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|---|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 31.95% | \$486,978,057 | (2.12%) | \$1,944,146,506 | (2.10%) |
| 2 | Allstate Insurance Group | 16.48% | \$265,271,440 | 12.00% | \$1,002,450,610 | 10.84% |
| 3 | Zurich American Insurance Group | 16.30% | \$249,102,100 | (3.68%) | \$991,905,508 | (0.21%) |
| 4 | USAA Group | 7.22% | \$118,702,432 | 6.69% | \$439,125,742 | 13.95% |
| 5 | Berkshire-Hathaway (GEICO) | 4.43% | \$75,605,299 | 18.62% | \$269,760,629 | 15.26% |
| 6 | Southern Farm Bureau Casualty | 3.32% | \$51,393,458 | 1.98% | \$201,842,217 | 0.54% |
| 7 | Nationwide Corporation | 3.14% | \$50,814,594 | 6.63% | \$191,090,323 | 3.81% |
| 8 | Travelers Insurance Group | 2.21% | \$34,559,381 | 1.22% | \$134,196,850 | 1.85% |
| 9 | Safeco Insurance Group | 1.83% | \$28,676,425 | (3.58%) | \$111,295,310 | (5.29%) |
| 10 | Hartford Fire & Casualty Group | 1.23% | \$18,974,090 | 14.83% | \$74,883,864 | 7.02% |
| 11 | UNITRIN Inc. | 1.17% | \$18,554,663 | (7.02%) | \$70,937,032 | (5.73%) |
| 12 | Liberty Mutual Insurance Group | 1.02% | \$15,735,881 | (2.87%) | \$62,201,705 | 2.71% |
| 13 | CNA Insurance Group | 1.01% | \$13,652,870 | 0.39% | \$61,437,242 | 10.90% |
| 14 | American National Financial Group | 0.57% | \$9,527,015 | 8.49% | \$34,578,604 | 0.66% |
| 15 | Metropolitan Group | 0.57% | \$9,627,052 | 17.53% | \$34,415,668 | 4.44% |
| 16 | Amica Mutual Group | 0.55% | \$7,754,621 | (3.76%) | \$33,685,044 | (4.44%) |
| 17 | Germania Insurance Group | 0.55% | \$8,434,699 | 1.05% | \$33,337,392 | (4.18%) |
| 18 | Texas Farm Bureau Mutual | 0.51% | \$7,815,084 | (20.29%) | \$30,919,641 | (33.30%) |
| 19 | Prudential of America Group | 0.50% | \$8,266,253 | 0.43% | \$30,679,126 | (10.05%) |
| 20 | American International Group | 0.45% | \$9,758,397 | 105.30% | \$27,477,000 | 24.91% |
| 21 | Agricultural Workers Mut. Auto Ins. Co. | 0.44% | \$6,527,397 | 0.66% | \$26,470,320 | (0.33%) |
| 22 | Horace Mann Group | 0.38% | \$5,827,289 | (10.62%) | \$23,316,556 | (6.78%) |
| 23 | Beacon Insurance Group | 0.38% | \$6,558,010 | 13.44% | \$23,079,153 | 7.76% |
| 24 | Lumbermans Mutual Casualty Group | 0.34% | \$5,982,168 | (4.01%) | \$20,756,989 | (8.68%) |
| 25 | Commercial Union Insurance Co's. | 0.34% | \$5,467,641 | (1.90%) | \$20,414,869 | (13.03%) |

| | | | | | |
|----------------------------|---------------|------------------------|--------------|------------------------|--------------|
| Top 25 Groups Total | 96.88% | \$1,519,566,316 | 2.47% | \$5,894,403,900 | 2.37% |
|----------------------------|---------------|------------------------|--------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|------------------------|--------------|------------------------|--------------|
| Total Market | 100.00% | \$1,570,826,876 | 2.59% | \$6,084,430,115 | 2.09% |
|---------------------|----------------|------------------------|--------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$1,602,309,779 | \$1,507,766,432 | \$959,650,992 |
| 2nd qtr 1995 | \$1,519,192,019 | \$1,437,840,293 | \$1,324,602,290 |
| 3rd qtr 1995 | \$1,595,570,564 | \$1,489,944,898 | \$1,009,272,591 |
| 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 | \$1,481,851,050 | \$1,067,991,532 |
| 1st qtr 2000 | \$1,647,665,735 | \$1,570,826,876 | \$1,145,331,722 |

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 first quarter of 2000, as compared to 22 groups, 23 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Progressive Group | 22.87% | \$133,696,059 | (4.99%) | \$500,435,209 | 4.18% |
| 2 | Allstate Insurance Group | 14.86% | \$83,670,313 | (5.04%) | \$325,232,075 | (6.79%) |
| 3 | Texas State National Group | 12.36% | \$56,330,022 | (32.43%) | \$270,429,556 | (5.76%) |
| 4 | Home State County Mutual Ins. Co. | 9.70% | \$60,936,815 | (2.27%) | \$212,382,620 | (9.36%) |
| 5 | Titus Group | 6.81% | \$47,655,987 | 49.28% | \$149,006,209 | 20.99% |
| 6 | Old American County Mutual Fire Ins. Co. | 6.02% | \$33,313,344 | (9.05%) | \$131,844,104 | (7.15%) |
| 7 | Nationwide Corporation | 3.75% | \$28,780,351 | 76.23% | \$82,073,815 | 31.88% |
| 8 | Zurich American Insurance Group | 3.73% | \$23,703,378 | 12.09% | \$81,588,748 | (19.42%) |
| 9 | Sentry Insurance Group | 2.69% | \$15,128,587 | (8.62%) | \$58,851,790 | (16.44%) |
| 10 | USAA Group | 2.46% | \$13,989,164 | (8.19%) | \$53,894,246 | (34.27%) |
| 11 | General Electric Group | 2.34% | \$8,408,044 | (48.69%) | \$51,165,975 | (5.61%) |
| 12 | UNITRIN Inc. | 2.13% | \$14,586,848 | 3.11% | \$46,571,280 | (20.22%) |
| 13 | State Farm Group | 1.94% | \$10,448,934 | (12.54%) | \$42,454,471 | (15.14%) |
| 14 | Winterthur U.S. Holding Group | 1.63% | \$12,194,944 | 73.07% | \$35,664,317 | 1.98% |
| 15 | General Agents Group | 1.57% | \$6,659,944 | (53.24%) | \$34,341,517 | (30.14%) |
| 16 | American Financial Insurance Group | 1.49% | \$9,560,665 | (7.59%) | \$32,553,219 | (32.09%) |
| 17 | Safeway Insurance Group | 1.08% | \$6,908,022 | (10.02%) | \$23,537,850 | (34.53%) |
| 18 | Allianz Insurance Group | 0.96% | \$3,365,991 | 23.23% | \$20,997,955 | 147.64% |
| 19 | Royal & Sun Alliance USA | 0.63% | \$3,279,202 | (11.01%) | \$13,864,162 | 8.89% |
| 20 | Southern Farm Bureau Casualty | 0.48% | \$2,239,538 | 2.29% | \$10,577,314 | 152.08% |
| 21 | American National Financial Group | 0.31% | \$2,099,447 | 18.52% | \$6,756,196 | (29.63%) |
| 22 | Fairfax Financial | 0.20% | \$1,786,696 | 159.08% | \$4,391,891 | (30.99%) |

| | | | | | |
|-------------------------|----------------|----------------------|----------------|------------------------|----------------|
| Top Groups Total | 100.00% | \$578,742,295 | (4.38%) | \$2,188,614,519 | (4.99%) |
|-------------------------|----------------|----------------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|
| Total Market | 100.00% | \$578,742,295 | (4.38%) | \$2,188,614,519 | (4.99%) |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|

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 |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$450,734,847 | \$404,604,008 | \$238,929,150 |
| 2nd qtr 1995 | \$475,923,638 | \$430,277,669 | \$279,617,373 |
| 3rd qtr 1995 | \$461,317,091 | \$418,809,734 | \$270,835,018 |
| 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 | \$640,625,867 | \$578,742,295 | \$361,675,400 |

Private Passenger Auto (All Voluntary Liability)

There were 71 groups, 224 companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 71 groups, 217 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 23.80% | \$283,557,458 | (9.19%) | \$1,145,382,789 | (9.43%) |
| 2 | Allstate Insurance Group | 16.01% | \$200,627,828 | (0.56%) | \$770,228,520 | (0.47%) |
| 3 | Zurich American Insurance Group | 13.27% | \$160,030,161 | (8.36%) | \$638,615,174 | (7.67%) |
| 4 | Progressive Group | 5.74% | \$74,365,430 | (6.71%) | \$276,187,903 | 1.34% |
| 5 | USAA Group | 5.61% | \$72,131,289 | (4.75%) | \$269,982,157 | (4.53%) |
| 6 | Nationwide Corporation | 3.69% | \$51,795,426 | 25.19% | \$177,753,438 | 9.78% |
| 7 | Texas State National Group | 3.25% | \$33,856,502 | (39.36%) | \$156,423,388 | (10.07%) |
| 8 | Berkshire-Hathaway (GEICO) | 3.22% | \$42,935,161 | 9.90% | \$154,997,807 | 6.89% |
| 9 | Home State County Mutual Ins. Co. | 2.87% | \$38,448,266 | (9.90%) | \$138,337,770 | (16.82%) |
| 10 | Southern Farm Bureau Casualty | 2.51% | \$30,131,898 | (5.27%) | \$120,888,841 | (4.24%) |
| 11 | Travelers Insurance Group | 1.65% | \$20,100,896 | (6.67%) | \$79,398,288 | (5.60%) |
| 12 | UNITRIN Inc. | 1.47% | \$19,618,271 | (10.78%) | \$70,732,851 | (17.83%) |
| 13 | Old American County Mutual Fire Ins. Co. | 1.46% | \$18,565,567 | (8.52%) | \$70,266,189 | (13.13%) |
| 14 | Titus Group | 1.43% | \$23,722,205 | 55.62% | \$68,876,306 | 19.53% |
| 15 | Safeco Insurance Group | 1.30% | \$15,972,527 | (10.22%) | \$62,705,366 | (11.63%) |
| 16 | Hartford Fire & Casualty Group | 0.95% | \$11,454,600 | 5.57% | \$45,946,472 | (1.06%) |
| 17 | Sentry Insurance Group | 0.84% | \$10,137,806 | (16.37%) | \$40,623,585 | (21.82%) |
| 18 | General Electric Group | 0.83% | \$7,006,221 | (46.27%) | \$39,805,920 | (12.42%) |
| 19 | CNA Insurance Group | 0.74% | \$7,813,941 | (7.84%) | \$35,783,735 | 1.86% |
| 20 | Liberty Mutual Insurance Group | 0.73% | \$8,734,778 | (10.74%) | \$35,088,524 | (4.97%) |
| 21 | Winterthur U.S. Holding Group | 0.63% | \$9,734,183 | 38.16% | \$30,251,124 | (12.62%) |
| 22 | American Financial Insurance Group | 0.62% | \$11,591,747 | 57.19% | \$30,027,478 | (18.11%) |
| 23 | American National Financial Group | 0.50% | \$6,645,672 | 1.47% | \$23,925,162 | (14.88%) |
| 24 | Amica Mutual Group | 0.44% | \$4,784,080 | (5.81%) | \$21,048,471 | (7.08%) |
| 25 | Metropolitan Group | 0.42% | \$5,599,491 | 8.92% | \$20,363,092 | (3.49%) |

| | | | | | |
|----------------------------|---------------|------------------------|----------------|------------------------|----------------|
| Top 25 Groups Total | 94.01% | \$1,169,361,404 | (5.48%) | \$4,523,640,350 | (5.71%) |
|----------------------------|---------------|------------------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|------------------------|----------------|------------------------|----------------|
| Total Market | 100.00% | \$1,243,827,282 | (5.67%) | \$4,812,119,455 | (6.19%) |
|---------------------|----------------|------------------------|----------------|------------------------|----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$1,273,529,988 | \$1,188,306,165 | \$733,246,469 |
| 2nd qtr 1995 | \$1,231,055,611 | \$1,151,084,100 | \$726,804,810 |
| 3rd qtr 1995 | \$1,348,649,594 | \$1,275,973,876 | \$723,597,168 |
| 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 | \$1,152,601,723 | \$863,590,455 |
| 1st qtr 2000 | \$1,325,588,020 | \$1,243,827,282 | \$867,209,672 |

Private Passenger Auto (Voluntary Liability Rate-Regulated Companies)

There were 64 groups, 201 rate-regulated companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 64 groups, 194 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|---|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 31.74% | \$277,179,832 | (8.99%) | \$1,119,434,669 | (9.16%) |
| 2 | Zurich American Insurance Group | 16.60% | \$144,913,310 | (9.54%) | \$585,291,321 | (6.06%) |
| 3 | Allstate Insurance Group | 16.51% | \$152,581,362 | 2.42% | \$582,148,672 | 3.03% |
| 4 | USAA Group | 6.68% | \$63,287,861 | (3.99%) | \$235,751,597 | 2.63% |
| 5 | Berkshire-Hathaway (GEICO) | 4.39% | \$42,935,161 | 9.90% | \$154,997,807 | 6.89% |
| 6 | Nationwide Corporation | 3.50% | \$32,506,878 | 3.37% | \$123,522,690 | 1.31% |
| 7 | Southern Farm Bureau Casualty | 3.25% | \$28,888,735 | (5.28%) | \$114,790,931 | (7.22%) |
| 8 | Travelers Insurance Group | 2.25% | \$20,100,896 | (6.67%) | \$79,398,288 | (5.60%) |
| 9 | Safeco Insurance Group | 1.78% | \$15,972,527 | (10.22%) | \$62,705,366 | (11.63%) |
| 10 | Hartford Fire & Casualty Group | 1.30% | \$11,454,600 | 5.57% | \$45,946,472 | (1.06%) |
| 11 | UNITRIN Inc. | 1.16% | \$10,584,827 | (15.51%) | \$40,895,665 | (12.96%) |
| 12 | CNA Insurance Group | 1.01% | \$7,813,941 | (7.84%) | \$35,783,735 | 1.86% |
| 13 | Liberty Mutual Insurance Group | 0.99% | \$8,734,778 | (10.74%) | \$35,088,524 | (4.97%) |
| 14 | Amica Mutual Group | 0.60% | \$4,784,080 | (5.81%) | \$21,048,471 | (7.08%) |
| 15 | Metropolitan Group | 0.58% | \$5,599,491 | 8.92% | \$20,363,092 | (3.49%) |
| 16 | American National Financial Group | 0.56% | \$5,409,413 | (0.90%) | \$19,897,795 | (10.06%) |
| 17 | Prudential of America Group | 0.55% | \$5,192,909 | (6.08%) | \$19,534,897 | (14.48%) |
| 18 | Germania Insurance Group | 0.53% | \$4,669,683 | (7.16%) | \$18,757,641 | (11.28%) |
| 19 | Texas Farm Bureau Mutual | 0.48% | \$4,254,342 | (26.71%) | \$17,011,119 | (39.03%) |
| 20 | American International Group | 0.48% | \$7,262,931 | 122.23% | \$16,926,893 | 25.62% |
| 21 | Agricultural Workers Mut. Auto Ins. Co. | 0.41% | \$3,503,194 | (7.30%) | \$14,337,014 | (7.81%) |
| 22 | Horace Mann Group | 0.38% | \$3,317,624 | (19.00%) | \$13,462,478 | (13.71%) |
| 23 | Beacon Insurance Group | 0.36% | \$3,621,710 | 5.97% | \$12,847,149 | 1.03% |
| 24 | Lumbermans Mutual Casualty Group | 0.35% | \$3,528,970 | (11.08%) | \$12,349,172 | (14.09%) |
| 25 | Commercial Union Insurance Co's. | 0.34% | \$3,182,169 | (7.63%) | \$11,902,160 | (19.03%) |

| | | | | | |
|----------------------------|---------------|----------------------|----------------|------------------------|----------------|
| Top 25 Groups Total | 96.80% | \$871,281,224 | (4.85%) | \$3,414,193,618 | (4.77%) |
|----------------------------|---------------|----------------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|
| Total Market | 100.00% | \$902,095,227 | (4.57%) | \$3,526,909,685 | (4.95%) |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$989,447,532 | \$941,701,479 | \$576,779,658 |
| 2nd qtr 1995 | \$931,154,531 | \$889,515,442 | \$575,330,097 |
| 3rd qtr 1995 | \$1,051,246,478 | \$1,000,537,851 | \$558,079,208 |
| 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 | \$852,805,159 | \$630,063,457 |
| 1st qtr 2000 | \$947,930,960 | \$902,095,227 | \$650,852,701 |

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

There were 22 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 first quarter of 2000, as compared to 22 groups, 23 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Progressive Group | 21.49% | \$74,365,430 | (6.71%) | \$276,187,903 | 1.34% |
| 2 | Allstate Insurance Group | 14.63% | \$48,046,466 | (8.96%) | \$188,079,848 | (9.95%) |
| 3 | Texas State National Group | 12.17% | \$33,856,502 | (39.36%) | \$156,423,388 | (10.07%) |
| 4 | Home State County Mutual Ins. Co. | 10.76% | \$38,448,266 | (9.90%) | \$138,337,770 | (16.82%) |
| 5 | Old American County Mutual Fire Ins. Co. | 5.47% | \$18,565,567 | (8.52%) | \$70,266,189 | (13.13%) |
| 6 | Titus Group | 5.36% | \$23,722,205 | 55.62% | \$68,876,306 | 19.53% |
| 7 | Nationwide Corporation | 4.22% | \$19,288,548 | 94.29% | \$54,230,748 | 35.57% |
| 8 | Zurich American Insurance Group | 4.15% | \$15,116,851 | 4.71% | \$53,323,853 | (22.29%) |
| 9 | Sentry Insurance Group | 3.04% | \$9,765,013 | (16.02%) | \$39,035,342 | (21.96%) |
| 10 | USAA Group | 2.66% | \$8,843,428 | (9.87%) | \$34,230,560 | (35.53%) |
| 11 | General Electric Group | 2.64% | \$5,360,425 | (51.27%) | \$33,967,812 | (7.83%) |
| 12 | UNITRIN Inc. | 2.32% | \$9,033,444 | (4.52%) | \$29,837,186 | (23.68%) |
| 13 | State Farm Group | 2.02% | \$6,377,626 | (17.07%) | \$25,948,120 | (19.81%) |
| 14 | Winterthur U.S. Holding Group | 1.53% | \$7,705,583 | 103.60% | \$19,676,032 | (3.37%) |
| 15 | General Agents Group | 1.53% | \$3,769,946 | (55.15%) | \$19,654,337 | (33.60%) |
| 16 | Safeway Insurance Group | 1.53% | \$5,308,945 | (18.21%) | \$19,644,777 | (33.93%) |
| 17 | American Financial Insurance Group | 1.50% | \$5,616,117 | (11.60%) | \$19,218,118 | (35.56%) |
| 18 | Allianz Insurance Group | 1.02% | \$2,087,479 | 30.77% | \$13,087,359 | 145.69% |
| 19 | Royal & Sun Alliance USA | 0.91% | \$2,647,216 | (17.93%) | \$11,647,334 | 8.24% |
| 20 | Southern Farm Bureau Casualty | 0.47% | \$1,243,163 | (5.04%) | \$6,097,910 | 141.83% |
| 21 | American National Financial Group | 0.31% | \$1,236,259 | 13.37% | \$4,027,367 | (32.69%) |
| 22 | Fairfax Financial | 0.27% | \$1,327,576 | 127.08% | \$3,411,511 | (26.53%) |

| | | | | | |
|-------------------------|----------------|----------------------|----------------|------------------------|----------------|
| Top Groups Total | 100.00% | \$341,732,055 | (8.46%) | \$1,285,209,770 | (9.42%) |
|-------------------------|----------------|----------------------|----------------|------------------------|----------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|
| Total Market | 100.00% | \$341,732,055 | (8.46%) | \$1,285,209,770 | (9.42%) |
|---------------------|----------------|----------------------|----------------|------------------------|----------------|

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 |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$284,082,456 | \$246,604,686 | \$156,466,811 |
| 2nd qtr 1995 | \$299,901,080 | \$261,568,658 | \$151,474,713 |
| 3rd qtr 1995 | \$297,403,116 | \$275,436,025 | \$165,517,960 |
| 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 | \$377,657,060 | \$341,732,055 | \$216,356,971 |

Private Passenger Auto (All Assigned Risk)

There were 23 groups, 28 companies, that had assigned risk (no voluntary liability nor physical damage) direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 26 groups, 31 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 29.12% | \$1,507,390 | (10.42%) | \$5,683,608 | (30.38%) |
| 2 | Zurich American Insurance Group | 12.00% | \$636,722 | (30.97%) | \$2,342,400 | (26.18%) |
| 3 | Allstate Insurance Group | 11.20% | \$763,820 | 34.60% | \$2,185,529 | 0.95% |
| 4 | American International Group | 10.82% | \$457,399 | 23.32% | \$2,111,732 | (6.83%) |
| 5 | Southern Farm Bureau Casualty | 9.62% | \$409,228 | (0.93%) | \$1,878,123 | (27.40%) |
| 6 | Eagle Insurance Group | 9.05% | \$392,230 | (7.01%) | \$1,766,575 | 13.17% |
| 7 | Nationwide Corporation | 3.83% | \$150,700 | (18.45%) | \$748,000 | (19.02%) |
| 8 | Berkshire-Hathaway (GEICO) | 3.19% | \$240,557 | 61.14% | \$622,950 | (16.73%) |
| 9 | Safeco Insurance Group | 2.31% | \$103,505 | 1.82% | \$450,928 | 1.67% |
| 10 | General Electric Group | 1.93% | (\$2,010) | (101.08%) | \$377,040 | (30.52%) |
| 11 | American Financial Insurance Group | 1.86% | \$166,167 | 659.52% | \$363,244 | 9.38% |
| 12 | Travelers Insurance Group | 1.38% | \$56,382 | (60.75%) | \$270,059 | (39.03%) |
| 13 | Hartford Fire & Casualty Group | 1.07% | \$66,764 | 4.79% | \$209,237 | (18.30%) |
| 14 | Liberty Mutual Insurance Group | 0.98% | \$33,784 | (46.09%) | \$191,007 | (16.86%) |
| 15 | Lumbermans Mutual Casualty Group | 0.64% | \$40,854 | (35.60%) | \$124,018 | (64.53%) |
| 16 | W. R. Berkley Corporation | 0.40% | \$21,681 | (29.26%) | \$78,456 | (28.40%) |
| 17 | UNTRIN Inc. | 0.26% | \$16,188 | (50.41%) | \$50,162 | (61.01%) |
| 18 | Service Life Group | 0.24% | \$14,085 | 88.76% | \$46,626 | 63.84% |
| 19 | Mercury General Group | 0.05% | \$8,941 | * | \$8,941 | * |
| 20 | Ohio Casualty Group | 0.04% | \$1,603 | 6.30% | \$7,101 | (21.65%) |
| 21 | Yasuda Fire & Marine Ins. Co. of America | 0.03% | \$0 | (100.00%) | \$4,913 | (43.70%) |
| 22 | Old Republic Group | 0.01% | \$310 | 119.86% | \$2,133 | 238.69% |
| 23 | United Fire & Casualty Group | 0.00% | \$0 | 100.00% | \$555 | (90.39%) |
| 24 | Allmerica Financial Corporation | 0.00% | \$0 | 100.00% | \$408 | (90.04%) |
| 25 | Southland Lloyds Insurance Company | 0.00% | \$317 | * | \$317 | * |

| | | | | | |
|-------------------------|------------------|--------------------|----------------|---------------------|-----------------|
| Top Groups Total | 100.04%** | \$5,086,617 | (6.28%) | \$19,524,062 | (20.24%) |
|-------------------------|------------------|--------------------|----------------|---------------------|-----------------|

| | | | | | |
|---------------------|----------------|--------------------|----------------|---------------------|-----------------|
| Total Market | 100.00% | \$5,086,944 | (5.87%) | \$19,516,488 | (20.22%) |
|---------------------|----------------|--------------------|----------------|---------------------|-----------------|

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

** The inception of Limited Assignment Distribution (LAD) Program buyout agreements can result 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 |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$141,686,848 | \$110,611,264 | \$127,859,913 |
| 2nd qtr 1995 | \$142,664,825 | \$112,500,562 | \$126,667,662 |
| 3rd qtr 1995 | \$85,718,832 | \$45,466,007 | \$114,131,962 |
| 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 | \$5,086,944 | \$5,598,264 |

Private Passenger Auto (All Physical Damage)

There were 70 groups, 218 companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 70 groups, 214 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 24.28% | \$212,362,143 | 8.60% | \$835,534,580 | 9.50% |
| 2 | Allstate Insurance Group | 16.13% | \$147,550,105 | 20.32% | \$555,268,636 | 16.33% |
| 3 | Zurich American Insurance Group | 12.57% | \$112,138,595 | 7.61% | \$432,536,682 | 8.01% |
| 4 | Progressive Group | 6.52% | \$59,330,629 | (2.74%) | \$224,247,306 | 7.91% |
| 5 | USAA Group | 6.48% | \$60,560,307 | 19.29% | \$223,037,831 | 20.85% |
| 6 | Berkshire-Hathaway (GEICO) | 3.32% | \$32,429,581 | 32.25% | \$114,139,872 | 29.26% |
| 7 | Texas State National Group | 3.31% | \$22,473,520 | (18.37%) | \$114,006,168 | 0.88% |
| 8 | Nationwide Corporation | 2.75% | \$27,648,819 | 23.27% | \$94,662,700 | 13.43% |
| 9 | Southern Farm Bureau Casualty | 2.61% | \$23,091,870 | 13.38% | \$89,652,567 | 17.78% |
| 10 | Titus Group | 2.33% | \$23,933,782 | 43.49% | \$80,129,903 | 22.27% |
| 11 | Home State County Mutual Ins. Co. | 2.15% | \$22,488,549 | 14.25% | \$74,044,850 | 8.86% |
| 12 | Old American County Mutual Fire Ins. Co. | 1.79% | \$14,747,777 | (9.72%) | \$61,577,915 | 0.77% |
| 13 | Travelers Insurance Group | 1.58% | \$14,402,103 | 15.57% | \$54,528,503 | 15.50% |
| 14 | Safeco Insurance Group | 1.40% | \$12,600,393 | 6.34% | \$48,139,016 | 4.41% |
| 15 | UNTRIN Inc. | 1.36% | \$13,507,052 | 11.80% | \$46,725,299 | (1.46%) |
| 16 | Hartford Fire & Casualty Group | 0.83% | \$7,452,726 | 32.86% | \$28,728,155 | 23.42% |
| 17 | Liberty Mutual Insurance Group | 0.78% | \$6,967,319 | 9.70% | \$26,922,174 | 15.00% |
| 18 | CNA Insurance Group | 0.75% | \$5,838,929 | 14.02% | \$25,653,617 | 26.56% |
| 19 | Winterthur U.S. Holding Group | 0.66% | \$5,911,424 | 13.96% | \$22,658,786 | 0.37% |
| 20 | Sentry Insurance Group | 0.60% | \$5,588,940 | 7.50% | \$20,757,740 | (3.31%) |
| 21 | General Electric Group | 0.60% | \$4,027,168 | (37.00%) | \$20,679,563 | (4.52%) |
| 22 | American Financial Insurance Group | 0.53% | \$6,272,593 | 36.97% | \$18,342,632 | (15.02%) |
| 23 | American National Financial Group | 0.51% | \$4,980,790 | 24.40% | \$17,409,638 | 9.71% |
| 24 | General Agents Group | 0.43% | \$2,889,998 | (50.49%) | \$14,687,180 | (24.90%) |
| 25 | Germania Insurance Group | 0.42% | \$3,765,016 | 13.48% | \$14,579,751 | 6.81% |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|
| Top 25 Groups Total | 94.69% | \$852,960,128 | 10.82% | \$3,258,651,064 | 11.11% |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|
| Total Market | 100.00% | \$900,654,945 | 10.86% | \$3,441,408,691 | 10.68% |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$637,827,790 | \$613,453,011 | \$337,473,760 |
| 2nd qtr 1995 | \$621,395,221 | \$604,533,300 | \$750,747,191 |
| 3rd qtr 1995 | \$622,519,229 | \$587,314,749 | \$442,378,479 |
| 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 | \$956,060,272 | \$900,654,945 | \$634,199,186 |

Private Passenger Auto (Physical Damage Rate-Regulated Companies)

There were 63 groups, 195 rate-regulated companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the first quarter of 2000, as compared to 63 groups, 191 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|---|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 32.27% | \$208,290,835 | 8.89% | \$819,028,229 | 9.88% |
| 2 | Allstate Insurance Group | 16.47% | \$111,926,258 | 28.22% | \$418,116,409 | 23.99% |
| 3 | Zurich American Insurance Group | 15.93% | \$103,552,068 | 6.21% | \$404,271,787 | 9.91% |
| 4 | USAA Group | 8.01% | \$55,414,571 | 22.21% | \$203,374,145 | 30.65% |
| 5 | Berkshire-Hathaway (GEICO) | 4.50% | \$32,429,581 | 32.25% | \$114,139,872 | 29.26% |
| 6 | Southern Farm Bureau Casualty | 3.36% | \$22,095,495 | 13.39% | \$85,173,163 | 14.41% |
| 7 | Nationwide Corporation | 2.63% | \$18,157,016 | 13.30% | \$66,819,633 | 9.14% |
| 8 | Travelers Insurance Group | 2.15% | \$14,402,103 | 15.57% | \$54,528,503 | 15.50% |
| 9 | Safeco Insurance Group | 1.90% | \$12,600,393 | 6.34% | \$48,139,016 | 4.41% |
| 10 | UNITRIN Inc. | 1.18% | \$7,953,648 | 7.54% | \$29,991,205 | 6.59% |
| 11 | Hartford Fire & Casualty Group | 1.13% | \$7,452,726 | 32.86% | \$28,728,155 | 23.42% |
| 12 | Liberty Mutual Insurance Group | 1.06% | \$6,967,319 | 9.70% | \$26,922,174 | 15.00% |
| 13 | CNA Insurance Group | 1.01% | \$5,838,929 | 14.02% | \$25,653,617 | 26.56% |
| 14 | American National Financial Group | 0.58% | \$4,117,602 | 23.91% | \$14,680,809 | 19.83% |
| 15 | Germania Insurance Group | 0.57% | \$3,765,016 | 13.48% | \$14,579,751 | 6.81% |
| 16 | Metropolitan Group | 0.55% | \$4,027,561 | 32.03% | \$14,052,576 | 18.57% |
| 17 | Texas Farm Bureau Mutual | 0.55% | \$3,560,742 | (10.98%) | \$13,908,522 | (24.64%) |
| 18 | Amica Mutual Group | 0.50% | \$2,970,541 | (0.27%) | \$12,636,573 | 0.31% |
| 19 | Agricultural Workers Mut. Auto Ins. Co. | 0.48% | \$3,024,203 | 11.78% | \$12,133,306 | 10.24% |
| 20 | Prudential of America Group | 0.44% | \$3,073,344 | 13.77% | \$11,144,229 | (2.01%) |
| 21 | Beacon Insurance Group | 0.40% | \$2,936,300 | 24.24% | \$10,232,004 | 17.43% |
| 22 | Horace Mann Group | 0.39% | \$2,509,665 | 3.57% | \$9,854,078 | 4.71% |
| 23 | Commercial Union Insurance Co's. | 0.34% | \$2,285,145 | 6.20% | \$8,517,193 | (1.73%) |
| 24 | American International Group | 0.33% | \$2,038,067 | 82.94% | \$8,438,375 | 34.89% |
| 25 | Lumbermans Mutual Casualty Group | 0.33% | \$2,412,344 | 9.65% | \$8,283,799 | 3.49% |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|
| Top 25 Groups Total | 97.06% | \$643,801,472 | 14.44% | \$2,463,347,123 | 14.54% |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|
| Total Market | 100.00% | \$663,644,705 | 14.32% | \$2,538,003,942 | 14.09% |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$471,175,399 | \$455,453,689 | \$255,011,421 |
| 2nd qtr 1995 | \$445,372,663 | \$435,824,289 | \$622,604,531 |
| 3rd qtr 1995 | \$458,605,254 | \$443,941,040 | \$337,061,421 |
| 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 | \$693,091,465 | \$663,644,705 | \$488,880,757 |

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 first quarter of 2000, as compared to 22 groups, 23 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Progressive Group | 24.82% | \$59,330,629 | (2.74%) | \$224,247,306 | 7.91% |
| 2 | Allstate Insurance Group | 15.18% | \$35,623,847 | 0.81% | \$137,152,227 | (2.09%) |
| 3 | Texas State National Group | 12.62% | \$22,473,520 | (18.37%) | \$114,006,168 | 0.88% |
| 4 | Titus Group | 8.87% | \$23,933,782 | 43.49% | \$80,129,903 | 22.27% |
| 5 | Home State County Mutual Ins. Co. | 8.20% | \$22,488,549 | 14.25% | \$74,044,850 | 8.86% |
| 6 | Old American County Mutual Fire Ins. Co. | 6.82% | \$14,747,777 | (9.72%) | \$61,577,915 | 0.77% |
| 7 | Zurich American Insurance Group | 3.13% | \$8,586,527 | 27.96% | \$28,264,895 | (13.39%) |
| 8 | Nationwide Corporation | 3.08% | \$9,491,803 | 48.22% | \$27,843,067 | 25.23% |
| 9 | Sentry Insurance Group | 2.19% | \$5,363,574 | 8.83% | \$19,816,448 | (2.90%) |
| 10 | USAA Group | 2.18% | \$5,145,736 | (5.15%) | \$19,663,686 | (31.96%) |
| 11 | General Electric Group | 1.90% | \$3,047,619 | (43.41%) | \$17,198,163 | (0.89%) |
| 12 | UNITRIN Inc. | 1.85% | \$5,553,404 | 18.52% | \$16,734,094 | (13.20%) |
| 13 | State Farm Group | 1.83% | \$4,071,308 | (4.37%) | \$16,506,351 | (6.59%) |
| 14 | Winterthur U.S. Holding Group | 1.77% | \$4,489,361 | 37.64% | \$15,988,285 | 9.44% |
| 15 | General Agents Group | 1.63% | \$2,889,998 | (50.49%) | \$14,687,180 | (24.90%) |
| 16 | American Financial Insurance Group | 1.48% | \$3,944,548 | (1.20%) | \$13,335,101 | (26.37%) |
| 17 | Allianz Insurance Group | 0.88% | \$1,278,512 | 12.62% | \$7,910,596 | 150.93% |
| 18 | Southern Farm Bureau Casualty | 0.50% | \$996,375 | 13.21% | \$4,479,404 | 167.51% |
| 19 | Safeway Insurance Group | 0.43% | \$1,599,077 | 34.74% | \$3,893,073 | (37.38%) |
| 20 | American National Financial Group | 0.30% | \$863,188 | 26.78% | \$2,728,829 | (24.56%) |
| 21 | Royal & Sun Alliance USA | 0.25% | \$631,986 | 37.59% | \$2,216,828 | 12.46% |
| 22 | Fairfax Financial | 0.11% | \$459,120 | 337.25% | \$980,380 | (43.04%) |

| | | | | | |
|-------------------------|----------------|----------------------|--------------|----------------------|--------------|
| Top Groups Total | 100.00% | \$237,010,240 | 2.20% | \$903,404,749 | 2.12% |
|-------------------------|----------------|----------------------|--------------|----------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|--------------|----------------------|--------------|
| Total Market | 100.00% | \$237,010,240 | 2.20% | \$903,404,749 | 2.12% |
|---------------------|----------------|----------------------|--------------|----------------------|--------------|

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 |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$166,652,391 | \$157,999,322 | \$82,462,339 |
| 2nd qtr 1995 | \$176,022,558 | \$168,709,011 | \$128,142,660 |
| 3rd qtr 1995 | \$163,913,975 | \$143,373,709 | \$105,317,058 |
| 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 | \$262,968,807 | \$237,010,240 | \$145,318,429 |

Homeowners Multiple Peril (All Companies)

There were 59 groups, 137 companies, that had premiums on policies written for Homeowners Multiple Peril (includes renters' insurance) in the first quarter of 2000, as compared to 62 groups, 150 companies, in the first 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 first quarter of 2000 to premiums on policies written in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 31.61% | \$201,776,958 | (0.05%) | \$887,692,307 | (0.27%) |
| 2 | Zurich American Insurance Group | 17.89% | \$113,601,975 | 1.67% | \$502,340,682 | 0.16% |
| 3 | Allstate Insurance Group | 15.58% | \$99,540,179 | 10.58% | \$437,509,335 | 10.83% |
| 4 | USAA Group | 6.94% | \$42,804,397 | 7.58% | \$194,961,259 | 6.47% |
| 5 | Travelers Insurance Group | 4.63% | \$29,817,729 | (0.75%) | \$130,128,719 | (6.11%) |
| 6 | Nationwide Corporation | 2.95% | \$20,369,064 | 1.37% | \$82,711,376 | 2.27% |
| 7 | Safeco Insurance Group | 2.26% | \$14,105,290 | (4.43%) | \$63,537,285 | (4.58%) |
| 8 | Chubb & Son Inc. | 1.84% | \$12,322,179 | 3.15% | \$51,810,120 | 3.65% |
| 9 | Texas Farm Bureau Mutual | 1.56% | \$10,293,391 | 0.26% | \$43,865,424 | (2.32%) |
| 10 | CNA Insurance Group | 1.20% | \$6,531,559 | (19.38%) | \$33,566,938 | (12.10%) |
| 11 | Liberty Mutual Insurance Group | 1.14% | \$7,181,443 | (4.00%) | \$32,115,700 | (3.59%) |
| 12 | Winterthur U.S. Holding Group | 1.10% | \$7,056,704 | (5.19%) | \$30,940,070 | (2.48%) |
| 13 | Titus Group | 1.07% | \$6,218,660 | (6.89%) | \$30,033,858 | (11.25%) |
| 14 | Hartford Fire & Casualty Group | 1.06% | \$7,077,646 | 19.56% | \$29,685,086 | 16.11% |
| 15 | UNITRIN Inc. | 0.90% | \$5,877,088 | 2.51% | \$25,381,152 | (1.14%) |
| 16 | American National Financial Group | 0.89% | \$5,547,178 | (6.29%) | \$25,117,355 | (0.83%) |
| 17 | Allianz Insurance Group | 0.81% | \$5,481,897 | 9.72% | \$22,749,141 | 6.34% |
| 18 | Amica Mutual Group | 0.79% | \$4,545,595 | 1.02% | \$22,152,165 | 1.52% |
| 19 | Beacon Insurance Group | 0.60% | \$4,082,096 | 11.52% | \$16,841,625 | 17.94% |
| 20 | Service Life Group | 0.58% | \$2,954,866 | (22.80%) | \$16,312,763 | 1.22% |
| 21 | Commercial Union Insurance Co's. | 0.57% | \$3,776,059 | (11.69%) | \$16,045,183 | (11.39%) |
| 22 | Lumbermans Mutual Casualty Group | 0.51% | \$3,404,170 | (1.42%) | \$14,381,606 | (3.33%) |
| 23 | Metropolitan Group | 0.47% | \$3,284,118 | 10.74% | \$13,203,029 | 3.78% |
| 24 | Central Mutual Insurance Co. of Ohio | 0.40% | \$2,618,495 | (0.53%) | \$11,357,750 | (5.37%) |
| 25 | Guidant Insurance Group | 0.40% | \$2,618,545 | 9.24% | \$11,342,886 | 9.53% |

| | | | | | |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|
| Top 25 Groups Total | 97.77% | \$622,887,281 | 2.03% | \$2,745,782,814 | 1.48% |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|
| Total Market | 100.00% | \$637,164,655 | 1.86% | \$2,808,302,650 | 1.10% |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$536,873,920 | \$504,912,643 | \$295,828,219 |
| 2nd qtr 1995 | \$633,519,474 | \$601,610,199 | \$780,554,937 |
| 3rd qtr 1995 | \$649,398,755 | \$610,273,315 | \$511,610,477 |
| 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 | \$683,788,402 | \$637,164,655 | \$401,882,036 |

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% |

Homeowners Multiple Peril (Rate-Regulated Companies)

There were 42 groups, 93 rate-regulated (no Lloyds or Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the first quarter of 2000, as compared to 46 groups, 108 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|-----------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Allstate Insurance Group | 23.33% | \$16,341,465 | (4.44%) | \$72,313,723 | (6.18%) |
| 2 | USAA Group | 21.86% | \$15,325,507 | 12.60% | \$67,758,164 | 11.94% |
| 3 | Zurich American Insurance Group | 11.78% | \$7,639,304 | (25.19%) | \$36,518,000 | (25.10%) |
| 4 | Liberty Mutual Insurance Group | 10.36% | \$7,181,443 | (4.00%) | \$32,115,700 | (3.59%) |
| 5 | UNTRIN Inc. | 7.58% | \$5,414,961 | (3.88%) | \$23,507,543 | (6.39%) |
| 6 | Beacon Insurance Group | 5.43% | \$4,082,096 | 11.52% | \$16,841,625 | 17.94% |
| 7 | Nationwide Corporation | 2.76% | \$2,068,580 | (2.06%) | \$8,547,581 | (5.02%) |
| 8 | Travelers Insurance Group | 2.44% | \$1,941,092 | 29.47% | \$7,558,018 | (80.64%) |
| 9 | State Farm Group | 2.41% | \$1,907,790 | 5.89% | \$7,470,845 | 11.27% |
| 10 | Horace Mann Group | 2.33% | (\$142,187) | (107.04%) | \$7,235,979 | (20.10%) |
| 11 | CNA Insurance Group | 2.19% | (\$86,811) | (103.16%) | \$6,797,727 | (55.20%) |
| 12 | American National Financial Group | 1.44% | \$337,073 | (74.49%) | \$4,476,548 | (33.35%) |
| 13 | Guidant Insurance Group | 1.17% | \$868,728 | 76.12% | \$3,627,164 | 72.18% |
| 14 | Germania Insurance Group | 0.90% | \$648,846 | 7.48% | \$2,776,444 | 2.90% |
| 15 | United Fire & Casualty Group | 0.76% | \$595,508 | (4.88%) | \$2,357,416 | (21.01%) |
| 16 | Texas RVOS Insurance Company | 0.57% | \$448,187 | 3.11% | \$1,759,116 | 3.74% |
| 17 | Interfinancial Inc. | 0.46% | \$320,538 | (20.54%) | \$1,432,232 | (27.19%) |
| 18 | Sentry Insurance Group | 0.44% | \$332,342 | (6.41%) | \$1,352,477 | (8.73%) |
| 19 | Prudential of America Group | 0.36% | \$319,251 | (7.48%) | \$1,110,759 | (57.08%) |
| 20 | Motors Insurance Corporation | 0.27% | \$198,351 | 5.12% | \$846,090 | (13.40%) |
| 21 | Ohio Casualty Group | 0.26% | \$187,894 | 8.82% | \$797,818 | (16.94%) |
| 22 | Federated Mutual Group | 0.24% | \$171,023 | (2.07%) | \$756,676 | (5.15%) |
| 23 | Commerce Group Inc. | 0.16% | \$102,931 | (23.55%) | \$487,312 | (23.26%) |
| 24 | EMC Insurance Companies | 0.12% | \$96,727 | 7.29% | \$372,723 | (16.33%) |
| 25 | Allmerica Financial Corporation | 0.12% | \$67,839 | (35.74%) | \$364,755 | (31.37%) |

| | | | | | |
|----------------------------|---------------|---------------------|----------------|----------------------|-----------------|
| Top 25 Groups Total | 99.76% | \$66,368,478 | (9.49%) | \$309,182,435 | (15.21%) |
|----------------------------|---------------|---------------------|----------------|----------------------|-----------------|

| | | | | | |
|---------------------|----------------|---------------------|----------------|----------------------|-----------------|
| Total Market | 100.00% | \$66,574,531 | (9.80%) | \$309,923,205 | (22.70%) |
|---------------------|----------------|---------------------|----------------|----------------------|-----------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$185,284,260 | \$172,484,830 | \$103,753,971 |
| 2nd qtr 1995 | \$209,812,583 | \$196,039,192 | \$250,996,642 |
| 3rd qtr 1995 | \$208,073,323 | \$192,609,387 | \$163,504,705 |
| 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 | \$74,256,739 | \$66,574,531 | \$49,528,780 |

Homeowners Multiple Peril (Non-Rate-Regulated Companies)

There were 40 groups, 44 non-rate-regulated (Lloyds and Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the first quarter of 2000, as compared to 38 groups, 42 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | State Farm Group | 35.23% | \$199,869,168 | (0.10%) | \$880,221,462 | (0.36%) |
| 2 | Zurich American Insurance Group | 18.64% | \$105,962,671 | 4.37% | \$465,822,682 | 2.88% |
| 3 | Allstate Insurance Group | 14.62% | \$83,198,714 | 14.10% | \$365,195,612 | 14.95% |
| 4 | USAA Group | 5.09% | \$27,478,890 | 4.97% | \$127,203,095 | 3.77% |
| 5 | Travelers Insurance Group | 4.91% | \$27,876,637 | (2.34%) | \$122,570,701 | 23.11% |
| 6 | Nationwide Corporation | 2.97% | \$18,300,484 | 1.78% | \$74,163,795 | 3.18% |
| 7 | Safeco Insurance Group | 2.55% | \$14,109,270 | (2.28%) | \$63,631,196 | 11.64% |
| 8 | Chubb & Son Inc. | 2.07% | \$12,311,758 | 3.00% | \$51,740,761 | 3.53% |
| 9 | Texas Farm Bureau Mutual | 1.76% | \$10,293,391 | 0.26% | \$43,865,424 | (2.32%) |
| 10 | Winterthur U.S. Holding Group | 1.24% | \$7,056,704 | (5.19%) | \$30,940,110 | (2.94%) |
| 11 | Titus Group | 1.20% | \$6,218,660 | (6.89%) | \$30,033,858 | (11.25%) |
| 12 | Hartford Fire & Casualty Group | 1.19% | \$7,078,735 | 19.58% | \$29,688,018 | 16.12% |
| 13 | CNA Insurance Group | 1.07% | \$6,618,370 | 23.68% | \$26,769,211 | 16.32% |
| 14 | Allianz Insurance Group | 0.91% | \$5,481,897 | 9.72% | \$22,749,141 | 6.33% |
| 15 | Amica Mutual Group | 0.89% | \$4,547,466 | (2.37%) | \$22,344,967 | 379.70% |
| 16 | American National Financial Group | 0.83% | \$5,210,105 | 13.31% | \$20,640,807 | 10.90% |
| 17 | Service Life Group | 0.65% | \$2,954,866 | (22.80%) | \$16,312,763 | 1.22% |
| 18 | Commercial Union Insurance Co's. | 0.65% | \$3,776,557 | (15.81%) | \$16,131,620 | 42.63% |
| 19 | Lumbermans Mutual Casualty Group | 0.58% | \$3,404,592 | (1.47%) | \$14,381,550 | (4.33%) |
| 20 | Metropolitan Group | 0.53% | \$3,284,118 | 10.74% | \$13,203,029 | 5.25% |
| 21 | Central Mutual Insurance Co. of Ohio | 0.45% | \$2,618,565 | (0.53%) | \$11,357,820 | (5.37%) |
| 22 | Mortgage Bankers Group | 0.31% | \$1,846,450 | 1.05% | \$7,755,244 | (8.49%) |
| 23 | Guidant Insurance Group | 0.31% | \$1,749,817 | (8.09%) | \$7,715,722 | (6.47%) |
| 24 | W. R. Berkley Corporation | 0.29% | \$1,593,745 | (11.45%) | \$7,121,423 | (8.74%) |
| 25 | Apex Lloyds Insurance Company | 0.18% | \$1,221,216 | 10.90% | \$4,525,631 | (0.92%) |

| | | | | | |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|
| Top 25 Groups Total | 99.11% | \$564,062,846 | 3.02% | \$2,476,085,642 | 5.15% |
|----------------------------|---------------|----------------------|--------------|------------------------|--------------|

| | | | | | |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|
| Total Market | 100.00% | \$570,590,124 | 3.42% | \$2,498,379,445 | 5.11% |
|---------------------|----------------|----------------------|--------------|------------------------|--------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$351,589,660 | \$332,427,813 | \$192,074,248 |
| 2nd qtr 1995 | \$423,706,891 | \$405,571,007 | \$529,558,295 |
| 3rd qtr 1995 | \$441,325,432 | \$417,663,928 | \$348,105,772 |
| 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 | \$570,590,124 | \$352,353,256 |

Workers' Compensation (All Companies)

There were 100 groups, 274 companies, that had direct written premium for Workers' Compensation in the first quarter of 2000, as compared to 95 groups, 276 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|--------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Texas Workers Compensation Ins. Fund | 14.77% | \$90,365,401 | 53.61% | \$265,737,656 | 53.64% |
| 2 | Liberty Mutual Insurance Group | 8.93% | \$44,507,646 | 6.73% | \$160,692,675 | 4.75% |
| 3 | CNA Insurance Group | 7.42% | \$29,732,567 | (12.09%) | \$133,460,977 | 39.77% |
| 4 | Zurich American Insurance Group | 5.43% | \$27,588,051 | 42.08% | \$97,615,237 | 57.83% |
| 5 | Lumbermans Mutual Casualty Group | 4.69% | \$26,588,056 | 2.25% | \$84,387,914 | 14.41% |
| 6 | Reliance Group Incorporated | 4.55% | \$14,366,179 | (60.32%) | \$81,869,501 | 6.37% |
| 7 | American International Group | 4.45% | \$34,489,521 | 11.58% | \$80,068,753 | 14.36% |
| 8 | Travelers Insurance Group | 4.45% | \$22,683,062 | (8.45%) | \$80,035,933 | 28.72% |
| 9 | Royal & Sun Alliance USA | 3.48% | \$17,039,881 | 47.64% | \$62,534,693 | 66.11% |
| 10 | Hartford Fire & Casualty Group | 3.27% | \$16,780,457 | 8.49% | \$58,827,922 | 39.03% |
| 11 | Fremont General Group | 1.98% | \$11,911,470 | 93.52% | \$35,635,822 | 140.79% |
| 12 | Commercial Union Insurance Co's. | 1.96% | \$11,917,365 | 37.46% | \$35,225,355 | 39.50% |
| 13 | Fairfax Financial | 1.93% | \$6,818,219 | (6.45%) | \$34,799,364 | 34.73% |
| 14 | St. Paul Group | 1.75% | \$6,338,203 | (13.51%) | \$31,529,128 | 40.87% |
| 15 | Allianz Insurance Group | 1.67% | \$9,233,336 | 1.77% | \$29,952,022 | 70.90% |
| 16 | Amerisafe Group | 1.46% | \$7,631,560 | 46.87% | \$26,177,090 | 102.28% |
| 17 | Safeco Insurance Group | 1.39% | \$7,322,429 | 20.06% | \$24,925,141 | 63.51% |
| 18 | Old Republic Group | 1.33% | \$6,142,879 | 41.61% | \$23,893,983 | 60.74% |
| 19 | UNITRIN Inc. | 1.10% | \$5,351,732 | 35.76% | \$19,876,440 | 65.04% |
| 20 | Paula Insurance Group | 1.07% | \$5,717,445 | 73.20% | \$19,253,759 | 110.91% |
| 21 | Chubb & Son Inc. | 1.05% | \$5,444,218 | (21.79%) | \$18,918,701 | 25.60% |
| 22 | Colonial Casualty Insurance Company | 1.00% | \$4,985,976 | 29.22% | \$18,036,909 | 26.25% |
| 23 | Atlantic American Group | 1.00% | \$4,733,412 | 15.32% | \$17,967,517 | 44.17% |
| 24 | National American Insurance Company | 0.97% | \$4,950,651 | 50.79% | \$17,459,120 | 96.25% |
| 25 | Hanover Group | 0.91% | \$3,602,914 | (53.86%) | \$16,294,138 | (11.97%) |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|
| Top 25 Groups Total | 82.01% | \$426,242,630 | 10.41% | \$1,475,175,750 | 35.86% |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|
| Total Market | 100.00% | \$528,034,414 | 13.18% | \$1,798,782,476 | 37.60% |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$510,842,803 | \$508,795,889 | \$258,197,622 |
| 2nd qtr 1995 | \$438,857,516 | \$433,896,159 | \$259,507,992 |
| 3rd qtr 1995 | \$469,589,330 | \$455,898,476 | \$259,707,366 |
| 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 | \$516,228,959 | \$528,034,414 | \$361,722,488 |

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% |

Workers' Compensation (Voluntary Market)

There were 100 groups, 274 companies, that had voluntary direct written premium for Workers' Compensation in the first quarter of 2000, as compared to 95 groups, 276 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|--------------------|--------------------------------------|------------------------------|---------------------------------|--|---------------------------------------|--|
| 1 | Texas Workers Compensation Ins. Fund | 14.39% | \$88,222,789 | 55.17% | \$257,735,496 | 51.65% |
| 2 | Liberty Mutual Insurance Group | 8.97% | \$44,507,646 | 6.73% | \$160,682,659 | 4.82% |
| 3 | CNA Insurance Group | 7.45% | \$29,732,567 | (12.09%) | \$133,460,977 | 39.77% |
| 4 | Zurich American Insurance Group | 5.45% | \$27,588,051 | 42.08% | \$97,615,237 | 57.83% |
| 5 | Lumbermans Mutual Casualty Group | 4.72% | \$26,588,056 | 1.28% | \$84,496,940 | 14.35% |
| 6 | Reliance Group Incorporated | 4.57% | \$14,366,179 | (60.32%) | \$81,869,501 | 6.37% |
| 7 | American International Group | 4.47% | \$34,489,521 | 11.58% | \$80,068,753 | 14.36% |
| 8 | Travelers Insurance Group | 4.47% | \$22,683,062 | (8.45%) | \$80,035,933 | 28.72% |
| 9 | Royal & Sun Alliance USA | 3.49% | \$17,039,881 | 47.64% | \$62,534,693 | 66.11% |
| 10 | Hartford Fire & Casualty Group | 3.28% | \$16,780,457 | 8.49% | \$58,827,922 | 39.03% |
| 11 | Fremont General Group | 1.99% | \$11,911,470 | 93.52% | \$35,635,822 | 140.79% |
| 12 | Commercial Union Insurance Co's. | 1.97% | \$11,917,365 | 37.46% | \$35,225,355 | 39.50% |
| 13 | Fairfax Financial | 1.94% | \$6,818,219 | (6.46%) | \$34,799,364 | 34.73% |
| 14 | St. Paul Group | 1.76% | \$6,338,203 | (13.51%) | \$31,529,128 | 40.87% |
| 15 | Allianz Insurance Group | 1.67% | \$9,233,336 | 1.77% | \$29,952,022 | 70.55% |
| 16 | Amerisafe Group | 1.46% | \$7,631,560 | 46.87% | \$26,177,090 | 102.28% |
| 17 | Safeco Insurance Group | 1.39% | \$7,322,429 | 20.06% | \$24,925,141 | 63.51% |
| 18 | Old Republic Group | 1.33% | \$6,142,879 | 41.61% | \$23,893,983 | 60.74% |
| 19 | UNITRIN Inc. | 1.11% | \$5,351,732 | 35.76% | \$19,876,440 | 65.04% |
| 20 | Paula Insurance Group | 1.08% | \$5,717,445 | 73.20% | \$19,253,759 | 110.91% |
| 21 | Chubb & Son Inc. | 1.06% | \$5,444,218 | (21.79%) | \$18,918,701 | 25.60% |
| 22 | Colonial Casualty Insurance Company | 1.01% | \$4,985,976 | 29.22% | \$18,036,909 | 26.25% |
| 23 | Atlantic American Group | 1.00% | \$4,733,412 | 15.32% | \$17,967,517 | 44.17% |
| 24 | National American Insurance Company | 0.97% | \$4,950,651 | 50.79% | \$17,459,120 | 96.25% |
| 25 | Hannover Group | 0.91% | \$3,602,914 | (53.86%) | \$16,294,138 | (11.97%) |

| | | | | | |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|
| Top 25 Groups Total | 81.93% | \$424,100,018 | 10.34% | \$1,467,272,600 | 35.50% |
|----------------------------|---------------|----------------------|---------------|------------------------|---------------|

| | | | | | |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|
| Total Market | 100.00% | \$525,891,802 | 13.14% | \$1,790,879,326 | 37.30% |
|---------------------|----------------|----------------------|---------------|------------------------|---------------|

QUARTERLY EXPERIENCE

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|---------------------|---------------------------------|---------------------------|-----------------------|
| 1st qtr 1995 | \$504,395,626 | \$503,795,920 | \$214,640,626 |
| 2nd qtr 1995 | \$431,833,136 | \$432,487,193 | \$225,639,769 |
| 3rd qtr 1995 | \$461,824,200 | \$453,894,311 | \$224,489,104 |
| 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 | \$512,725,745 | \$525,891,802 | \$353,794,774 |

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 first quarter of 2000, the START program reported \$8,002,160 in direct premiums written. This accounted for 101.25% of all Residual Market experience reported and was an increase of 166.47% over the same period one year prior. Of this amount, \$2,142,612 was written in the first quarter of 2000 which was an 8.64% increase from the first 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 |
|-------------------------|-------------------------------------|-------------------------------|---------------------------|
| 1st qtr 1995 | \$6,447,177 | \$4,999,969 | \$43,556,996 |
| 2nd qtr 1995 | \$7,024,380 | \$1,408,966 | \$33,868,223 |
| 3rd qtr 1995 | \$7,765,130 | \$2,004,165 | \$35,218,262 |
| 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 |

QUARTERLY EXPERIENCE
Texas Workers' Compensation Insurance Fund

| Reporting Period | Premiums on Policies Written | Direct Written Premium | Direct Losses Paid |
|-----------------------------|---|-----------------------------------|-------------------------------|
| 1st qtr 1995 | \$6,447,177 | \$6,766,829 | \$1,104,601 |
| 2nd qtr 1995 | \$7,024,380 | \$4,424,113 | \$1,985,824 |
| 3rd qtr 1995 | \$7,765,130 | \$4,932,138 | \$2,124,768 |
| 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 |

Workers' Compensation (Deductible Plans)

There were 94 groups, 250 companies which wrote voluntary policies for Workers' Compensation in the first quarter of 2000, as compared to 86 groups, 240 companies in the first quarter of 1999.

The data contained in the following table represents direct policies written as new or renewal policies in the first 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 1st 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 | 31 | \$208,827 | \$163,105 | 21.89% |
| Premium of \$10,000 - \$24,999 | 27 | \$441,563 | \$386,989 | 12.36% |
| Premium of \$25,000 - \$49,999 | 14 | \$507,271 | \$379,428 | 25.20% |
| Premium of \$50,000 - \$74,999 | 4 | \$249,902 | \$151,459 | 39.39% |
| Premium of \$75,000 - \$100,000 | 9 | \$795,643 | \$576,363 | 27.56% |
| Total Per Accident Plan | 85 | \$2,203,206 | \$1,657,344 | 24.78% |
| Aggregate Deductible Plan | | | | |
| Premium of \$5,000 - \$9,999 | 23 | \$166,924 | \$144,022 | 13.72% |
| Premium of \$10,000 - \$24,999 | 21 | \$321,505 | \$286,410 | 10.92% |
| Premium of \$25,000 - \$49,999 | 4 | \$150,006 | \$114,370 | 23.76% |
| Premium of \$50,000 - \$74,999 | 3 | \$173,907 | \$148,140 | 14.82% |
| Premium of \$75,000 - \$100,000 | 1 | \$88,651 | \$56,676 | 36.07% |
| Total Aggregate Plan | 52 | \$900,993 | \$749,618 | 16.80% |
| Per Accident/Aggregate Combination Deductible Plan | | | | |
| Premium of \$5,000 - \$9,999 | 4 | \$29,064 | \$25,795 | 11.25% |
| Premium of \$10,000 - \$24,999 | 7 | \$105,084 | \$95,576 | 9.05% |
| Premium of \$25,000 - \$49,999 | 5 | \$160,913 | \$136,316 | 15.29% |
| Premium of \$50,000 - \$74,999 | 0 | \$0 | \$0 | 0.00% |
| Premium of \$75,000 - \$100,000 | 2 | \$187,790 | \$95,319 | 49.24% |
| Total Combination Plan | 18 | \$482,851 | \$353,006 | 26.89% |
| Negotiated Deductible Plan | | | | |
| Premium Up To \$100,000 | 566 | \$12,446,478 | \$3,439,102 | 72.37% |
| Premium of \$100,001 - \$150,000 | 56 | \$6,609,867 | \$1,233,986 | 81.33% |
| Premium of \$150,001 - \$250,000 | 87 | \$16,168,639 | \$4,134,788 | 74.43% |
| Premium of \$250,001 - \$350,000 | 57 | \$16,672,323 | \$3,698,815 | 77.81% |
| Premium of \$350,001 - \$500,000 | 50 | \$20,735,473 | \$4,836,433 | 76.68% |
| Premium of \$500,001 - \$750,000 | 50 | \$30,610,656 | \$6,074,405 | 80.16% |
| Premium of \$750,001 - \$1,000,000 | 27 | \$23,088,636 | \$3,077,007 | 86.67% |
| Premium of \$1,000,001 - \$2,500,000 | 66 | \$102,612,849 | \$16,867,454 | 83.56% |
| Premium of \$2,500,001 - \$5,000,000 | 20 | \$72,126,686 | \$9,192,659 | 87.25% |
| Premium of \$5,000,001 and above | 14 | \$179,303,744 | \$38,561,706 | 78.49% |
| Total Negotiated Plan | 993 | \$480,375,351 | \$91,116,355 | 81.03% |
| No Deductible Plan | | | | |
| Premium Less Than \$5,000 | 28,465 | \$46,730,182 | \$46,730,182 | 0.00% |
| Premium of \$5,000 - \$9,999 | 5,421 | \$38,829,810 | \$38,829,810 | 0.00% |
| Premium of \$10,000 - \$24,999 | 4,058 | \$64,036,664 | \$64,036,664 | 0.00% |
| Premium of \$25,000 - \$49,999 | 1,566 | \$54,461,151 | \$54,461,151 | 0.00% |
| Premium of \$50,000 - \$74,999 | 559 | \$34,149,347 | \$34,149,347 | 0.00% |
| Premium of \$75,000 - \$100,000 | 258 | \$22,404,905 | \$22,404,905 | 0.00% |
| Premium Greater Than \$100,000 | 564 | \$158,237,363 | \$158,237,363 | 0.00% |
| Total No Deductible Plan | 40,891 | \$418,849,422 | \$418,849,422 | 0.00% |
| TOTAL ALL PLANS | 42,039 | \$902,811,823 | \$512,725,745 | 43.21% |

Boiler & Machinery

There were 33 groups, 81 companies, that had direct written premium for Boiler & Machinery in the first quarter of 2000, as compared to 30 groups, 86 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|----------------------------|-------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Allendale Group | 21.35% | \$802,896 | (51.60%) | \$7,500,873 | (22.33%) |
| 2 | Hartford Steam Boiler Group | 19.94% | \$1,422,946 | 49.70% | \$7,003,970 | (26.47%) |
| 3 | Travelers Insurance Group | 15.82% | \$1,999,251 | 25.28% | \$5,556,292 | 5.29% |
| 4 | Zurich American Insurance Group | 7.90% | \$497,973 | 63.36% | \$2,776,065 | (2.13%) |
| 5 | Chubb & Son Inc. | 7.86% | \$767,737 | 84.36% | \$2,759,619 | 15.87% |
| 6 | American International Group | 5.62% | \$359,520 | 53.67% | \$1,974,046 | 117.46% |
| 7 | CNA Insurance Group | 4.60% | \$215,377 | (61.12%) | \$1,616,098 | (0.96%) |
| 8 | Liberty Mutual Insurance Group | 3.50% | \$291,095 | 267.59% | \$1,227,892 | 88.81% |
| 9 | Reliance Group Incorporated | 2.94% | \$149,145 | 55.04% | \$1,033,745 | (40.33%) |
| 10 | Lumbermans Mutual Casualty Group | 1.67% | (\$60,240) | (110.27%) | \$586,910 | (78.52%) |
| 11 | St. Paul Group | 1.32% | \$113,610 | 42.25% | \$462,466 | 42.15% |
| 12 | ACE USA | 1.06% | \$5,453 | 343.33% | \$373,806 | (78.81%) |
| 13 | Allianz Insurance Group | 1.06% | \$60,029 | 125.35% | \$373,519 | 9.91% |
| 14 | Guidant Insurance Group | 0.95% | \$99,020 | 60.08% | \$333,190 | 45.43% |
| 15 | Allstate Insurance Group | 0.61% | \$55,812 | 32.88% | \$213,600 | 32.45% |
| 16 | National American Insurance Company | 0.57% | \$58,924 | 173.59% | \$201,029 | 157.74% |
| 17 | Safeco Insurance Group | 0.54% | \$86,947 | 188.70% | \$189,233 | 101.58% |
| 18 | General Electric Group | 0.45% | \$10,450 | * | \$158,496 | * |
| 19 | Commercial Union Insurance Co's. | 0.45% | \$23,577 | (46.30%) | \$156,496 | (17.79%) |
| 20 | Sentry Insurance Group | 0.44% | \$55,410 | 30.13% | \$152,983 | 27.73% |
| 21 | Lumbermens Underwriting Alliance | 0.21% | \$7,610 | (39.58%) | \$73,966 | 56.28% |
| 22 | Fairfax Financial | 0.15% | \$19,137 | 513.96% | \$51,436 | 373.41% |
| 23 | Houston Casualty Group | 0.14% | \$0 | * | \$50,000 | * |
| 24 | Federated Mutual Group | 0.13% | \$15,120 | 52.22% | \$46,612 | 27.44% |
| 25 | Bancinsure Inc | 0.13% | \$3,591 | * | \$44,175 | 71.25% |
| Top 25 Groups Total | | 99.39% | \$7,060,390 | 3.05% | \$34,916,517 | (14.32%) |
| Total Market | | 100.00% | \$7,102,766 | 3.16% | \$35,130,255 | (14.27%) |

* 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 |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$9,279,746 | \$8,572,978 | \$4,745,626 |
| 2nd qtr 1995 | \$13,326,698 | \$12,929,400 | \$3,207,036 |
| 3rd qtr 1995 | \$12,214,712 | \$9,798,039 | \$4,014,279 |
| 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 | \$5,474,439 | \$11,594,584 | \$26,973,664 |
| 1st qtr 2000 | \$4,825,388 | \$7,102,766 | \$7,608,679 |

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% |

Commercial Crime

There were 38 groups, 79 companies, that had direct written premium for Commercial Crime in the first quarter of 2000, as compared to 40 groups, 82 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Chubb & Son Inc. | 59.42% | \$1,170,938 | (2.91%) | \$6,407,843 | (8.22%) |
| 2 | Zurich American Insurance Group | 6.12% | \$169,222 | (46.78%) | \$659,530 | (46.84%) |
| 3 | American International Group | 5.17% | \$117,885 | 45.42% | \$556,995 | (0.04%) |
| 4 | Travelers Insurance Group | 4.88% | \$141,838 | (40.23%) | \$525,974 | (20.69%) |
| 5 | St. Paul Group | 3.58% | \$104,712 | 30.18% | \$385,565 | 40.28% |
| 6 | Guidant Insurance Group | 2.96% | \$98,647 | 18.68% | \$318,909 | 11.21% |
| 7 | CNA Insurance Group | 2.86% | \$202,975 | 140.75% | \$308,086 | (50.07%) |
| 8 | Hartford Fire & Casualty Group | 2.67% | \$97,301 | 72.28% | \$287,797 | 3.10% |
| 9 | Royal & Sun Alliance USA | 1.77% | \$5,388 | (21.11%) | \$190,693 | 135.50% |
| 10 | Federated Mutual Group | 1.56% | \$66,465 | 66.00% | \$167,868 | 63.94% |
| 11 | American Financial Insurance Group | 1.41% | \$35,010 | 268.02% | \$151,747 | 140.09% |
| 12 | Bancinsure Inc | 1.17% | \$24,781 | (62.96%) | \$126,473 | (7.86%) |
| 13 | Reliance Group Incorporated | 1.01% | \$50,035 | (68.27%) | \$108,470 | (82.13%) |
| 14 | Liberty Mutual Insurance Group | 1.00% | \$16,137 | 114.08% | \$108,337 | 63.37% |
| 15 | Fairfax Financial | 0.66% | \$17,492 | (69.72%) | \$71,262 | (42.27%) |
| 16 | UNITRIN Inc. | 0.57% | \$19,877 | (21.13%) | \$61,550 | (19.59%) |
| 17 | Lumbermans Mutual Casualty Group | 0.56% | \$16,040 | (29.26%) | \$60,748 | 17.27% |
| 18 | Sentry Insurance Group | 0.44% | \$18,054 | 17.22% | \$47,554 | (3.90%) |
| 19 | Frontier Insurance Group | 0.43% | \$0 | * | \$46,066 | * |
| 20 | Allendale Group | 0.37% | \$852 | * | \$40,332 | 171.45% |
| 21 | Chrysler Group | 0.21% | \$5,653 | (15.53%) | \$22,859 | 1.79% |
| 22 | EMC Insurance Companies | 0.18% | \$5,582 | (24.17%) | \$19,380 | 7.83% |
| 23 | Millers First Insurance Companies | 0.16% | \$0 | (100.00%) | \$16,823 | 13.82% |
| 24 | Allianz Insurance Group | 0.14% | \$0 | (100.00%) | \$15,096 | * |
| 25 | ACE USA | 0.12% | \$478 | (97.76%) | \$13,344 | (71.24%) |

| | | | | | |
|----------------------------|---------------|--------------------|----------------|---------------------|-----------------|
| Top 25 Groups Total | 99.40% | \$2,385,362 | (8.08%) | \$10,719,301 | (13.39%) |
|----------------------------|---------------|--------------------|----------------|---------------------|-----------------|

| | | | | | |
|---------------------|----------------|--------------------|----------------|---------------------|-----------------|
| Total Market | 100.00% | \$2,394,605 | (8.16%) | \$10,783,845 | (13.32%) |
|---------------------|----------------|--------------------|----------------|---------------------|-----------------|

* 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 |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$2,276,387 | \$2,431,816 | \$209,079 |
| 2nd qtr 1995 | \$2,593,418 | \$2,953,801 | \$555,103 |
| 3rd qtr 1995 | \$2,292,688 | \$2,448,400 | \$662,813 |
| 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 | \$1,367,445 | \$3,093,898 | \$847,005 |
| 1st qtr 2000 | \$2,187,565 | \$2,394,605 | \$143,787 |

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% |

Commercial Glass

There were 21 groups, 36 companies, that had direct written premium for Commercial Glass in the first quarter of 2000, as compared to 29 groups, 44 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|------------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | UNITRIN Inc. | 38.54% | \$29,086 | (31.11%) | \$139,723 | (19.22%) |
| 2 | Zurich American Insurance Group | 12.34% | \$10,525 | 50.44% | \$44,751 | 27.45% |
| 3 | Ohio Casualty Group | 9.88% | \$8,393 | (12.65%) | \$35,832 | (27.23%) |
| 4 | EMC Insurance Companies | 9.46% | \$12,777 | (2.41%) | \$34,290 | (18.80%) |
| 5 | Sentry Insurance Group | 5.09% | \$6,750 | 14.85% | \$18,449 | 5.06% |
| 6 | Federated Mutual Group | 4.47% | \$7,181 | (12.50%) | \$16,197 | (38.16%) |
| 7 | Safeco Insurance Group | 4.39% | \$3,419 | 37.47% | \$15,915 | (12.32%) |
| 8 | St. Paul Group | 3.49% | \$3,523 | 27.69% | \$12,660 | (24.05%) |
| 9 | Royal & Sun Alliance USA | 2.39% | \$869 | 34.10% | \$8,667 | (20.99%) |
| 10 | Transport Holdings Inc. | 1.36% | \$1,825 | * | \$4,927 | (2.78%) |
| 11 | United Fire & Casualty Group | 1.07% | \$141 | (82.97%) | \$3,875 | (57.42%) |
| 12 | Beacon Insurance Group | 1.00% | \$540 | (29.69%) | \$3,615 | 71.82% |
| 13 | ACE USA | 0.97% | \$298 | (61.79%) | \$3,502 | 292.60% |
| 14 | Hartford Fire & Casualty Group | 0.94% | \$644 | 736.36% | \$3,417 | 227.61% |
| 15 | W. R. Berkley Corporation | 0.93% | \$0 | (100.00%) | \$3,381 | (63.25%) |
| 16 | Travelers Insurance Group | 0.86% | \$497 | (58.86%) | \$3,130 | (38.57%) |
| 17 | Guidant Insurance Group | 0.42% | \$188 | 341.03% | \$1,529 | (11.67%) |
| 18 | Nationwide Corporation | 0.40% | \$0 | * | \$1,434 | * |
| 19 | Miller Insurance Group | 0.37% | \$0 | 100.00% | \$1,330 | (45.40%) |
| 20 | American Financial Insurance Group | 0.36% | \$317 | (84.60%) | \$1,314 | (54.38%) |
| 21 | Commercial Union Insurance Co's. | 0.28% | \$0 | (100.00%) | \$1,016 | (25.73%) |
| 22 | Chrysler Group | 0.25% | \$227 | (20.35%) | \$921 | (59.07%) |
| 23 | State Farm Group | 0.25% | \$360 | 227.27% | \$909 | 36.49% |
| 24 | Allmerica Financial Corporation | 0.14% | \$200 | 100.00% | \$500 | 1.42% |
| 25 | Swiss Reinsurance Group | 0.10% | \$0 | (100.00%) | \$370 | 115.12% |

| | | | | | |
|----------------------------|---------------|-----------------|-----------------|------------------|-----------------|
| Top 25 Groups Total | 99.75% | \$87,760 | (11.27%) | \$361,654 | (16.59%) |
|----------------------------|---------------|-----------------|-----------------|------------------|-----------------|

| | | | | | |
|---------------------|----------------|-----------------|-----------------|------------------|-----------------|
| Total Market | 100.00% | \$87,786 | (11.76%) | \$362,544 | (20.19%) |
|---------------------|----------------|-----------------|-----------------|------------------|-----------------|

* 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 |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$257,568 | \$239,536 | \$67,507 |
| 2nd qtr 1995 | \$317,840 | \$286,183 | \$106,654 |
| 3rd qtr 1995 | \$245,865 | \$229,668 | \$78,672 |
| 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 | \$163,407 | \$87,786 | \$29,669 |

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 | 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% |

* 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 38 groups, 57 companies, that had direct written premium for Medical Professional Liability (includes regulated and non-rate-regulated companies) in the first quarter of 2000, as compared to 34 groups, 53 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|-------------|---|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Health Care Indemnity Inc. | 26.12% | \$81,568,809 | (14.80%) | \$74,172,879 | (20.93%) |
| 2 | General Electric Group | 15.79% | \$8,495,949 | 15.54% | \$44,840,748 | (1.02%) |
| 3 | Frontier Insurance Group | 8.14% | \$5,376,612 | 227.63% | \$23,124,562 | (12.39%) |
| 4 | Medical Inter-Insurance Exchange Group | 7.32% | \$5,806,339 | 42.77% | \$20,776,647 | 41.30% |
| 5 | American Physicians Ins. Exchange | 5.32% | \$4,312,289 | 9.10% | \$15,112,084 | 1.78% |
| 6 | Pennsylvania Casualty Group | 5.12% | \$5,108,629 | (9.39%) | \$14,529,096 | (10.17%) |
| 7 | FPIC Insurance Group Inc | 4.03% | \$4,772,860 | 26.41% | \$11,436,414 | 22.92% |
| 8 | St. Paul Group | 3.56% | \$1,889,991 | (75.27%) | \$10,115,786 | (32.35%) |
| 9 | MMI Companies Group | 3.08% | \$2,579,894 | (1.06%) | \$8,757,901 | (28.41%) |
| 10 | Chubb & Son Inc. | 2.29% | \$1,916,834 | 32.08% | \$6,491,138 | 42.14% |
| 11 | Doctors Company Group | 2.23% | \$3,043,543 | 41.79% | \$6,338,655 | (22.50%) |
| 12 | Allianz Insurance Group | 1.96% | \$1,561,335 | 32.40% | \$5,552,465 | 20.56% |
| 13 | Texas Hospital Insurance Exchange | 1.86% | \$1,010,522 | (16.61%) | \$5,292,369 | (12.23%) |
| 14 | Mutual Assurance Companies | 1.47% | \$1,957,170 | (12.98%) | \$4,170,898 | (33.83%) |
| 15 | Zurich American Insurance Group | 1.36% | \$846,928 | (32.01%) | \$3,863,899 | 35.11% |
| 16 | CNA Insurance Group | 1.35% | \$1,434,346 | (42.06%) | \$3,826,540 | (58.92%) |
| 17 | American International Group | 1.16% | \$91,447 | (65.32%) | \$3,282,788 | (0.99%) |
| 18 | Travelers Insurance Group | 1.07% | \$1,090,782 | (18.46%) | \$3,036,307 | 4.70% |
| 19 | National Chiropractic Mutual Ins. Co. | 1.02% | \$1,053,078 | 2.41% | \$2,901,259 | 0.24% |
| 20 | Texas Medical Liab. Underwriting Assoc. | 1.00% | \$493,344 | (14.49%) | \$2,827,481 | (9.67%) |
| 21 | SCPIE Companies | 0.86% | \$223,373 | (38.27%) | \$2,445,208 | 85.26% |
| 22 | Podiatry Insurance Co. of America RRG | 0.65% | \$725,247 | 12.26% | \$1,833,160 | 18.63% |
| 23 | Preferred Professional Insurance Co. | 0.49% | \$1,773,394 | (43.71%) | \$1,378,066 | (58.23%) |
| 24 | Fairfax Financial | 0.48% | \$459,066 | 305.89% | \$1,354,522 | 777.87% |
| 25 | Virginia Ins. Reciprocal of Richmond VA | 0.40% | \$0 | * | \$1,139,646 | 196.06% |

| | | | | | |
|----------------------------|---------------|----------------------|----------------|----------------------|----------------|
| Top 25 Groups Total | 98.12% | \$137,591,781 | (9.39%) | \$278,600,518 | (9.70%) |
|----------------------------|---------------|----------------------|----------------|----------------------|----------------|

| | | | | | |
|---------------------|----------------|----------------------|----------------|----------------------|-----------------|
| Total Market | 100.00% | \$138,890,091 | (9.71%) | \$283,946,481 | (10.01%) |
|---------------------|----------------|----------------------|----------------|----------------------|-----------------|

* 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 |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$68,464,527 | \$72,369,916 | \$48,182,784 |
| 2nd qtr 1995 | \$54,151,497 | \$75,090,427 | \$40,820,995 |
| 3rd qtr 1995 | \$69,941,692 | \$111,217,428 | \$47,612,275 |
| 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 | \$39,721,393 | \$40,424,533 | \$79,374,396 |
| 1st qtr 2000 | \$136,816,039 | \$138,890,091 | \$96,644,607 |

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 | 100.5% |
| 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% |

Miscellaneous Professional Liability

There were 37 groups, 73 companies, that had direct written premium for Miscellaneous Professional Liability in the first quarter of 2000, as compared to 32 groups, 61 companies, in the first 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 first quarter of 2000 to direct written premium in the first 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 1st Quarter 2000 | % Change 1st Quarter 1999 to 2000 | 4 Quarters Ending 1st Qtr 2000 | % Change 4 Qtrs Ending 1999 to 2000 |
|----------------------------|----------------------------------|-----------------------|--------------------------|-----------------------------------|--------------------------------|-------------------------------------|
| 1 | Chubb & Son Inc. | 55.04% | \$17,338,134 | 12.63% | \$72,148,141 | (12.84%) |
| 2 | St. Paul Group | 8.86% | \$3,161,385 | 17.09% | \$11,615,043 | 26.36% |
| 3 | Reliance Group Incorporated | 8.53% | \$1,166,720 | (42.21%) | \$11,179,418 | (29.90%) |
| 4 | General Electric Group | 7.65% | \$2,889,580 | 47.26% | \$10,024,222 | 44.31% |
| 5 | Legion Insurance Group | 2.49% | \$698,269 | (39.70%) | \$3,259,343 | (6.74%) |
| 6 | Allianz Insurance Group | 2.23% | \$1,208,690 | 65.63% | \$2,924,641 | 40.37% |
| 7 | Berkshire-Hathaway (GEICO) | 1.95% | \$661,631 | (4.03%) | \$2,560,256 | 269.52% |
| 8 | Nationwide Corporation | 1.76% | \$757,792 | (11.07%) | \$2,312,024 | (19.01%) |
| 9 | Markel Corporation Group | 1.74% | \$184,368 | 5.48% | \$2,283,788 | 185.34% |
| 10 | Medmark Insurance Group | 1.73% | \$1,326,388 | * | \$2,271,453 | * |
| 11 | Mt. Hawley Insurance Group | 1.39% | \$698,361 | * | \$1,825,765 | 320.15% |
| 12 | Lumbermans Mutual Casualty Group | 0.97% | \$359,980 | 28.27% | \$1,265,192 | 165.07% |
| 13 | Fairfax Financial | 0.74% | \$209,881 | (73.59%) | \$964,750 | 21.41% |
| 14 | W. R. Berkley Corporation | 0.72% | \$75,375 | 3.80% | \$946,875 | 24.05% |
| 15 | US Investment Corporation | 0.69% | \$277,928 | 40.71% | \$902,452 | 78.54% |
| 16 | Old Republic Group | 0.64% | \$0 | * | \$833,830 | * |
| 17 | Safeco Insurance Group | 0.53% | \$405,786 | 366.75% | \$700,747 | 86.44% |
| 18 | Associates Insurance Group | 0.49% | \$216,863 | 304.75% | \$642,894 | 86.63% |
| 19 | Utica National Insurance Group | 0.41% | \$148,645 | (8.72%) | \$540,924 | (18.52%) |
| 20 | Union Labor Group | 0.24% | \$159,734 | 3.06% | \$313,960 | (12.24%) |
| 21 | AON Corporation | 0.24% | \$43,527 | (42.30%) | \$312,410 | (43.41%) |
| 22 | ACE USA | 0.15% | \$97,251 | * | \$198,755 | * |
| 23 | Triangle Insurance Company Inc. | 0.14% | \$35,058 | 57.31% | \$181,882 | 25.24% |
| 24 | Intercargo Corporation Group | 0.13% | \$70,136 | (4.16%) | \$167,912 | 11.16% |
| 25 | Texas Medical Insurance Company | 0.11% | \$32,053 | (18.58%) | \$150,200 | 281.55% |
| Top 25 Groups Total | | 99.57% | \$32,223,535 | 16.32% | \$130,526,877 | 0.10% |
| Total Market | | 100.00% | \$32,522,012 | 16.81% | \$131,088,149 | 0.02% |

* 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 |
|------------------|------------------------------|------------------------|--------------------|
| 1st qtr 1995 | \$22,080,891 | \$20,526,056 | \$13,948,832 |
| 2nd qtr 1995 | \$21,914,469 | \$22,212,007 | \$12,204,127 |
| 3rd qtr 1995 | \$20,230,545 | \$20,209,532 | \$15,784,680 |
| 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 | \$28,770,018 | \$32,522,012 | \$15,208,574 |

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% |

* *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 first quarter of 2000 and the first 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 | 1ST QUARTER 2000 | | | 1ST 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 | 2 | 10,925 | 0.01831% | 3 | 8,307 | 0.03611% |
| General Liability - Other ⁺ | 50 | 172,113 | 0.02905% | 50 | 208,206 | 0.02401% |
| Fire & Allied Lines | 8 | 40,782 | 0.01962% | 14 | 51,481 | 0.02719% |
| Commercial Multiple Peril | 19 | 76,814 | 0.02474% | 23 | 71,682 | 0.03209% |
| Private Passenger Auto ⁺⁺ | 2,364 | 5,012,620 | 0.04716% | 1,935 | 5,143,109 | 0.03762% |
| Homeowners | 283 | 901,159 | 0.03140% | 350 | 874,665 | 0.04002% |
| Workers' Compensation ⁺⁺⁺ | 22 | 42,145 | 0.05220% | 26 | 41,117 | 0.06323% |
| Boiler & Machinery | ** | ** | ** | ** | ** | ** |
| Commercial Crime | ** | ** | ** | ** | ** | ** |
| Commercial Glass | ** | ** | ** | ** | ** | ** |
| Medical Professional Liability | 2 | 8,525 | 0.02346% | 8 | 8,079 | 0.09902% |
| Misc. Professional Liability | 0 | 9,908 | 0.00000% | 5 | 8,745 | 0.05718% |

⁺ The General Electric Group wrote 30,705 small premium pre-paid legal policies in the 1st quarter of 2000 and 39,556 policies in the 1st 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 first quarter of 2000) for these two lines of insurance are presented on the next two pages.

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

| 2000 Policies Written Rank | Group Name | 1ST QUARTER 2000 | | | 1ST 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 |
| 6 | Texas State National Group | 404 | 163,909 | 0.24648% | 144 | 253,305 | 0.05685% |
| 13 | Old American Co. Mutual Fire Ins. Co. | 146 | 72,105 | 0.20248% | 92 | 65,539 | 0.14037% |
| 22 | General Electric Group | 44 | 23,361 | 0.18835% | 31 | 43,232 | 0.07171% |
| 10 | Home State County Mutual Ins. Co. | 114 | 105,180 | 0.10839% | 104 | 113,685 | 0.09148% |
| 24 | Metropolitan Group | 18 | 16,742 | 0.10751% | 9 | 13,884 | 0.06482% |
| 20 | American International Group | 27 | 25,482 | 0.10596% | 20 | 20,806 | 0.09613% |
| 19 | Hartford Fire & Casualty Group | 33 | 31,833 | 0.10367% | 16 | 28,094 | 0.05695% |
| 21 | Liberty Mutual Insurance Group | 22 | 25,259 | 0.08710% | 29 | 24,866 | 0.11663% |
| 9 | Titus Group | 85 | 106,482 | 0.07983% | 54 | 75,443 | 0.07158% |
| 25 | American Financial Insurance Group | 10 | 15,025 | 0.06656% | 18 | 11,567 | 0.15562% |
| 17 | Winterthur U.S. Holding Group | 25 | 38,045 | 0.06571% | 18 | 32,388 | 0.05558% |
| 11 | Nationwide Corporation | 56 | 91,270 | 0.06136% | 63 | 122,769 | 0.05132% |
| 7 | Berkshire-Hathaway (GEICO) | 76 | 131,430 | 0.05783% | 44 | 110,277 | 0.03990% |
| 14 | Travelers Insurance Group | 32 | 63,335 | 0.05052% | 29 | 61,739 | 0.04697% |
| 16 | Safeco Insurance Group | 20 | 41,748 | 0.04791% | 14 | 51,635 | 0.02711% |
| 4 | Allstate Insurance Group | 260 | 578,661 | 0.04493% | 244 | 493,315 | 0.04946% |
| 18 | CNA Insurance Group | 14 | 31,868 | 0.04393% | 17 | 23,228 | 0.07319% |
| 23 | American National Financial Group | 9 | 22,041 | 0.04083% | 18 | 19,329 | 0.09312% |
| 12 | UNITRIN Inc. | 33 | 89,885 | 0.03671% | 37 | 104,643 | 0.03536% |
| 5 | USAA Group | 55 | 204,530 | 0.02689% | 32 | 195,711 | 0.01635% |
| 8 | Southern Farm Bureau Casualty | 28 | 111,812 | 0.02504% | 35 | 108,448 | 0.03227% |
| 15 | Sentry Insurance Group | 10 | 43,913 | 0.02277% | 20 | 40,188 | 0.04977% |
| 3 | Progressive Group | 134 | 651,297 | 0.02057% | 137 | 803,329 | 0.01705% |
| 2 | Zurich American Insurance Group | 160 | 817,744 | 0.01957% | 197 | 789,566 | 0.02495% |
| 1 | State Farm Group | 187 | 1,305,355 | 0.01433% | 175 | 1,319,462 | 0.01326% |
| | (All other licensed insurers) | 201 | 204,308 | 0.09838% | 180 | 216,661 | 0.08308% |
| | (No company identified)* | 161 | | | 158 | | |
| TOTALS | | 2,364 | 5,012,620 | 0.04716% | 1,935 | 5,143,109 | 0.03762% |

* 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 FIRST QUARTER DATA LISTED BY PERCENT OF COMPLAINTS PER POLICY

| 2000 Policies Written Rank | Group Name | 1ST QUARTER 2000 | | | 1ST 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 |
| 23 | Mortgage Bankers Group | 5 | 4,297 | 0.11636% | 3 | 4,080 | 0.07353% |
| 13 | American National Financial Group | 6 | 8,272 | 0.07253% | 5 | 8,801 | 0.05681% |
| 21 | Amica Mutual Group | 3 | 4,504 | 0.06661% | 3 | 4,506 | 0.06658% |
| 18 | Service Life Group | 3 | 5,162 | 0.05812% | 1 | 5,700 | 0.01754% |
| 5 | Travelers Insurance Group | 24 | 46,511 | 0.05160% | 23 | 44,346 | 0.05186% |
| 22 | Metropolitan Group | 2 | 4,343 | 0.04605% | 3 | 3,626 | 0.08274% |
| 7 | Safeco Insurance Group | 7 | 15,449 | 0.04531% | 1 | 16,178 | 0.00618% |
| 15 | Beacon Insurance Group | 3 | 7,311 | 0.04103% | 1 | 5,988 | 0.01670% |
| 19 | Guidant Insurance Group | 2 | 4,922 | 0.04063% | 1 | 4,558 | 0.02194% |
| 11 | Winterthur U.S. Holding Group | 4 | 10,415 | 0.03841% | 3 | 10,257 | 0.02925% |
| 12 | Hartford Fire & Casualty Group | 3 | 8,822 | 0.03401% | 5 | 7,201 | 0.06943% |
| 2 | Zurich American Insurance Group | 52 | 171,491 | 0.03032% | 72 | 162,394 | 0.04434% |
| 10 | CNA Insurance Group | 3 | 10,595 | 0.02832% | 1 | 9,855 | 0.01015% |
| 9 | Liberty Mutual Insurance Group | 3 | 10,842 | 0.02767% | 2 | 10,365 | 0.01930% |
| 1 | State Farm Group | 56 | 268,356 | 0.02087% | 73 | 265,610 | 0.02748% |
| 8 | Texas Farm Bureau Mutual | 3 | 14,723 | 0.02038% | 6 | 13,406 | 0.04476% |
| 6 | Nationwide Corporation | 5 | 27,788 | 0.01799% | 11 | 26,721 | 0.04117% |
| 3 | Allstate Insurance Group | 28 | 168,463 | 0.01662% | 29 | 165,822 | 0.01749% |
| 14 | UNITRIN Inc. | 1 | 7,597 | 0.01316% | 4 | 7,503 | 0.05331% |
| 4 | USAA Group | 2 | 53,775 | 0.00372% | 7 | 49,851 | 0.01404% |
| 16 | Titus Group | 0 | 6,972 | 0.00000% | 3 | 7,335 | 0.04090% |
| 17 | Commercial Union Insurance Co's. | 0 | 5,686 | 0.00000% | 2 | 6,176 | 0.03238% |
| 20 | Chubb & Son Inc. | 0 | 4,720 | 0.00000% | 2 | 4,385 | 0.04561% |
| 24 | Lumbermans Mutual Casualty Group | 0 | 3,647 | 0.00000% | 1 | 3,725 | 0.02685% |
| 25 | Central Mutual Insurance Co. of Ohio | 0 | 3,490 | 0.00000% | 1 | 3,274 | 0.03054% |
| | (All other licensed insurers) | 30 | 23,006 | 0.13040% | 39 | 23,002 | 0.16955% |
| | (No company identified)* | 38 | | | 48 | | |
| TOTALS | | 283 | 901,159 | 0.03140% | 350 | 874,665 | 0.04002% |

* 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 |
| General Electric Group | Elm County Mutual Insurance Company |
| Home State County Mutual Ins. Company | Home State 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 |