

Market Competition in the NH Commercial Auto Insurance Marketplace (2014-2015)

Commercial Auto insurance is offered by many insurers in New Hampshire. This report will look at the Commercial Auto market here in the state and confirm whether we believe it to be a competitive or non-competitive one, as well as discuss any issues of particular interest to our consumers.

General Information:

Commercial Auto insurance is designed to protect a business from financial loss due to an accident, theft, or injury involving business vehicles and drivers. A Commercial Auto policy covers all types of cars, trucks, and trailers that a business or company uses to transport people and job-related materials, goods or equipment.

There are a variety of coverages that can be provided on a Commercial Auto policy:

- Protection against legal liability for bodily injury and property damage to others
- Payment for damage or injury caused by an uninsured motorist
- Payment for damage to the vehicle itself
- Payment for medical costs due to injury of the driver and other occupants of the vehicle
- Coverage for cargo or tools & equipment that are being transported or stored in a company vehicle
- Coverage for hired or non-owned vehicles
- Coverage for auto related burglary or theft, even if it is committed by an employee of your business

There aren't any significant characteristics of the NH Commercial Auto insurance market that differentiate it from most other states. Insurers may specialize in particular industries, and many insurers offer products with coverage forms that are tailored to a specific type of business operation or other defined market segment to provide better coverage of the unique risks that each business might face.

The Commercial Auto Insurance Market in NH

There were 251 individual companies with some level of premiums written in either 2014 or 2015 in New Hampshire. However, many of these companies write a very small proportion of the premium. Of the 244 companies writing Commercial Auto in 2015, 129 of them wrote less than 0.1% of the total Commercial Auto market. The largest market share of an individual company is 6.6%.

Many individual insurance companies are parts of groups of affiliated insurers, and many of these groups have multiple companies that write Commercial Auto insurance in NH. In fact, there are 53 of these affiliated groups representing 98% of the total Commercial Auto market in 2015. 45.9% of the New Hampshire Commercial Auto market is concentrated in the top 5 groups, the largest being WR Berkley Corp with a market share of 16.9%.

In total, the premiums written statewide increased from \$117M in 2014 to \$123M in 2015, an increase of 4.8%. Rates continue to rise in the Commercial Auto Market both nationally and in New Hampshire.

Market Competition in the NH Commercial Property Insurance Marketplace (2014-2015)

State Analysis:

In our review of Commercial Auto insurers in NH, we first look at the concentration of business in the various companies and groups of companies. The top five **companies** writing in NH are:

Written Premiums by Individual Company	2015 Written Premium	2014 Written Premium	2015 Market Share	2014 Market Share
Acadia Insurance Company	8,125,672	7,854,287	6.6%	6.7%
Firemen's Insurance Company Of Washington, DC	6,893,620	6,782,342	5.6%	5.8%
United Financial Casualty Company	6,775,142	6,226,260	5.5%	5.3%
Peerless Insurance Company	4,585,767	5,119,249	3.7%	4.4%
Mmg Insurance Company	4,404,522	4,100,591	3.6%	3.5%
	30,784,723	30,082,729	25.1%	25.7%

25% of total NH premiums are written in the top five companies. Firemen's and Acadia are members of the WR Berkley Corp. United Financial belongs to the Progress Casualty Group and Peerless belongs to the Liberty Mutual Group.

The top five **groups** of affiliated companies are:

Written Premiums by Group	2015 Written Premium	2014 Written Premium	2015 Market Share	2014 Market Share	# Companies in Group with NH Premium
WR Berkley Corp	20,762,187	20,201,727	16.9%	17.2%	9
Liberty Mutual Group	14,190,336	14,386,881	11.6%	12.3%	20
Progressive Casualty Group	7,664,320	6,962,379	6.2%	5.9%	2
Travelers Cos & Affil	7,368,982	6,752,397	6.0%	5.8%	11
Hanover Ins Co Group	6,424,884	6,158,021	5.2%	5.3%	6
	56,410,709	54,461,405	45.9%	46.5%	

The top five groups of affiliated companies wrote 45.9% of NH Commercial Auto premium in 2015. The number of individual companies in each group being used to write Commercial Auto in New Hampshire is also shown.

There seems to be some concentration of Commercial Auto in the top insurer groups. To better quantify this, we reviewed a ratio called the Herfindahl-Hirschman Index (HHI) that measures the size of firms in relationship to the industry and is an indicator of the amount of competition among firms. The HHI for the individual companies writing Commercial Auto in NH in 2015 is **223**, shown in Exhibit I. If we calculate the HHI by combining companies into groups unless they are standalone companies, then the HHI is **622**. An index below 1500 indicates an unconcentrated market, an index from 1500 to 2500 indicates moderate concentration, and an index above 2500 indicates high concentration. Thus, whether we look at companies individually or in groups of affiliated companies, the HHI for Commercial Auto indicates an unconcentrated market.

Exhibit I shows premium and market share information on all companies writing Commercial Auto Insurance in New Hampshire during 2014 or 2015 who had a market share of at least 0.1%. Companies with <0.1% are subtotaled near the bottom of the exhibit.

Market Competition in the NH Commercial Property Insurance Marketplace (2014-2015)

In addition to Premium and Market Share data, Incurred Loss, Loss Adjustment Expense, and Other Expense Ratios to premium are shown for each of the two years. The Expense Ratios shown on the exhibit include NH Commercial Auto specific Commissions and Taxes, Licenses & Fees, and countrywide General Expense figures. They have been shown simply for comparative purposes and to allow the calculation of an estimated combined ratio for New Hampshire Commercial Auto. The final columns show whether each company has made a pure underwriting profit in each of the last 2 years based on the estimated combined ratio.

While there are companies showing estimated combined ratios above 100% in one or both years, the overall combined ratio in NH was profitable for both 2014 and 2015 (96% and 99% respectively). 13% of the companies writing in NH had an underwriting loss in both years.

Regional and Countrywide Comparison

We looked at market share and concentration for New England as a whole and also by state within New England. This table shows the results:

	Written Premium (000s)		Top 5 Cos		HHI
	2015	2014	2015	2014	2015
Connecticut	383,030	372,868	17.7%	18.1%	147
Maine	133,359	124,971	33.6%	33.8%	353
Massachusetts	778,676	729,891	42.5%	41.2%	455
New Hampshire	122,840	117,247	25.1%	25.7%	223
Rhode Island	100,714	95,484	26.4%	26.3%	249
Vermont	65,111	66,157	32.6%	31.9%	332
New England	1,583,732	1,506,617	22.8%	22.0%	183

Connecticut and Massachusetts are the two biggest markets (as with other lines we have reviewed and consistent with population density), and all states and the New England region as a whole show an unconcentrated Commercial Auto market.

The tables below show the top five insurers and groups by premium volume for the New England states other than NH:

Connecticut	2014 Written Premium	2014 Market Share	GROUP
Progressive Northwestern Insurance Company	22,052,336	5.8%	Progressive Casualty Group
Ngm Insurance Company	16,512,951	4.3%	Ngm Ins Co
Progressive Casualty Insurance Company	11,063,140	2.9%	Progressive Casualty Group
Philadelphia Indemnity Insurance Company	10,358,180	2.7%	Philadelphia Ind Ins Co & Aff
Zurich American Insurance Company	7,931,545	2.1%	Farmers Ins Group
Maine			
Acadia Insurance Company	14,025,151	10.5%	WR Berkley Corp
Progressive Northern Insurance Company	10,595,759	7.9%	Progressive Casualty Group
Allmerica Financial Benefit Insurance Company	7,894,064	5.9%	Hanover Ins Co Group
Mmg Insurance Company	6,725,903	5.0%	Mmg Ins Co
Frankenmuth Mutual Insurance Company	5,508,448	4.1%	Frankenmuth Mutual Ins Group

Market Competition in the NH Commercial Property Insurance Marketplace (2014-2015)

Rhode Island	2014 Written Premium	2014 Market Share	GROUP
United Financial Casualty Company	8,079,312	8.0%	Progressive Casualty Group
Employers Mutual Casualty Company	6,515,394	6.5%	Employers Mutual Group
Arbella Protection Insurance Company	4,749,919	4.7%	Arbella Ins Group
United Ohio Insurance Company	3,628,797	3.6%	Ohio Mutual Group
Ngm Insurance Company	3,607,037	3.6%	Ngm Ins Co
Vermont			
United Financial Casualty Company	7,388,382	11.3%	Progressive Casualty Group
Acadia Insurance Company	5,156,658	7.9%	WR Berkley Corp
Mmg Insurance Company	3,202,085	4.9%	Mmg Ins Co
Peerless Insurance Company	3,153,018	4.8%	Liberty Mutual Group
Cincinnati Insurance Company	2,340,176	3.6%	Cincinnati Ins Group
Massachusetts			
Commerce Insurance Company	95,898,375	12.3%	Commerce Group
Arbella Protection Insurance Company	80,179,603	10.3%	Arbella Ins Group
Safety Insurance Company	67,107,783	8.6%	Safety Group
The Charter Oak Fire Insurance Company	51,789,209	6.7%	Travelers Cos & Affil
Safety Indemnity Insurance Company	35,576,116	4.6%	Safety Group
New England			
Commerce Insurance Company	95,898,375	6.1%	Commerce Group
Arbella Protection Insurance Company	88,693,960	5.6%	Arbella Ins Group
Safety Insurance Company	68,782,644	4.3%	Safety Group
The Charter Oak Fire Insurance Company	62,398,257	3.9%	Travelers Cos & Affil
Philadelphia Indemnity Insurance Company	45,569,301	2.9%	Philadelphia Ind Ins Co & Aff

There is obviously quite a bit of overlap in the New England states. The largest groups writing Commercial Auto in New Hampshire are represented across the New England states.

Exhibit II shows information consistent with that shown in Exhibit I, but for all New England states combined. There are about 350 insurers writing Commercial Auto in New England as a whole compared with the approximately 244 in New Hampshire. The individual company HHI Index for New England as a whole is **183**.

Combined ratios for New England were slightly unprofitable in 2014 (101%) and slightly more unprofitable in 2015 (103%).

Market Competition in the NH Commercial Property Insurance Marketplace (2014-2015)

Exhibit III shows the same information totaled on a countrywide basis for all companies writing Commercial Auto in the US. The top 5 companies on a countrywide basis are:

Written Premiums by Individual Company	2015 Written Premium	2014 Written Premium	2015 Market Share	2014 Market Share
Great West Casualty Company	794,971,684	728,076,827	2.6%	2.3%
Zurich American Insurance Company	707,192,883	611,029,327	2.3%	2.0%
United Financial Casualty Company	559,883,794	500,509,190	1.8%	1.6%
Philadelphia Indemnity Insurance Co	485,622,523	464,370,662	1.6%	1.5%
Cincinnati Insurance Company	466,624,427	451,280,271	1.5%	1.5%
	3,014,295,311	2,755,266,277	9.7%	8.9%

Countrywide, Great West Casualty (part of Old Republic Insurance Group) is the largest writer, with only 2.6% of the total premiums written. The top 5 writers combined have only a 9.7% market share. The HHI countrywide is **64**, indicating an extremely competitive market.

Summary & Conclusions:

We believe that this material clearly demonstrates that there is a reasonable degree of competition in the NH Commercial Auto insurance marketplace.

NEW HAMPSHIRE SPECIFIC COMPETITIVE DATA BY COMPANY

Commercial Auto

HHI Index **	223	231
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NAIC Code	Company Name	Group Code	Product Mix *	2015			2014			Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	Chg from Prior	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	
31325	ACADIA INSURANCE COMPANY	98	22%	8,125,672	7,854,287	3%	6.6%	6.7%	87%	37%	8%	6%	79%	31%	33%	44%	120%	81%	No	Yes			
22667	ACE AMERICAN INSURANCE COMPANY	626	6%	760,534	804,615	-5%	0.6%	0.7%	76%	6%	10%	11%	66%	-5%	20%	20%	96%	25%	Yes	Yes			
41840	ALLMERICA FINANCIAL BENEFIT INSURANCE COMPANY	88	14%	3,107,756	3,151,711	-1%	2.5%	2.7%	47%	54%	8%	11%	40%	43%	35%	37%	83%	90%	Yes	Yes			
19232	ALLSTATE INSURANCE COMPANY	8	5%	1,130,859	1,085,603	4%	0.9%	0.9%	119%	48%	13%	10%	107%	39%	24%	26%	144%	75%	No	Yes			
19720	AMERICAN ALTERNATIVE INSURANCE CORPORATION	361	11%	132,244	238,894	-45%	0.1%	0.2%	240%	13%	9%	3%	231%	10%	32%	34%	272%	47%	No	Yes			
20427	AMERICAN CASUALTY COMPANY OF READING, PENNSYLVANIA	218	8%	195,809	196,893	-1%	0.2%	0.2%	29%	34%	6%	11%	23%	23%	36%	36%	65%	69%	Yes	Yes			
24066	AMERICAN FIRE AND CASUALTY COMPANY	111	19%	309,179	199,212	55%	0.3%	0.2%	224%	57%	11%	11%	213%	46%	40%	41%	264%	99%	No	Yes			
26247	AMERICAN GUARANTEE AND LIABILITY INSURANCE COMPANY	212	7%	187,361	55,736	236%	0.2%	0.0%	-10%	-108%	1%	-8%	-12%	-100%	44%	45%	33%	-63%	Yes	Yes			
41360	Arbella Protection Insurance Company	586	36%	1,114,725	1,119,160	-0%	0.9%	1.0%	98%	98%	11%	14%	87%	84%	30%	33%	128%	131%	No	No			
11150	ARCH INSURANCE COMPANY	1279	9%	394,258	401,554	-2%	0.3%	0.3%	57%	-2%	12%	10%	45%	-12%	55%	55%	112%	52%	No	Yes			
19801	ARGONAUT INSURANCE COMPANY	457	56%	730,493	1,254,529	-42%	0.6%	1.1%	133%	101%	6%	27%	127%	74%	46%	51%	179%	152%	No	No			
10464	CANAL INSURANCE COMPANY	262	96%	649,461	613,851	6%	0.5%	0.5%	56%	66%	16%	14%	40%	52%	34%	35%	90%	101%	Yes	No			
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	5%	523,798	526,222	-0%	0.4%	0.4%	47%	-43%	5%	0%	43%	-43%	30%	30%	78%	-12%	Yes	Yes			
18767	CHURCH MUTUAL INSURANCE COMPANY	4	4%	153,692	181,892	-16%	0.1%	0.2%	36%	9%	7%	6%	30%	2%	37%	28%	73%	37%	Yes	Yes			
23280	CINCINNATI INDEMNITY COMPANY	244	13%	401,080	362,466	11%	0.3%	0.3%	21%	110%	9%	10%	12%	100%	28%	31%	49%	140%	Yes	No			
10677	CINCINNATI INSURANCE COMPANY	244	11%	1,496,108	1,299,999	15%	1.2%	1.1%	164%	56%	9%	10%	155%	46%	26%	28%	190%	84%	No	Yes			
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	6%	987,582	958,127	3%	0.8%	0.8%	85%	59%	7%	10%	78%	49%	35%	36%	120%	95%	No	Yes			
20672	CONCORD GENERAL MUTUAL INSURANCE COMPANY	245	3%	1,816,165	1,664,048	9%	1.5%	1.4%	65%	31%	8%	7%	57%	24%	32%	30%	97%	62%	Yes	Yes			
20443	CONTINENTAL CASUALTY COMPANY	418	1%	187,017	160,692	16%	0.2%	0.1%	4%	20%	10%	19%	-6%	1%	25%	26%	29%	46%	Yes	Yes			
10804	CONTINENTAL WESTERN INSURANCE COMPANY	98	21%	1,738,532	1,665,353	4%	1.4%	1.4%	43%	34%	6%	5%	37%	29%	37%	34%	80%	68%	Yes	Yes			
18686	Co-operative Insurance Companies	18	1%	180,504	190,282	-5%	0.1%	0.2%	-7%	5%	6%	6%	-14%	47%	37%	35%	29%	88%	Yes	Yes			
21326	EMPIRE FIRE AND MARINE INSURANCE COMPANY	212	98%	1,246,769	1,265,799	-2%	1.0%	1.1%	29%	47%	7%	16%	22%	31%	66%	63%	95%	110%	Yes	No			
21458	Employers Insurance Company of Wausau	111	13%	296,214	116,655	154%	0.2%	0.1%	64%	41%	11%	7%	53%	34%	35%	39%	99%	80%	Yes	Yes			
21415	EMPLOYERS MUTUAL CASUALTY COMPANY	62	18%	539,531	376,543	43%	0.4%	0.3%	44%	73%	3%	12%	41%	61%	28%	32%	73%	104%	Yes	No			
11045	Excelsior Insurance Company	111	28%	1,544,602	1,784,180	-13%	1.3%	1.5%	58%	53%	10%	11%	48%	42%	39%	39%	97%	92%	Yes	Yes			
13803	Farm Family Casualty Insurance Company	408	11%	1,696,333	1,587,859	7%	1.4%	1.4%	111%	74%	10%	10%	101%	64%	23%	22%	134%	96%	No	Yes			
20281	FEDERAL INSURANCE COMPANY	38	2%	408,475	381,079	7%	0.3%	0.3%	34%	9%	5%	4%	29%	5%	26%	26%	60%	35%	Yes	Yes			
13935	FEDERATED MUTUAL INSURANCE COMPANY	7	22%	417,287	326,703	28%	0.3%	0.3%	76%	-10%	7%	-1%	69%	-9%	23%	25%	99%	15%	Yes	Yes			
21784	FIREMEN'S INSURANCE COMPANY OF WASHINGTON, DC	98	28%	6,893,620	6,782,342	2%	5.6%	5.8%	95%	49%	8%	7%	88%	43%	32%	31%	128%	81%	No	Yes			
13978	FLORISTS' MUTUAL INSURANCE COMPANY	349	19%	182,064	198,278	-8%	0.1%	0.2%	39%	109%	7%	14%	32%	95%	49%	32%	88%	141%	Yes	No			
13986	Frankenmuth Mutual Insurance Company	1309	26%	1,607,465	1,218,385	32%	1.3%	1.0%	81%	32%	9%	7%	72%	25%	30%	30%	112%	63%	No	Yes			
23809	GRANITE STATE INSURANCE COMPANY	12	8%	244,977	169,803	44%	0.2%	0.1%	162%	66%	22%	14%	140%	52%	36%	33%	198%	100%	No	Yes			
25984	Graphic Arts Mutual Insurance Company	201	17%	716,865	529,134	35%	0.6%	0.5%	47%	45%	10%	8%	36%	37%	37%	33%	83%	82%	Yes	Yes			
25224	GREAT DIVIDE INSURANCE COMPANY	98	23%	165,065	170,237	-3%	0.1%	0.1%	16%	133%	5%	8%	11%	125%	29%	28%	45%	161%	Yes	No			
20303	GREAT NORTHERN INSURANCE COMPANY	38	5%	248,488	245,190	1%	0.2%	0.2%	45%	19%	6%	6%	39%	13%	24%	25%	69%	45%	Yes	Yes			
11371	GREAT WEST CASUALTY COMPANY	150	53%	313,395	341,646	-8%	0.3%	0.3%	77%	336%	31%	28%	46%	309%	21%	22%	98%	358%	Yes	No			
20680	GREEN MOUNTAIN INSURANCE COMPANY, INC	45	77%	206,595	189,138	9%	0.2%	0.2%	47%	33%	9%	9%	38%	25%	29%	32%	76%	65%	Yes	Yes			
23582	HARLEYSVILLE INSURANCE COMPANY	253	24%	314,588	360,336	-13%	0.3%	0.3%	36%	36%	6%	6%	67%	n/a	n/a	n/a	n/a	n/a	No	Yes			
35696	HARLEYSVILLE PREFERRED INSURANCE COMPANY	253	15%	224,662	304,313	-26%	0.2%	0.3%	189%	69%	n/a	n/a	189%	69%	n/a	n/a	n/a	n/a	No	Yes			
26182	Harleysville Worcester Insurance Company	253	13%	289,089	310,869	-7%	0.2%	0.3%	60%	-26%	n/a	n/a	60%	-26%	n/a	n/a	n/a	n/a	No	Yes			
22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	91	3%	232,149	96,605	140%	0.2%	0.1%	37%	37%	8%	7%	29%	30%	37%	37%	74%	75%	Yes	Yes			
19682	HARTFORD FIRE INSURANCE COMPANY	91	4%	542,209	734,290	-26%	0.4%	0.6%	67%	73%	12%	13%	55%	60%	28%	29%	95%	102%	Yes	No			
41343	HDI Gerling America Insurance Company	517	19%	1,437,628	1,166,140	23%	1.2%	1.0%	113%	-330%	46%	-387%	68%	57%	n/a	n/a	n/a	n/a	No	Yes			
23817	ILLINOIS NATIONAL INSURANCE CO.	12	46%	205,477	130,686	57%	0.2%	0.1%	69%	260%	15%	13%	54%	247%	36%	35%	105%	295%	No	No			
26077	LANCER INSURANCE COMPANY	456	76%	234,306	340,654	-31%	0.2%	0.3%	36%	14%	10%	6%	26%	8%	21%	24%	57%	38%	Yes	Yes			
19437	LEXINGTON INSURANCE COMPANY	11	4%	279,973	614,845	-54%	0.2%	0.5%	20%	32%	15%	7%	4%	25%	19%	15%	39%	47%	Yes	Yes			
23035	Liberty Mutual Fire Insurance Company	112	4%	1,992,551	2,437,496	-18%	1.6%	2.1%	61%	58%	8%	10%	53%	48%	60%	71%	121%	129%	No	No			
38970	Markel Insurance Company	785	7%	239,535	356,021	-33%	0.2%	0.3%	4%	82%	1%	15%	4%	68%	34%	40%	39%	123%	Yes	No			
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	5%	1,068,767	850,352	26%	0.9%	0.7%	53%	36%	6%	6%	47%	30%	35%	36%	88%	73%	Yes	Yes			
23329	Merchants Mutual Insurance Company	226	24%	2,321,704	2,562,431	-9%	1.9%	2.2%	114%	84%	18%	11%	95%	73%	36%	36%	149%	120%	No	No			
12901	Merchants Preferred Insurance Company	226	23%	717,602	576,424	24%	0.6%	0.5%	113%	25%	31%	-4%	81%	29%	36%	36%	148%	62%	No	Yes			
15997	MMG Insurance Company	112	4%	4,404,522	4,100,591	7%	3.6%	3.5%	50%	55%	10%	9%	40%	46%	30%	31%	80%	86%	Yes	Yes			
13331	Motorists Commercial Mutual Insurance Company	291	53%	1,199,130	1,244,282	-4%	1.0%	1.1%	45%	39%	9%	12%	36%	27%	39%	36%	85%	75%	Yes	Yes			
22012	MOTORS INSURANCE CORPORATION	79	100%	237,927	196,643	21%	0.2%	0.2%	7%	681%	4%	5%	3%	676%	26%	31%	33%	711%	Yes	No			
11991	National Casualty Company	140	24%	1,393,385	1,259,532	11%	1.1%	1.1%	78%	61%	8%	7%	70%	54%	39%	39%	116%	100%	No	No			
10243	NATIONAL CONTINENTAL INSURANCE COMPANY	155	90%	889,178	736,119	21%	0.7%	0.6%	107%	186%	9%	17%	97%	168%	24%	23%	131%	209%	No	No			
20478	NATIONAL FIRE INSURANCE COMPANY OF HARTFORD	218	18%	203,655	147,009	39%	0.2%	0.1%	63%	129%	9%	9%	54%	120%	22%	23%	85%	153%	Yes	No			
20087	NATIONAL INDEMNITY COMPANY	31	90%	2,111,301	1,419,700	49%	1.7%	1.2%	91%	88%	26%	22%	65%	66%	27%	27%	118%	115%	No	No			
32620	National Interstate Insurance Company	84	52%	1,455,316	1,396,832	4%	1.2%	1.2%	66%	77%	15%	10%	52%	67%	22%	21%	88%	98%	Yes	Yes			
19445	NATIONAL UNION FIRE INSURANCE COMPANY OF PITTSBURGH,	12	6%	782,398	750,589	4%	0.6%	0.6%	68%	-15%	12%	12%	56%	-27%	25%	26%	94%	11%	Yes	Yes			
28223	NATIONWIDE AGRIBUSINESS INSURANCE COMPANY	140	36%	764,711	447,134	71%	0.6%	0.4%	56%	122%	16%	8%	40%	113%	30%	33%	86%	155%	Yes	No			
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	6%	225,800	122,800	1%	0.2%	0.2%	42%	33%	5%	9%	37%	25%	33%	31%	75%	64%	Yes	Yes			
23787	NATIONWIDE MUTUAL INSURANCE COMPANY	140	2%	265,622	311,646	-15%	0.2%	0.3%	39%	45%	5%	8%	34%	37%	32%	31%	71%	76%	Yes	Yes			
23841	NEW HAMPSHIRE INSURANCE COMPANY	12	3%	132,190	98,351	34%	0.1%	0.1%	63%	54%	24%	22%	39%	32%	29%	26%	91%	80%	Yes	Yes			
16608	NEW YORK MARINE AND GENERAL INSURANCE COMPANY	256	32%	333,014	348,075	-4%	0.3%	0.3%	53%	55%	17%	20%	36%	35%	40%	35%	93%	90%	Yes	Yes			
14788	NGM Insurance Company	311	23%	3,235,107	3,175,479	2%	2.6%	2.7%	57%	40%	7%	7%	50%	33%	35%	34%	92%	74%	Yes	Yes			
24015	NORTHLAND INSURANCE COMPANY	3548	88%	733,988	714,446	3%	0.6%	0.6%	38%	59%	4%	2%	34%	57%	37%	38%	75%	97%	Yes	Yes			

NEW HAMPSHIRE SPECIFIC COMPETITIVE DATA BY COMPANY

Commercial Auto

HHI Index **	223	231
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NAIC Code	Company Name	Group Code	Product Mix *	2015			2014			Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	Chg from Prior	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	
42552	NOVA CASUALTY COMPANY	88	7%	136,773	92,304	48%	0.1%	0.1%	38%	31%	13%	8%	24%	23%	42%	42%	80%	73%	Yes	Yes			
24082	OHIO SECURITY INSURANCE COMPANY	111	15%	2,022,379	1,355,767	49%	1.6%	1.2%	53%	63%	10%	11%	43%	52%	39%	40%	93%	102%	Yes	No			
24147	OLD REPUBLIC INSURANCE COMPANY	150	10%	281,703	247,755	14%	0.2%	0.2%	-26%	51%	-3%	13%	-23%	38%	14%	14%	-12%	65%	Yes	Yes			
32069	Patriot Insurance Company	1309	3%	298,993	337,241	-11%	0.2%	0.3%	79%	41%	7%	11%	72%	30%	31%	31%	110%	72%	No	Yes			
24198	Peerless Insurance Company	111	18%	4,585,767	5,119,249	-10%	3.7%	4.4%	50%	60%	9%	11%	41%	49%	39%	39%	89%	99%	Yes	Yes			
14958	PENINSULA INSURANCE COMPANY	250	72%	1,545,205	1,640,143	-6%	1.3%	1.4%	47%	26%	6%	5%	41%	21%	32%	32%	80%	58%	Yes	Yes			
14974	Pennsylvania Lumbermens Mutual Insurance Company	18%		293,766	102,745	186%	0.2%	0.1%	55%	160%	7%	7%	47%	153%	32%	31%	87%	191%	Yes	No			
23175	Phenix Mutual Fire Insurance Company	291	13%	823,657	415,381	98%	0.7%	0.4%	56%	36%	16%	9%	40%	27%	36%	38%	92%	74%	Yes	Yes			
18058	PHILADELPHIA INDEMNITY INSURANCE COMPANY	3098	16%	2,805,486	2,854,236	-2%	2.3%	2.4%	20%	140%	9%	11%	11%	129%	31%	31%	52%	170%	Yes	No			
37257	Praetorian Insurance Company	796	49%	1,748,192	1,857,309	-6%	1.4%	1.6%	46%	39%	6%	9%	40%	30%	62%	84%	108%	122%	No	No			
15024	PREFERRED MUTUAL INSURANCE COMPANY	9%		269,340	248,471	8%	0.2%	0.2%	-36%	71%	-10%	12%	-26%	60%	34%	36%	-2%	107%	Yes	No			
12416	Protective Insurance Company	867	21%	164,207	130,671	26%	0.1%	0.1%	36%	19%	4%	4%	31%	15%	28%	26%	63%	45%	Yes	Yes			
39217	QBE INSURANCE CORPORATION	796	2%	158,618	102,688	54%	0.1%	0.1%	81%	17%	10%	2%	71%	15%	35%	48%	116%	65%	No	Yes			
13056	RLI INSURANCE COMPANY	783	42%	655,762	203,419	222%	0.5%	0.2%	47%	19%	8%	6%	39%	13%	35%	35%	82%	54%	Yes	Yes			
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	12%	633,111	518,600	22%	0.5%	0.4%	179%	113%	24%	18%	154%	96%	27%	28%	206%	141%	No	No			
39454	SAFETY INSURANCE COMPANY	188	10%	1,674,861	1,323,892	27%	1.4%	1.1%	75%	172%	13%	16%	62%	156%	27%	28%	102%	200%	No	No			
11000	SENTINEL INSURANCE COMPANY, LTD.	91	13%	677,000	695,481	-3%	0.6%	0.6%	37%	79%	7%	9%	30%	69%	37%	37%	75%	115%	Yes	No			
24988	SENTRY INSURANCE A MUTUAL COMPANY	169	13%	405,218	431,215	-6%	0.3%	0.4%	35%	59%	10%	11%	25%	48%	25%	24%	60%	84%	Yes	Yes			
21180	SENTRY SELECT INSURANCE COMPANY	169	60%	948,019	797,337	19%	0.8%	0.7%	130%	68%	48%	28%	82%	40%	30%	28%	160%	96%	No	Yes			
18023	Star Insurance Company	748	6%	229,255	212,017	8%	0.2%	0.2%	49%	24%	7%	4%	42%	20%	33%	35%	82%	59%	Yes	Yes			
25143	State Farm Fire and Casualty Company	176	0%	220,042	217,598	1%	0.2%	0.2%	163%	54%	27%	11%	136%	43%	22%	21%	185%	75%	No	Yes			
25178	State Farm Mutual Automobile Insurance Company	176	1%	836,489	778,223	7%	0.7%	0.7%	44%	26%	8%	6%	36%	20%	24%	23%	68%	49%	Yes	Yes			
12866	T.H.E. INSURANCE COMPANY	13%		126,998	113,483	12%	0.1%	0.1%	21%	53%	10%	0%	11%	53%	35%	33%	56%	86%	Yes	Yes			
25615	THE CHARTER OAK FIRE INSURANCE COMPANY	3548	9%	769,003	955,535	-20%	0.6%	0.8%	31%	63%	11%	4%	19%	59%	31%	33%	62%	96%	Yes	Yes			
35289	THE CONTINENTAL INSURANCE COMPANY	218	31%	257,571	227,461	13%	0.2%	0.2%	100%	100%	8%	15%	93%	85%	32%	35%	133%	135%	No	No			
33588	The First Liberty Insurance Corporation	111	21%	593,137	341,843	74%	0.5%	0.3%	63%	167%	10%	10%	54%	157%	39%	39%	102%	207%	No	No			
22292	THE HANOVER INSURANCE COMPANY	88	7%	1,124,006	1,105,525	2%	0.9%	0.9%	42%	69%	7%	7%	35%	62%	38%	37%	79%	106%	Yes	No			
24171	The Netherlands Insurance Company	111	21%	2,381,781	2,548,672	-7%	1.9%	2.2%	102%	122%	9%	10%	93%	112%	39%	39%	141%	161%	No	No			
24074	THE OHIO CASUALTY INSURANCE COMPANY	111	4%	158,287	74,124	114%	0.1%	0.1%	37%	31%	10%	10%	27%	21%	39%	40%	76%	71%	Yes	Yes			
25623	THE PHOENIX INSURANCE COMPANY	3548	15%	1,143,783	1,359,920	-16%	0.9%	1.2%	59%	43%	4%	9%	55%	35%	32%	33%	91%	76%	Yes	Yes			
25658	THE TRAVELERS INDEMNITY COMPANY	3548	10%	1,019,361	797,025	28%	0.8%	0.7%	67%	18%	6%	6%	62%	12%	32%	31%	99%	49%	Yes	Yes			
25666	THE TRAVELERS INDEMNITY COMPANY OF AMERICA	3548	4%	209,081	139,193	50%	0.2%	0.1%	-17%	32%	-0%	7%	-16%	25%	27%	34%	11%	65%	Yes	Yes			
25682	THE TRAVELERS INDEMNITY COMPANY OF CONNECTICUT	3548	17%	841,721	571,635	47%	0.7%	0.5%	72%	56%	9%	12%	62%	44%	30%	29%	102%	85%	No	Yes			
10945	Tokio Marine America Insurance Company	3098	38%	219,587	169,791	29%	0.2%	0.1%	31%	29%	5%	5%	27%	25%	21%	19%	52%	48%	Yes	Yes			
20494	TRANSPORTATION INSURANCE COMPANY	218	19%	205,841	157,628	31%	0.2%	0.1%	33%	41%	7%	15%	26%	26%	31%	30%	64%	70%	Yes	Yes			
19046	TRAVELERS CASUALTY INSURANCE COMPANY OF AMERICA	3548	19%	626,426	717,509	-13%	0.5%	0.6%	97%	44%	5%	8%	93%	37%	31%	34%	129%	78%	No	Yes			
25674	Travelers Property Casualty Company Of America	3548	10%	2,002,952	1,765,931	13%	1.6%	1.5%	57%	34%	6%	8%	51%	26%	29%	27%	86%	61%	Yes	Yes			
25844	UNION INSURANCE COMPANY	98	27%	3,799,998	3,632,721	5%	3.1%	3.1%	95%	62%	7%	5%	88%	57%	34%	32%	129%	94%	No	Yes			
11770	UNITED FINANCIAL CASUALTY COMPANY	155	100%	6,775,142	6,226,260	9%	5.5%	5.3%	53%	77%	9%	12%	44%	64%	25%	25%	78%	101%	Yes	No			
13072	United Ohio Insurance Company	963	23%	520,654	412,411	26%	0.4%	0.4%	78%	48%	8%	10%	69%	37%	32%	31%	110%	79%	No	Yes			
21113	UNITED STATES FIRE INSURANCE COMPANY	158	4%	161,577	145,398	11%	0.1%	0.1%	35%	104%	32%	8%	3%	96%	35%	36%	70%	140%	Yes	No			
41181	UNIVERSAL UNDERWRITERS INSURANCE COMPANY	212	45%	2,007,018	1,744,650	15%	1.6%	1.5%	65%	51%	25%	10%	40%	41%	32%	33%	97%	84%	Yes	Yes			
25976	Utica Mutual Insurance Company	201	6%	125,801	110,051	14%	0.1%	0.1%	532%	606%	70%	101%	462%	505%	39%	47%	571%	652%	No	No			
21172	VANLINER INSURANCE COMPANY	84	39%	270,268	364,617	-26%	0.2%	0.3%	38%	12%	7%	5%	31%	7%	24%	26%	62%	38%	Yes	Yes			
26018	VERMONT MUTUAL INSURANCE COMPANY	234	0%	154,182	144,499	7%	0.1%	0.1%	178%	37%	11%	6%	167%	31%	27%	29%	206%	66%	No	Yes			
25011	WESCO INSURANCE COMPANY	2538	4%	323,456	188,798	71%	0.3%	0.2%	72%	33%	9%	5%	63%	28%	47%	43%	119%	77%	No	Yes			
16535	ZURICH AMERICAN INSURANCE COMPANY	212	14%	2,108,270	1,848,868	14%	1.7%	1.6%	47%	27%	11%	6%	36%	21%	38%	38%	85%	65%	Yes	Yes			
27855	ZURICH AMERICAN INSURANCE COMPANY OF ILLINOIS	212	15%	126,795	135,750	-7%	0.1%	0.1%	49%	102%	19%	20%	30%	83%	45%	46%	94%	149%	Yes	No			
Total for companies with <0.1% Market Share ****				3,855,890	4,486,118	-14%	3.1%	3.8%	-28%	45%	-108%	7%	80%	39%	16%	16%	-12%	61%	Yes	Yes			
TOTAL				122,839,905	117,246,945	4.8%	100.0%	100.0%	66%	62%	6%	10%	60%	51%	33%	34%	99%	96%	Yes	Yes			

* Product Mix is percent of companies total business in this Line of Business in NH in the current year

** The Herfindahl-Hirschman Index (HHI) is a measure of the size of firms in relationship to the industry and an indicator of the amount of competition among them.

An index below 1500 indicates an unconcentrated index

An index between 1500 and 2500 indicates moderate concentration

An index above 2500 indicates high concentration

*** Expense Ratio is made up of a state & line specific Commission & Brokerage figure and Taxes, Licenses & Fees figure and a countrywide companywide general expense figure, to be used for comparison purposes only and to develop a combined ratio

**** There are 129 companies which have less than 0.1% market share.

NEW ENGLAND (Regional) COMPETITIVE DATA BY COMPANY

Commercial Auto

HHI Index**	183	181
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NAIC Code	Company Name	Group Code	Product Mix *	2015			2014			Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	Chg from Prior	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015
31325	ACADIA INSURANCE COMPANY	98	21%	45,526,902	45,050,267	1%	2.9%	3.0%	59%	53%	7%	7%	52%	47%	34%	39%	94%	93%	Yes	Yes			
22667	ACE AMERICAN INSURANCE COMPANY	626	3%	7,324,804	7,955,411	-8%	0.5%	0.5%	51%	24%	14%	14%	37%	10%	22%	20%	73%	45%	Yes	Yes			
41840	ALLAMERICA FINANCIAL BENEFIT INSURANCE COMPANY	88	58%	32,827,178	32,570,292	1%	2.1%	2.2%	53%	64%	7%	8%	45%	56%	35%	36%	88%	100%	Yes	No			
19232	ALLSTATE INSURANCE COMPANY	8	2%	8,531,444	8,151,872	5%	0.5%	0.5%	84%	75%	11%	11%	72%	65%	25%	28%	109%	102%	No	No			
19720	AMERICAN ALTERNATIVE INSURANCE CORPORATION	361	19%	7,194,420	8,363,223	-14%	0.5%	0.6%	68%	46%	13%	8%	56%	38%	39%	37%	108%	83%	No	Yes			
20427	AMERICAN CASUALTY COMPANY OF READING, PENNSYLVANIA	218	5%	1,740,233	1,915,509	-9%	0.1%	0.1%	65%	65%	11%	12%	54%	53%	32%	33%	97%	98%	Yes	Yes			
24066	AMERICAN FIRE AND CASUALTY COMPANY	111	23%	3,590,427	2,557,495	40%	0.2%	0.2%	68%	70%	10%	11%	58%	59%	41%	42%	108%	112%	No	No			
26247	AMERICAN GUARANTEE AND LIABILITY INSURANCE COMPANY	212	9%	6,021,714	4,771,367	26%	0.4%	0.3%	63%	57%	17%	16%	46%	41%	47%	49%	110%	106%	No	No			
10017	Arbella Indemnity Insurance Company	586	50%	6,312,361	6,702,128	-6%	0.4%	0.4%	69%	70%	11%	8%	58%	62%	32%	34%	101%	104%	No	No			
41360	Arbella Protection Insurance Company	586	44%	88,693,960	79,813,321	11%	5.6%	5.3%	79%	62%	10%	10%	69%	52%	27%	30%	107%	92%	No	Yes			
11150	ARCH INSURANCE COMPANY	1279	11%	9,297,919	8,596,013	8%	0.6%	0.6%	110%	82%	15%	13%	95%	68%	49%	48%	159%	129%	No	No			
19801	ARGONAUT INSURANCE COMPANY	457	28%	13,918,065	15,996,675	-13%	0.9%	1.1%	64%	38%	11%	5%	53%	33%	44%	50%	108%	88%	No	Yes			
27154	Atlantic Specialty Insurance Company	1129	5%	3,117,871	2,785,442	12%	0.2%	0.2%	65%	49%	17%	8%	48%	41%	54%	39%	118%	88%	No	Yes			
10464	CANAL INSURANCE COMPANY	262	94%	4,697,522	5,627,618	-17%	0.3%	0.4%	87%	70%	10%	19%	76%	51%	33%	33%	119%	103%	No	No			
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	8%	4,205,340	3,079,142	37%	0.3%	0.2%	49%	-27%	9%	-2%	41%	-25%	31%	31%	80%	4%	Yes	Yes			
10677	CINCINNATI INSURANCE COMPANY	244	14%	6,836,272	6,270,159	9%	0.4%	0.4%	107%	70%	10%	11%	97%	59%	28%	27%	134%	98%	No	Yes			
40274	CITATION INSURANCE COMPANY	411	7%	13,409,690	12,761,577	5%	0.8%	0.8%	64%	55%	11%	16%	54%	39%	31%	30%	95%	85%	Yes	Yes			
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	2%	7,178,923	7,632,259	-6%	0.5%	0.5%	56%	35%	7%	8%	48%	27%	35%	35%	90%	70%	Yes	Yes			
19410	COMMERCE AND INDUSTRY INSURANCE COMPANY	12	5%	2,001,625	2,124,953	-6%	0.1%	0.1%	111%	195%	12%	27%	98%	168%	24%	23%	134%	219%	No	No			
34754	COMMERCE INSURANCE COMPANY	411	7%	95,898,375	90,370,930	6%	6.1%	6.0%	77%	74%	13%	11%	64%	62%	28%	28%	106%	102%	No	No			
20672	CONCORD GENERAL MUTUAL INSURANCE COMPANY	45	3%	3,867,738	3,551,156	9%	0.5%	0.2%	50%	35%	8%	8%	41%	26%	32%	30%	81%	65%	Yes	Yes			
20443	CONTINENTAL CASUALTY COMPANY	218	1%	2,835,570	2,683,239	6%	0.2%	0.2%	69%	134%	10%	7%	59%	127%	32%	28%	101%	162%	No	No			
10804	CONTINENTAL WESTERN INSURANCE COMPANY	98	20%	9,659,986	8,901,611	9%	0.6%	0.6%	52%	63%	7%	7%	45%	56%	35%	34%	88%	97%	Yes	Yes			
21326	EMPIRE FIRE AND MARINE INSURANCE COMPANY	212	95%	12,844,967	11,747,834	9%	0.8%	0.8%	23%	16%	8%	6%	15%	11%	74%	75%	97%	91%	Yes	Yes			
21415	EMPLOYERS MUTUAL CASUALTY COMPANY	62	30%	15,716,049	12,866,670	22%	1.0%	0.9%	70%	65%	7%	9%	62%	56%	34%	30%	104%	95%	No	Yes			
11045	Excelsior Insurance Company	111	33%	13,009,345	14,659,414	-11%	0.8%	1.0%	58%	70%	10%	12%	47%	58%	40%	40%	98%	110%	Yes	No			
13803	Farm Family Casualty Insurance Company	408	14%	15,888,958	15,237,951	4%	1.0%	1.0%	82%	67%	12%	9%	70%	58%	23%	22%	104%	89%	No	Yes			
20281	FEDERAL INSURANCE COMPANY	38	2%	7,966,336	6,724,804	18%	0.5%	0.4%	66%	93%	8%	12%	58%	82%	30%	28%	96%	122%	Yes	No			
13935	FEDERATED MUTUAL INSURANCE COMPANY	7	24%	9,288,754	9,280,613	0%	0.6%	0.6%	38%	61%	5%	8%	33%	53%	24%	25%	62%	86%	Yes	Yes			
21784	FIREMEN'S INSURANCE COMPANY OF WASHINGTON, DC	98	26%	20,791,409	19,729,697	5%	1.3%	1.3%	80%	55%	7%	6%	72%	49%	34%	33%	114%	87%	No	Yes			
13986	Frankenmuth Mutual Insurance Company	1309	28%	8,513,601	7,374,975	15%	0.5%	0.5%	49%	58%	7%	8%	42%	50%	32%	31%	81%	89%	Yes	Yes			
24414	General Casualty Company of Wisconsin	796	10%	3,205,313	3,421,243	-6%	0.2%	0.2%	39%	53%	8%	15%	31%	38%	39%	45%	78%	98%	Yes	Yes			
22063	GOVERNMENT EMPLOYEES INSURANCE COMPANY	31	1%	2,620,153	1,677,899	56%	0.2%	0.1%	87%	86%	9%	9%	78%	77%	9%	10%	96%	96%	Yes	Yes			
23809	GRANITE STATE INSURANCE COMPANY	12	13%	4,827,458	2,922,836	65%	0.3%	0.2%	105%	125%	15%	19%	91%	106%	35%	34%	140%	159%	No	No			
25984	Graphic Arts Mutual Insurance Company	201	24%	8,639,599	6,750,796	28%	0.5%	0.4%	74%	30%	11%	4%	63%	27%	35%	36%	109%	66%	No	Yes			
25224	GREAT DIVIDE INSURANCE COMPANY	98	20%	4,267,437	3,947,049	8%	0.3%	0.3%	114%	110%	14%	-0%	100%	110%	33%	33%	147%	143%	No	No			
20303	GREAT NORTHERN INSURANCE COMPANY	38	2%	3,799,512	3,239,831	17%	0.2%	0.2%	48%	65%	9%	10%	39%	55%	27%	27%	75%	91%	Yes	Yes			
11371	GREAT WEST CASUALTY COMPANY	150	74%	3,143,884	3,741,109	19%	0.2%	0.2%	102%	109%	15%	14%	87%	96%	21%	22%	123%	131%	No	No			
26433	Harco National Insurance Company	225	50%	1,663,179	1,428,603	16%	0.1%	0.1%	90%	60%	20%	36%	70%	24%	24%	23%	114%	83%	No	Yes			
23582	HARLEYSVILLE INSURANCE COMPANY	253	20%	6,991,192	6,346,171	10%	0.4%	0.4%	64%	58%	6%	6%	64%	58%	n/a	n/a	n/a	n/a	n/a	n/a			
35696	HARLEYSVILLE PREFERRED INSURANCE COMPANY	253	11%	5,237,140	7,407,875	-29%	0.3%	0.5%	78%	98%	n/a	n/a	78%	98%	n/a	n/a	n/a	n/a	n/a	n/a			
26182	Harleysville Worcester Insurance Company	253	16%	11,127,538	8,897,543	25%	0.7%	0.6%	64%	57%	n/a	n/a	64%	57%	n/a	n/a	n/a	n/a	n/a	n/a			
22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	91	13%	7,015,842	3,051,849	130%	0.4%	0.2%	74%	96%	8%	16%	66%	80%	39%	38%	113%	134%	No	No			
29424	HARTFORD CASUALTY INSURANCE COMPANY	91	4%	3,074,396	3,133,775	-2%	0.2%	0.2%	104%	115%	15%	10%	89%	105%	36%	40%	140%	155%	No	No			
19682	HARTFORD FIRE INSURANCE COMPANY	91	7%	8,513,254	9,204,467	-8%	0.5%	0.6%	153%	73%	20%	13%	133%	59%	33%	33%	185%	106%	No	No			
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	6%	5,582,131	5,862,427	-5%	0.4%	0.4%	103%	53%	13%	4%	91%	49%	39%	38%	142%	91%	No	Yes			
41343	HDI Gerling America Insurance Company	517	21%	13,452,210	11,060,906	22%	0.8%	0.7%	105%	-290%	45%	-388%	105%	98%	n/a	n/a	n/a	n/a	n/a	n/a			
12599	Infinity Standard Insurance Company	3495	99%	4,137,799	4,293,232	-4%	0.3%	0.3%	65%	19%	12%	9%	53%	10%	22%	22%	86%	41%	Yes	Yes			
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	16%	3,096,419	2,641,790	17%	0.2%	0.2%	74%	74%	6%	4%	68%	69%	34%	33%	108%	106%	No	No			
12203	JAMES RIVER INSURANCE COMPANY	3494	20%	1,617,293	76,775	2007%	0.1%	0.0%	147%	43%	12%	29%	134%	14%	56%	77%	203%	120%	No	No			
26077	LANCER INSURANCE COMPANY	456	89%	11,746,202	10,322,938	14%	0.7%	0.7%	53%	77%	11%	16%	41%	61%	28%	28%	80%	105%	Yes	No			
19437	LExINGTON INSURANCE COMPANY	12	4%	5,981,996	5,812,902	-3%	0.4%	0.4%	89%	81%	45%	2%	43%	79%	26%	24%	115%	105%	No	No			
42404	Liberty Insurance Corporation	111	1%	1,761,821	2,050,291	-14%	0.1%	0.1%	74%	38%	9%	8%	65%	30%	35%	37%	109%	75%	No	Yes			
23035	Liberty Mutual Fire Insurance Company	111	5%	22,189,397	24,988,722	-11%	1.4%	1.7%	73%	77%	11%	12%	63%	65%	48%	46%	121%	123%	No	No			
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	8%	10,793,826	9,504,182	14%	0.7%	0.6%	85%	48%	9%	9%	76%	39%	34%	35%	119%	83%	No	Yes			
23329	Merchants Mutual Insurance Company	226	24%	6,481,323	6,819,760	-5%	0.4%	0.5%	83%	69%	12%	10%	71%	59%	34%	35%	117%	104%	No	No			
12901	Merchants Preferred Insurance Company	226	28%	1,427,530	1,427,530	21%	0.1%	0.1%	224%	154%	27%	14%	197%	140%	35%	36%	258%	191%	No	No			
15997	MMG Insurance Company	10%	10%	14,332,510	13,195,598	9%	0.9%	0.9%	56%	64%	9%	9%	47%	56%	30%	31%	87%	95%	Yes	Yes			
13331	Motorists Commercial Mutual Insurance Company	291	57%	5,007,343	5,140,867	-3%	0.3%	0.3%	75%	106%	13%	13%	61%	94%	38%	37%	113%	143%	No	No			
22012	MOTORS INSURANCE CORPORATION	79	100%	1,738,684	1,626,985	7%	0.1%	0.1%	28%	109%	4%	5%	24%	104%	27%	31%	55%	140%	Yes	No			
11991	National Casualty Company	140	16%	10,141,175	12,453,840	-19%	0.6%	0.8%	90%	61%	8%	10%	81%	51%	38%	39%	128%	99%	No	Yes			
10243	NATIONAL CONTINENTAL INSURANCE COMPANY	155	95%	10,979,952	10,979,952	9%	0.8%	0.7%	82%	65%	11%	11%	71%	54%	24%	25%	107%	89%	No	Yes			
20478	NATIONAL FIRE INSURANCE COMPANY OF HARTFORD	218	8%	1,754,929	2,365,394	-26%	0.1%	0.2%	9%	100%	2%	7%	7%	93%	29%	32%	38%	132%	Yes	No			
20087	NATIONAL INDEMNITY COMPANY	31	89%	12,171,685	8,712,241	40%	0.8%	0.6%	62%	50%	17%	13%	45%	37%	28%	28%	90%	78%	Yes	Yes			
32620	National Interstate Insurance Company	84	61%	17,136,195	26,780,102	-36%	1.1%	1.8%	114%	80%	12%	11%	103%	69%	23%	24%	138%	105%	No	No			
20052	NATIONAL LIABILITY & FIRE INSURANCE COMPANY	31	10%	2,581,845	2,235,955	15%	0.2%	0.1%	35%	67%	11%	13%	23%	54%	29%	29%	64%	95%	Yes	Yes			
22608	National Specialty Insurance Company	93	46%	1,697,328	14,241	11819%	0.1%	0.0%	-295%	6959%	11%	849%	-306%	6110%	81%	64%	-214%	7023%	Yes	No			

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NAIC Code	Company Name	Group Code	Product Mix *	2015		2014		Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
					Chg from Prior																
19445	NATIONAL UNION FIRE INSURANCE COMPANY OF PITTSBURGH	12	5%	14,543,775	14,657,406	-1%	0.9%	1.0%	74%	99%	18%	12%	55%	87%	22%	21%	96%	120%	Yes	No	
28223	NATIONWIDE AGRIBUSINESS INSURANCE COMPANY	140	23%	5,657,219	4,757,680	19%	0.4%	0.3%	81%	117%	9%	8%	72%	109%	33%	34%	113%	151%	No	No	
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	6%	3,986,827	4,214,347	-5%	0.3%	0.3%	42%	56%	8%	10%	33%	46%	35%	32%	77%	88%	Yes	Yes	
23787	NATIONWIDE MUTUAL INSURANCE COMPANY	140	3%	4,596,664	7,535,046	-39%	0.3%	0.5%	41%	50%	6%	10%	35%	40%	35%	34%	76%	84%	Yes	Yes	
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPANY	140	6%	3,776,584	4,078,351	-7%	0.2%	0.3%	107%	70%	10%	11%	97%	59%	37%	33%	144%	104%	No	No	
23841	NEW HAMPSHIRE INSURANCE COMPANY	12	11%	15,252,825	11,678,718	31%	1.0%	0.8%	116%	90%	17%	13%	99%	76%	35%	34%	151%	124%	No	No	
16608	NEW YORK MARINE AND GENERAL INSURANCE COMPANY	256	24%	4,560,549	3,481,070	31%	0.3%	0.2%	57%	62%	14%	16%	43%	45%	37%	34%	93%	96%	Yes	Yes	
14788	NGM Insurance Company	311	23%	38,420,642	36,179,788	6%	2.4%	2.4%	67%	65%	8%	8%	59%	57%	33%	35%	100%	100%	No	Yes	
23965	Norfolk & Dedham Mutual Fire Insurance Company	144	3%	3,842,840	3,575,125	7%	0.2%	0.2%	51%	48%	9%	10%	42%	38%	39%	38%	90%	86%	Yes	Yes	
24015	NORTHLAND INSURANCE COMPANY	3548	67%	9,130,950	6,173,884	48%	0.6%	0.4%	50%	51%	6%	7%	44%	43%	35%	38%	85%	89%	Yes	Yes	
42552	NOVA CASUALTY COMPANY	88	14%	1,674,551	1,518,932	10%	0.1%	0.1%	93%	69%	21%	10%	72%	59%	40%	38%	134%	106%	No	No	
24082	OHIO SECURITY INSURANCE COMPANY	111	16%	14,544,779	9,690,456	50%	0.9%	0.6%	71%	69%	11%	11%	60%	58%	39%	39%	110%	109%	No	No	
24139	Old Republic General Insurance Corporation	150	12%	2,571,788	2,969,620	-13%	0.2%	0.2%	121%	51%	18%	15%	103%	35%	22%	29%	143%	80%	No	Yes	
24147	OLD REPUBLIC INSURANCE COMPANY	150	10%	3,748,631	3,712,375	1%	0.2%	0.2%	-1%	66%	-1%	21%	0%	45%	16%	15%	15%	82%	Yes	Yes	
32069	Patriot Insurance Company	1309	4%	2,000,836	1,976,729	1%	0.1%	0.1%	78%	53%	6%	10%	72%	43%	32%	31%	111%	83%	No	Yes	
14923	PATRONS MUTUAL INSURANCE COMPANY OF CONNECTICUT	175	4%	2,719,283	2,576,858	6%	0.2%	0.2%	103%	53%	13%	11%	90%	42%	34%	35%	137%	88%	No	Yes	
18333	Peerless Indemnity Insurance Company	111	27%	9,892,320	11,385,782	-13%	0.6%	0.8%	81%	80%	20%	14%	61%	66%	38%	38%	119%	118%	No	No	
24198	Peerless Insurance Company	111	11%	17,498,747	19,403,935	-10%	1.1%	1.3%	55%	61%	10%	11%	45%	50%	39%	39%	94%	100%	Yes	Yes	
14958	PENINSULA INSURANCE COMPANY	250	72%	1,711,879	1,730,644	-1%	0.1%	0.1%	45%	42%	6%	6%	39%	35%	32%	32%	77%	73%	Yes	Yes	
14974	Pennsylvania Lumbermens Mutual Insurance Company	200	20%	2,135,604	969,192	120%	0.1%	0.1%	116%	78%	10%	7%	106%	71%	31%	31%	147%	109%	No	No	
23175	Phenix Mutual Fire Insurance Company	291	10%	1,892,453	1,086,775	74%	0.1%	0.1%	62%	51%	11%	10%	51%	41%	38%	38%	100%	89%	Yes	Yes	
18058	PHILADELPHIA INDEMNITY INSURANCE COMPANY	3098	18%	45,569,301	43,692,596	4%	2.9%	2.9%	70%	68%	11%	9%	59%	60%	31%	30%	100%	98%	No	Yes	
21750	Pilgrim Insurance Company	415	40%	12,117,009	11,697,951	4%	0.8%	0.8%	82%	61%	11%	15%	70%	46%	25%	27%	107%	88%	No	Yes	
14737	PLYMOUTH ROCK ASSURANCE CORPORATION	415	2%	6,547,843	6,773,197	11%	0.5%	0.4%	76%	91%	12%	15%	63%	76%	37%	37%	112%	127%	No	No	
37257	Praetorian Insurance Company	796	12%	3,163,082	3,078,309	3%	0.2%	0.2%	54%	54%	4%	10%	50%	44%	58%	76%	113%	130%	No	No	
24260	PROGRESSIVE CASUALTY INSURANCE COMPANY	155	9%	19,022,462	17,165,874	165%	1.2%	0.5%	56%	56%	10%	9%	47%	48%	24%	25%	80%	81%	Yes	Yes	
38628	PROGRESSIVE NORTHERN INSURANCE COMPANY	155	9%	10,595,759	9,887,314	7%	0.7%	0.7%	41%	73%	10%	11%	32%	62%	25%	25%	67%	98%	Yes	Yes	
42919	PROGRESSIVE NORTHWESTERN INSURANCE COMPANY	155	28%	22,052,336	34,875,050	-37%	1.4%	2.3%	53%	69%	11%	12%	42%	58%	24%	24%	77%	93%	Yes	Yes	
12416	Protective Insurance Company	867	24%	2,305,370	2,394,037	-4%	0.1%	0.2%	38%	32%	6%	5%	32%	26%	31%	29%	68%	61%	Yes	Yes	
15067	Quincy Mutual Fire Insurance Company	1275	2%	3,700,227	3,214,552	15%	0.2%	0.2%	71%	61%	10%	7%	61%	54%	31%	36%	102%	97%	No	Yes	
24449	Regent Insurance Company	796	21%	1,821,917	1,685,544	8%	0.1%	0.1%	84%	41%	9%	13%	75%	28%	37%	45%	121%	86%	No	Yes	
12475	REPUBLIC-FRANKLIN INSURANCE COMPANY	201	29%	10,732,186	11,179,946	-4%	0.7%	0.7%	63%	90%	6%	11%	57%	79%	34%	36%	97%	126%	Yes	No	
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	25%	36,209,227	34,571,007	5%	2.3%	2.3%	65%	72%	10%	9%	55%	63%	30%	35%	95%	107%	Yes	No	
39454	SAFETY INSURANCE COMPANY	188	11%	68,782,644	58,176,010	18%	4.3%	3.9%	82%	85%	12%	10%	70%	75%	24%	25%	107%	110%	No	No	
12808	Safety Property and Casualty Insurance Company	188	15%	3,021,065	2,650,747	14%	0.2%	0.2%	72%	102%	11%	12%	61%	89%	30%	31%	102%	133%	No	No	
12572	SELECTIVE INSURANCE COMPANY OF AMERICA	242	22%	6,071,729	5,242,878	16%	0.4%	0.3%	67%	60%	7%	9%	60%	51%	35%	34%	102%	94%	No	Yes	
19259	SELECTIVE INSURANCE COMPANY OF SOUTH CAROLINA	242	16%	12,771,404	12,438,681	3%	0.8%	0.8%	65%	73%	8%	9%	57%	64%	35%	34%	100%	107%	Yes	No	
39926	SELECTIVE INSURANCE COMPANY OF THE SOUTHEAST	242	21%	8,400,233	8,400,233	22%	0.6%	0.6%	46%	47%	7%	7%	39%	40%	34%	34%	80%	81%	Yes	Yes	
11000	SENTINEL INSURANCE COMPANY, LTD.	91	12%	13,081,971	15,340,736	-15%	0.8%	1.0%	88%	79%	11%	11%	77%	69%	38%	38%	126%	117%	No	No	
24988	SENTRY INSURANCE A MUTUAL COMPANY	169	16%	2,272,008	2,206,794	3%	0.1%	0.1%	84%	41%	14%	11%	70%	30%	26%	24%	110%	64%	No	Yes	
21180	SENTRY SELECT INSURANCE COMPANY	169	44%	5,941,233	6,119,964	-3%	0.4%	0.4%	63%	63%	15%	15%	48%	48%	29%	26%	92%	89%	Yes	Yes	
38318	Starr Indemnity & Liability Company	4670	4%	2,697,378	918,211	194%	0.2%	0.1%	64%	66%	1%	10%	63%	56%	25%	22%	89%	88%	Yes	Yes	
25178	State Farm Mutual Automobile Insurance Company	176	1%	3,177,057	2,824,188	12%	0.2%	0.2%	107%	77%	21%	20%	86%	57%	24%	23%	131%	100%	No	No	
25615	THE CHARTER OAK FIRE INSURANCE COMPANY	3548	45%	62,398,257	59,104,362	6%	3.9%	3.9%	73%	73%	7%	9%	66%	64%	29%	31%	102%	103%	No	No	
35289	THE CONTINENTAL INSURANCE COMPANY	218	21%	5,445,119	5,639,417	-3%	0.3%	0.4%	83%	87%	11%	13%	71%	74%	33%	34%	115%	121%	No	No	
33588	The First Liberty Insurance Corporation	111	15%	4,749,178	2,751,463	73%	0.3%	0.2%	65%	72%	11%	11%	55%	61%	38%	37%	104%	109%	No	No	
22292	THE HANOVER INSURANCE COMPANY	88	7%	11,370,472	12,138,822	-6%	0.7%	0.8%	45%	60%	8%	10%	36%	51%	33%	35%	77%	95%	Yes	Yes	
19429	THE INSURANCE COMPANY OF THE STATE OF PENNSYLVANIA	12	4%	1,659,378	1,555,814	7%	0.1%	0.1%	45%	21%	6%	9%	39%	12%	20%	18%	66%	39%	Yes	Yes	
24171	The Netherlands Insurance Company	111	20%	16,439,597	18,249,744	-10%	1.0%	1.2%	76%	74%	11%	12%	65%	63%	39%	39%	115%	113%	No	No	
24074	THE OHIO CASUALTY INSURANCE COMPANY	111	4%	1,591,165	1,619,598	-2%	0.1%	0.1%	93%	72%	11%	15%	81%	57%	40%	40%	133%	112%	No	No	
25623	THE PHOENIX INSURANCE COMPANY	3548	8%	8,444,428	8,564,157	-1%	0.5%	0.6%	60%	59%	5%	8%	54%	51%	31%	33%	91%	92%	Yes	Yes	
25658	THE TRAVELERS INDEMNITY COMPANY	3548	10%	19,329,735	17,458,926	11%	1.2%	1.2%	64%	47%	7%	8%	57%	38%	32%	33%	95%	80%	Yes	Yes	
25666	THE TRAVELERS INDEMNITY COMPANY OF AMERICA	3548	6%	7,867,111	6,621,411	19%	0.5%	0.4%	56%	77%	7%	8%	49%	69%	32%	35%	88%	112%	Yes	No	
25682	THE TRAVELERS INDEMNITY COMPANY OF CONNECTICUT	3548	16%	14,701,268	12,727,139	16%	0.9%	0.8%	59%	88%	9%	13%	50%	74%	31%	32%	90%	119%	Yes	No	
10945	Tokio Marine America Insurance Company	3098	25%	3,265,592	2,610,241	25%	0.2%	0.2%	100%	56%	7%	11%	93%	45%	16%	17%	116%	73%	No	Yes	
20494	TRANSPORTATION INSURANCE COMPANY	218	16%	3,002,939	2,284,797	31%	0.2%	0.2%	29%	25%	7%	9%	23%	17%	30%	31%	59%	56%	Yes	Yes	
19046	TRAVELERS CASUALTY INSURANCE COMPANY OF AMERICA	3548	32%	20,351,271	22,350,409	-9%	1.3%	1.5%	64%	82%	6%	10%	58%	72%	32%	35%	97%	117%	Yes	No	
25674	Travelers Property Casualty Company Of America	3548	7%	15,377,007	16,325,123	-6%	1.0%	1.1%	59%	52%	8%	10%	51%	42%	26%	26%	85%	78%	Yes	Yes	
27120	TRUMBULL INSURANCE COMPANY	91	2%	1,831,245	468,436	291%	0.1%	0.0%	64%	42%	10%	10%	54%	32%	35%	47%	99%	89%	Yes	Yes	
29459	TWIN CITY FIRE INSURANCE COMPANY	91	2%	1,817,620	1,565,291	16%	0.1%	0.1%	44%	95%	4%	12%	40%	84%	36%	62%	80%	157%	Yes	No	
25844	UNION INSURANCE COMPANY	98	23%	15,791,700	13,925,935	13%	1.0%	0.9%	64%	47%	6%	5%	57%	42%	35%	33%	99%	80%	Yes	Yes	
11770	UNITED FINANCIAL CASUALTY COMPANY	155	45%	26,852,382	25,035,595	7%	1.7%	1.7%	63%	57%	11%	10%	51%	47%	25%	25%	88%	82%	Yes	Yes	
13072	United Ohio Insurance Company	963	30%	9,371,483	8,904,616	5%	0.6%	0.6%	108%	98%	9%	15%	99%	83%	32%	31%	141%	129%	No	No	
21113	UNITED STATES FIRE INSURANCE COMPANY	158	9%	5,012,852	3,126,684	60%	0.3%	0.2%	53%	81%	10%	11%	43%	70%	35%	34%	88%	115%	Yes	No	
41181	UNIVERSAL UNDERWRITERS INSURANCE COMPANY	212	54%	18,660,790	16,983,851	10%	1.2%	1.1%	88%	89%	18%	22%	69%	67%	34%	36%	122%	125%	No	No	
25976	Utica Mutual Insurance Company	201	13%	6,254,315	4,865,794	29%	0.4%	0.3%	110%	97%	11%	13%	100%	84%	36%	39%	147%	136%	No	No	
20508	VALLEY FORGE INSURANCE COMPANY	218	10%	2,169,005	2,224,720	-3%															

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NAIC Code	Company Name	Group Code	Product Mix *	2015	2014	Chg from Prior	Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP		2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
21172	VANLINER INSURANCE COMPANY	84	33%	3,259,562	3,813,050	-15%	0.2%	0.3%	43%	67%	8%	12%	35%	56%	26%	27%	70%	94%	Yes	Yes
25011	WESCO INSURANCE COMPANY	2538	4%	3,457,461	2,483,189	39%	0.2%	0.2%	96%	91%	7%	10%	88%	82%	43%	38%	138%	129%	No	No
44393	WEST AMERICAN INSURANCE COMPANY	111	15%	1,724,989	1,905,235	-9%	0.1%	0.1%	102%	77%	11%	12%	91%	65%	41%	42%	143%	118%	No	No
16535	ZURICH AMERICAN INSURANCE COMPANY	212	9%	23,311,486	18,737,672	24%	1.5%	1.2%	97%	73%	18%	17%	80%	56%	39%	40%	136%	113%	No	No
Total for companies with <0.1% Market Share ****				70,825,752	75,726,177	-6%	4.5%	5.0%	55%	60%	3%	13%	52%	47%	31%	32%	86%	92%	Yes	Yes
TOTAL				1,583,731,654	1,506,617,392	5.1%	100.0%	100.0%	72%	68%	11%	11%	61%	58%	32%	33%	103%	101%	No	No

* Product Mix is percent of companies total business in this Line of Business in NH in the current year

** The Herfindahl-Hirschman Index (HHI) is a measure of the size of firms in relationship to the industry and an indicator of the amount of competition among them.

An index below 1500 indicates an unconcentrated index

An index between 1500 and 2500 indicates moderate concentration

An index above 2500 indicates high concentration

*** Expense Ratio is made up of a state & line specific Commission & Brokerage figure and Taxes, Licenses & Fees figure and a countrywide companywide general expense figure, to be used for comparison purposes only and to develop a combined ratio

**** There are 212 companies which have less than 0.1% market share.

COUNTRYWIDE COMPETITIVE DATA BY COMPANY

Commercial Auto

HHI Index **	64	63
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NAIC Code	Company Name	Group Code	Product Mix *	2015		2014		Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
					Chg from Prior																
31325	ACADIA INSURANCE COMPANY	98	24%	83,227,647	74,900,881	11%	0.3%	0.3%	61%	57%	8%	6%	53%	50%	34%	38%	95%	94%	Yes	Yes	
22667	ACE AMERICAN INSURANCE COMPANY	626	7%	283,634,211	266,504,371	6%	0.9%	0.9%	81%	69%	19%	16%	62%	52%	22%	21%	104%	90%	No	Yes	
20699	ACE PROPERTY AND CASUALTY INSURANCE COMPANY	626	4%	71,153,435	54,579,643	30%	0.2%	0.2%	82%	73%	25%	23%	57%	50%	34%	31%	116%	104%	No	No	
14184	ACUIITY, A MUTUAL INSURANCE COMPANY	21%		283,301,017	261,152,826	8%	0.9%	0.9%	76%	66%	11%	9%	65%	56%	30%	29%	107%	95%	No	Yes	
42579	ALLIED PROPERTY AND CASUALTY INSURANCE COMPANY	140	7%	65,955,522	62,605,235	5%	0.2%	0.2%	97%	92%	12%	11%	85%	81%	34%	34%	131%	126%	No	No	
41840	ALLMERICA FINANCIAL BENEFIT INSURANCE COMPANY	88	55%	175,590,189	164,256,225	7%	0.6%	0.6%	79%	75%	9%	10%	69%	66%	35%	35%	113%	110%	No	No	
29335	ALLSTATE COUNTY MUTUAL INSURANCE COMPANY	8	16%	40,668,189	38,278,357	6%	0.1%	0.1%	74%	69%	12%	9%	63%	59%	26%	28%	101%	97%	No	Yes	
19232	ALLSTATE INSURANCE COMPANY	8	5%	304,091,578	284,262,769	7%	1.0%	1.0%	84%	73%	12%	10%	72%	63%	26%	27%	110%	100%	No	Yes	
10852	ALLSTATE NEW JERSEY INSURANCE COMPANY	8	6%	31,746,460	34,294,968	-7%	0.1%	0.1%	109%	72%	15%	7%	94%	66%	22%	23%	130%	95%	No	Yes	
19100	AMCO INSURANCE COMPANY	140	4%	59,848,359	56,599,027	6%	0.2%	0.2%	97%	96%	12%	11%	85%	86%	34%	34%	131%	131%	No	No	
19720	AMERICAN ALTERNATIVE INSURANCE CORPORATION	361	22%	190,916,390	192,152,170	-1%	0.6%	0.7%	87%	74%	16%	10%	70%	63%	40%	38%	127%	112%	No	No	
20427	AMERICAN CASUALTY COMPANY OF READING, PENNSYLVAN	218	7%	39,169,258	45,971,800	-15%	0.1%	0.2%	65%	88%	8%	11%	57%	77%	33%	35%	98%	123%	Yes	No	
38237	AMERICAN COUNTRY INSURANCE COMPANY	1326	97%	72,200,932	61,623,787	17%	0.2%	0.2%	60%	66%	24%	22%	36%	44%	29%	30%	89%	96%	Yes	Yes	
19275	American Family Mutual Insurance Company	473	1%	61,677,126	58,440,463	6%	0.2%	0.2%	81%	85%	10%	9%	70%	77%	30%	28%	111%	113%	No	No	
24066	AMERICAN FIRE AND CASUALTY COMPANY	111	40%	138,592,257	71,565,489	94%	0.4%	0.2%	69%	71%	11%	11%	57%	60%	39%	39%	108%	110%	No	No	
26247	AMERICAN GUARANTEE AND LIABILITY INSURANCE COMPAN	212	5%	49,326,556	45,014,899	10%	0.2%	0.2%	81%	101%	16%	17%	65%	84%	44%	44%	125%	145%	No	No	
43494	American Hallmark Insurance Company Of Texas	3478	35%	43,907,006	40,902,705	7%	0.1%	0.1%	57%	61%	10%	8%	47%	53%	38%	39%	94%	100%	Yes	No	
40088	AMERICAN INTER-FIDELITY EXCHANGE	99%		34,448,731	33,418,977	3%	0.1%	0.1%	59%	81%	8%	15%	51%	67%	27%	26%	87%	108%	Yes	No	
42897	American States Insurance Company, Inc.	1326	97%	44,323,321	37,581,736	18%	0.1%	0.1%	73%	57%	20%	20%	53%	37%	30%	30%	102%	88%	No	Yes	
19704	AMERICAN STATES INSURANCE COMPANY	111	11%	56,926,502	65,916,187	-14%	0.2%	0.2%	65%	106%	11%	12%	54%	94%	40%	40%	105%	145%	No	No	
16616	AMERICAN TRAVEL INSURANCE COMPANY	100%		227,471,646	162,803,528	40%	0.7%	0.6%	78%	83%	33%	36%	45%	47%	29%	28%	107%	111%	No	No	
40142	AMERICAN ZURICH INSURANCE COMPANY	212	2%	34,007,116	28,097,580	21%	0.1%	0.1%	98%	91%	18%	17%	81%	75%	42%	43%	140%	135%	No	No	
19488	AMERISURE INSURANCE COMPANY	124	18%	66,853,737	61,589,846	9%	0.2%	0.2%	75%	92%	11%	11%	64%	81%	29%	30%	105%	122%	No	No	
23396	AMERISURE MUTUAL INSURANCE COMPANY (a stock insur	124	11%	45,266,280	39,671,212	14%	0.1%	0.1%	77%	94%	9%	11%	68%	83%	39%	37%	116%	131%	No	No	
41360	Arbella Protection Insurance Company	586	44%	88,693,960	79,813,321	11%	0.3%	0.3%	79%	62%	10%	10%	69%	52%	27%	30%	107%	92%	No	Yes	
11150	ARCH INSURANCE COMPANY	1279	14%	245,861,386	269,209,961	-9%	0.8%	0.9%	86%	70%	14%	14%	72%	56%	49%	49%	135%	119%	No	No	
19301	ARGONAUT INSURANCE COMPANY	457	10%	34,269,463	32,982,761	4%	0.1%	0.1%	66%	38%	15%	5%	32%	46%	50%	50%	112%	87%	No	Yes	
13900	ARI Mutual Insurance Company	848	100%	57,271,004	57,056,101	0%	0.2%	0.2%	99%	94%	17%	13%	82%	81%	48%	26%	147%	120%	No	No	
10194	ARTISAN AND TRUCKERS CASUALTY COMPANY	155	39%	176,029,876	175,741,230	0%	0.6%	0.6%	70%	66%	12%	11%	59%	56%	23%	23%	94%	90%	Yes	Yes	
13683	Ascendant Commercial Insurance Inc	53%		32,683,451	31,653,387	3%	0.1%	0.1%	98%	76%	16%	13%	82%	63%	43%	57%	142%	133%	No	No	
27154	Atlantic Specialty Insurance Company	1129	12%	124,775,498	101,050,727	23%	0.4%	0.3%	91%	73%	20%	11%	70%	62%	52%	36%	142%	109%	No	No	
22586	ATLANTIC STATES INSURANCE COMPANY	250	19%	34,311,008	30,756,143	12%	0.1%	0.1%	84%	81%	10%	10%	74%	72%	31%	31%	115%	112%	No	No	
18988	Auto-Owners Insurance Company	280	12%	324,510,813	308,546,060	5%	1.0%	1.1%	71%	71%	12%	8%	59%	63%	29%	27%	99%	98%	Yes	Yes	
20044	BERKSHIRE HATHAWAY HOMESTATE INSURANCE COMPANY	31	20%	90,789,978	77,909,366	17%	0.3%	0.3%	68%	57%	12%	10%	56%	47%	22%	22%	90%	79%	Yes	Yes	
20095	BITUMINOUS CASUALTY CORPORATION	150	26%	90,402,783	83,448,377	8%	0.3%	0.3%	70%	60%	13%	10%	57%	50%	27%	28%	97%	88%	Yes	Yes	
38342	CALIFORNIA AUTOMOBILE INSURANCE COMPANY	660	9%	57,321,838	45,190,291	27%	0.2%	0.2%	71%	74%	12%	12%	59%	62%	26%	26%	97%	100%	Yes	Yes	
10464	CANAL INSURANCE COMPANY	262	93%	179,461,493	173,306,819	4%	0.6%	0.6%	74%	79%	10%	15%	64%	64%	32%	32%	106%	111%	No	No	
10510	CAROLINA CASUALTY INSURANCE COMPANY	98	23%	56,030,673	93,384,638	-40%	0.2%	0.3%	130%	132%	25%	23%	105%	111%	33%	35%	163%	167%	No	No	
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	5%	31,992,562	25,861,789	24%	0.1%	0.1%	45%	33%	9%	4%	37%	29%	31%	30%	77%	63%	Yes	Yes	
26905	CENTURY-NATIONAL INSURANCE COMPANY	2%	23%	45,873,535	44,926,290	2%	0.1%	0.2%	81%	88%	13%	20%	68%	68%	35%	40%	116%	129%	Yes	Yes	
10642	CHEROKEE INSURANCE COMPANY	57%		109,771,428	111,372,375	-1%	0.4%	0.4%	91%	90%	16%	15%	75%	76%	10%	10%	101%	100%	No	No	
18767	CHURCH MUTUAL INSURANCE COMPANY	6%		37,962,826	38,325,115	-1%	0.1%	0.1%	62%	57%	10%	8%	52%	49%	32%	30%	94%	87%	Yes	Yes	
28665	CINCINNATI CASUALTY COMPANY	244	11%	32,901,696	28,069,786	17%	0.1%	0.1%	74%	78%	11%	10%	63%	69%	28%	29%	102%	108%	No	No	
23280	CINCINNATI INDEMNITY COMPANY	244	18%	79,273,862	75,164,120	5%	0.3%	0.3%	76%	79%	11%	10%	65%	69%	29%	29%	105%	108%	No	No	
10677	CINCINNATI INSURANCE COMPANY	244	13%	466,624,427	451,280,271	3%	1.5%	1.6%	78%	74%	11%	10%	67%	65%	29%	29%	107%	103%	No	No	
19410	COMMERCE AND INDUSTRY INSURANCE COMPANY	12	12%	95,790,818	101,349,347	-5%	0.3%	0.4%	112%	95%	20%	16%	91%	79%	26%	25%	137%	120%	No	No	
34754	COMMERCE INSURANCE COMPANY	411	7%	95,898,375	90,370,930	6%	0.3%	0.3%	77%	74%	13%	11%	64%	62%	28%	28%	106%	102%	No	No	
20443	CONTINENTAL CASUALTY COMPANY	218	1%	67,443,495	67,686,176	-0%	0.2%	0.2%	74%	76%	10%	4%	64%	72%	32%	30%	106%	106%	No	No	
10804	CONTINENTAL WESTERN INSURANCE COMPANY	98	27%	121,248,174	133,172,022	-9%	0.4%	0.5%	60%	64%	6%	5%	54%	59%	33%	34%	93%	98%	Yes	Yes	
10499	Corepointe Insurance Company	75%		38,561,228	38,485,554	0%	0.1%	0.1%	71%	36%	27%	-7%	44%	43%	n/a	44%	80%	80%	Yes	Yes	
20990	COUNTRY Mutual Insurance Company	50	3%	38,440,801	34,342,357	12%	0.1%	0.1%	76%	57%	12%	7%	64%	50%	25%	24%	101%	81%	No	Yes	
10855	CYPRESS INSURANCE COMPANY	31	8%	35,027,596	32,584,369	7%	0.1%	0.1%	96%	78%	14%	12%	82%	66%	23%	24%	119%	102%	No	No	
42587	DEPOSITORS INSURANCE COMPANY	140	12%	86,787,325	79,884,498	9%	0.3%	0.3%	105%	87%	11%	10%	94%	77%	34%	34%	139%	121%	No	No	
12502	Dongbu Insurance Co.,Ltd(US Branch)	4672	21%	31,504,712	28,412,736	11%	0.1%	0.1%	102%	55%	39%	16%	64%	39%	32%	33%	135%	87%	No	Yes	
11410	DRIVE NEW JERSEY INSURANCE COMPANY	155	24%	68,940,808	61,184,042	13%	0.2%	0.2%	58%	64%	12%	13%	46%	51%	23%	23%	81%	87%	Yes	Yes	
21407	EMCASCO INSURANCE COMPANY	62	20%	64,423,870	59,743,984	8%	0.2%	0.2%	87%	82%	12%	12%	75%	71%	30%	30%	118%	112%	No	No	
21326	EMPIRE FIRE AND MARINE INSURANCE COMPANY	212	90%	306,004,914	291,464,000	5%	1.0%	1.0%	27%	33%	8%	9%	19%	24%	81%	82%	108%	116%	No	No	
21415	EMPLOYERS MUTUAL CASUALTY COMPANY	62	25%	269,410,119	255,100,649	6%	0.9%	0.9%	75%	81%	10%	12%	64%	69%	32%	30%	106%	111%	No	No	
26263	Erie Insurance Company	213	8%	77,937,623	70,449,878	11%															

COUNTRYWIDE COMPETITIVE DATA BY COMPANY

Commercial Auto

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NAIC Code	Company Name	Group Code	Product Mix *	2015		2014		Chg from Prior	Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2015	2014		2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
21784	FIREMEN'S INSURANCE COMPANY OF WASHINGTON, DC	98	22%	43,097,507	41,229,083	5%	0.1%	0.1%	80%	69%	8%	7%	73%	62%	33%	33%	114%	102%	No	No		
13986	Frankenmuth Mutual Insurance Company	1309	12%	66,106,550	59,959,628	10%	0.2%	0.2%	74%	61%	9%	8%	65%	53%	32%	30%	105%	92%	No	No		
28339	Gateway Insurance Company		99%	48,932,987	17,531,712	179%	0.2%	0.1%	47%	57%	21%	34%	26%	22%	28%	26%	75%	83%	Yes	Yes		
24414	General Casualty Company of Wisconsin	796	18%	53,075,416	52,031,596	2%	0.2%	0.2%	71%	62%	11%	12%	61%	50%	39%	44%	110%	106%	No	No		
11948	Global Hawk Insurance Company a Risk Retention Group		100%	35,000,042	23,486,736	49%	0.1%	0.1%	98%	67%	41%	16%	57%	51%	16%	17%	114%	84%	No	Yes		
11092	GLOBAL LIBERTY INSURANCE COMPANY OF NEW YORK		99%	50,584,418	38,417,560	32%	0.2%	0.1%	62%	68%	17%	18%	45%	50%	29%	31%	91%	99%	Yes	Yes		
22063	GOVERNMENT EMPLOYEES INSURANCE COMPANY	31	2%	84,910,980	61,096,558	39%	0.3%	0.2%	77%	75%	10%	9%	68%	65%	9%	9%	86%	84%	Yes	Yes		
10322	GRANCE INDEMNITY INSURANCE COMPANY	267	52%	41,236,570	52,266,300	-21%	0.1%	0.2%	109%	89%	18%	14%	91%	75%	26%	27%	135%	116%	No	No		
14060	GRANGE MUTUAL CASUALTY COMPANY	267	8%	40,136,462	43,788,396	-8%	0.1%	0.2%	121%	79%	14%	11%	106%	67%	32%	31%	152%	110%	No	No		
23809	GRANITE STATE INSURANCE COMPANY	12	20%	121,210,054	108,767,549	11%	0.4%	0.4%	118%	99%	23%	19%	95%	80%	34%	33%	152%	132%	No	No		
26344	GREAT AMERICAN ASSURANCE COMPANY	84	22%	116,783,045	101,158,530	15%	0.4%	0.3%	61%	57%	8%	9%	53%	47%	32%	31%	93%	88%	Yes	Yes		
25224	GREAT DIVIDE INSURANCE COMPANY	98	21%	69,886,540	52,925,946	32%	0.2%	0.2%	82%	89%	11%	3%	71%	85%	33%	35%	114%	124%	No	No		
20303	GREAT NORTHERN INSURANCE COMPANY	38	5%	71,927,292	59,007,924	22%	0.2%	0.2%	73%	72%	9%	10%	64%	62%	27%	27%	100%	99%	No	Yes		
11371	GREAT WEST CASUALTY COMPANY	150	75%	794,971,684	728,076,827	9%	2.6%	2.5%	74%	73%	12%	10%	62%	63%	22%	23%	96%	96%	Yes	Yes		
22322	Greenwich Insurance Company	1285	15%	78,205,673	53,583,155	46%	0.3%	0.2%	110%	71%	15%	11%	94%	61%	53%	52%	163%	123%	No	No		
14117	GRINNELL MUTUAL REINSURANCE COMPANY	518	11%	34,745,669	32,422,210	7%	0.1%	0.1%	62%	56%	8%	8%	54%	48%	32%	31%	95%	87%	Yes	Yes		
29408	Hallmark County Mutual Insurance Company	3478	85%	141,134,088	132,851,501	6%	0.5%	0.5%	68%	68%	13%	12%	55%	56%	41%	41%	109%	108%	No	No		
26808	Hallmark Specialty Insurance Company	3478	29%	33,895,103	32,011,955	6%	0.1%	0.1%	68%	66%	13%	12%	55%	55%	40%	34%	108%	101%	No	No		
26433	Harco National Insurance Company	225	46%	47,466,569	41,205,325	15%	0.2%	0.1%	90%	71%	32%	23%	58%	48%	28%	n/a	118%	98%	No	Yes		
23582	HARLEYSVILLE INSURANCE COMPANY	253	25%	79,277,536	62,562,870	27%	0.3%	0.2%					62%	55%	n/a	n/a						
35696	HARLEYSVILLE PREFERRED INSURANCE COMPANY	253	17%	44,075,526	42,414,447	4%	0.1%	0.1%					97%	76%	n/a	n/a						
26182	Harleysville Worcester Insurance Company	253	21%	88,039,663	53,084,210	66%	0.3%	0.2%					71%	54%	n/a	n/a						
22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	91	15%	112,838,762	43,133,056	162%	0.4%	0.1%	71%	78%	9%	9%	62%	69%	38%	38%	109%	115%	No	No		
19682	HARTFORD FIRE INSURANCE COMPANY	91	9%	146,967,174	138,817,626	6%	0.5%	0.5%	99%	76%	16%	14%	83%	62%	30%	28%	128%	105%	No	No		
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	3%	44,889,768	47,915,459	-6%	0.1%	0.2%	40%	45%	6%	7%	34%	38%	38%	37%	78%	83%	Yes	Yes		
14176	Hastings Mutual Insurance Company		10%	41,405,609	38,198,240	8%	0.1%	0.1%	54%	58%	7%	7%	47%	51%	30%	28%	84%	86%	Yes	Yes		
41343	HDI Gerling America Insurance Company	517	17%	91,526,771	71,492,236	28%	0.3%	0.2%	150%	-312%	7%	-385%	103%	73%	n/a	n/a						
24309	HEREFORD INSURANCE COMPANY	4695	68%	87,028,157	76,278,661	14%	0.3%	0.3%	83%	83%	33%	29%	50%	53%	27%	26%	110%	108%	No	No		
29297	Home State County Mutual Insurance Company	3179	4%	33,207,870	27,377,680	21%	0.1%	0.1%	4%	110%	15%	40%	87%	40%	43%	96%	152%	23%	No	No		
26638	Home-Owners Insurance Company	280	4%	42,639,238	40,290,153	6%	0.1%	0.1%	57%	78%	9%	10%	49%	69%	27%	23%	85%	101%	Yes	No		
25054	HUDSON INSURANCE COMPANY	158	29%	83,067,248	80,438,698	3%	0.3%	0.3%	6%	79%	15%	16%	53%	63%	44%	41%	112%	120%	No	No		
23817	ILLINOIS NATIONAL INSURANCE CO.	12	11%	103,823,855	78,848,813	5%	0.3%	0.3%	128%	89%	24%	17%	104%	72%	28%	26%	156%	115%	No	No		
11738	Infinity Auto Insurance Company	3495	10%	33,773,631	29,579,613	14%	0.1%	0.1%	95%	63%	11%	12%	84%	51%	23%	27%	117%	90%	No	Yes		
20260	Infinity Select Insurance Company	3495	78%	57,779,389	49,609,681	16%	0.2%	0.2%	82%	74%	11%	11%	71%	63%	24%	24%	106%	98%	No	Yes		
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	10%	73,172,681	63,911,659	14%	0.2%	0.2%	67%	76%	7%	8%	60%	68%	37%	34%	103%	110%	No	No		
12203	JAMES RIVER INSURANCE COMPANY	3494	24%	73,303,667	34,507,409	112%	0.2%	0.1%	52%	81%	14%	29%	38%	52%	66%	62%	108%	147%	No	No		
26077	LANCER INSURANCE COMPANY	456	92%	246,765,767	226,859,370	9%	0.8%	0.8%	82%	70%	17%	17%	65%	53%	28%	30%	110%	100%	No	No		
19437	LEXINGTON INSURANCE COMPANY	12	5%	180,598,550	198,590,506	-9%	0.6%	0.7%	99%	99%	25%	7%	74%	92%	26%	25%	125%	124%	No	No		
42404	Liberty Insurance Corporation	111	1%	34,336,499	27,073,988	27%	0.1%	0.1%	92%	72%	11%	11%	81%	61%	30%	31%	122%	102%	No	No		
23035	Liberty Mutual Fire Insurance Company	111	7%	338,380,677	359,456,529	-6%	1.1%	1.2%	86%	72%	10%	13%	76%	59%	44%	42%	103%	113%	No	No		
38970	Markel Insurance Company	785	10%	54,742,903	57,190,846	-4%	0.2%	0.2%	56%	82%	9%	13%	47%	69%	34%	39%	90%	121%	Yes	No		
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	8%	43,186,981	48,064,180	-10%	0.1%	0.2%	79%	81%	10%	10%	68%	70%	34%	39%	112%	115%	No	No		
23329	Merchants Mutual Insurance Company	226	22%	41,693,054	42,366,574	-2%	0.1%	0.1%	61%	45%	11%	8%	50%	37%	35%	36%	97%	81%	Yes	Yes		
21687	MID-CENTURY INSURANCE COMPANY	212	3%	89,810,116	87,439,178	3%	0.3%	0.3%	74%	83%	11%	12%	63%	71%	40%	43%	114%	126%	No	No		
26662	MILWAUKEE CASUALTY INSURANCE CO.	2538	31%	39,116,213	25,533,075	53%	0.1%	0.1%	68%	72%	13%	10%	56%	62%	40%	39%	108%	111%	No	No		
14621	MOTORISTS MUTUAL INSURANCE COMPANY	291	17%	76,298,226	67,515,341	13%	0.2%	0.2%	79%	60%	15%	11%	65%	49%	38%	37%	117%	97%	No	Yes		
22012	MOTORS INSURANCE CORPORATION	79	100%	126,644,015	122,609,516	3%	0.4%	0.4%	67%	112%	4%	5%	63%	107%	27%	31%	93%	143%	Yes	No		
14761	MUTUAL OF ENUMCLAW INSURANCE COMPANY	333	14%	38,530,142	36,473,743	6%	0.1%	0.1%	82%	70%	13%	14%	69%	56%	32%	33%	113%	103%	No	No		
23663	National American Insurance Company	14%	26%	32,652,921	34,501,664	-5%	0.1%	0.1%	77%	78%	11%	10%	66%	68%	46%	40%	123%	118%	No	No		
11991	National Casualty Company	140	37%	312,802,974	337,860,933	-7%	1.0%	1.2%	86%	87%	10%	12%	76%	76%	37%	38%	123%	126%	No	No		
10243	NATIONAL CONTINENTAL INSURANCE COMPANY	155	98%	91,538,599	71,879,741	27%	0.3%	0.2%	89%	101%	16%	17%	73%	84%	22%	23%	111%	124%	No	No		
20079	NATIONAL FIRE & MARINE INSURANCE COMPANY	31	8%	59,643,752	44,690,948	33%	0.2%	0.2%	56%	62%	17%	17%	39%	45%	24%	25%	80%	87%	Yes	Yes		
20478	NATIONAL FIRE INSURANCE COMPANY OF HARTFORD	218	9%	42,581,271	43,022,268	-1%	0.1%	0.1%	105%	138%	15%	13%	90%	125%	34%	34%	139%	172%	No	No		
20087	NATIONAL INDEMNITY COMPANY	31	79%	210,866,050	183,048,154	15%	0.7%	0.6%	70%	66%	18%	16%	52%	50%	28%	28%	98%	94%	Yes	Yes		
42137	NATIONAL INDEMNITY COMPANY OF THE SOUTH	31	92%	96,381,367	79,564,244	21%	0.3%	0.3%	80%	77%	20%	19%	61%	58%	27%	27%	107%	104%	No	No		
32620	National Interstate Insurance Company	84	54%	253,939,533	275,481,011	-8%	0.8%	1.0%	92%	88%	16%	16%	76%	72%	24%	24%	116%	112%	No	No		
20052	NATIONAL LIABILITY & FIRE INSURANCE COMPANY	31	50%	394,359,145	311,330,543	27%	1.3%	1.1%	73%	66%	18%	17%	55%	49%	26%	27%	100%	93%	Yes	Yes		
22608	National Specialty Insurance Company	93	37%	57,796,008	25,383,028	128%	0.2%	0.1%	88%	176%	17%	49%	71%	127%	72%	66%	160%	242%	No	No		
20141	National Trust Insurance Company	474	24%	48,794,949	45,828,316	6%	0.2%	0.2%	84%	79%	11%	12%	73%	67%	32%	33%	116%	112%				

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NAIC Code	Company Name	Group Code	Product Mix *	2015		2014		Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
					Chg from Prior																
24015	NORTHLAND INSURANCE COMPANY	3548	86%	325,522,958	293,580,597	11%	1.0%	1.0%	69%	66%	8%	9%	61%	57%	35%	36%	105%	102%	No	No	
23248	Occidental Fire and Casualty Company of North Carolina	225	15%	74,704,962	121,641,420	-39%	0.2%	0.4%	86%	107%	16%	19%	69%	87%	35%	34%	121%	141%	No	No	
24082	OHIO SECURITY INSURANCE COMPANY	111	22%	281,095,388	202,853,872	39%	0.9%	0.7%	71%	75%	11%	12%	59%	63%	39%	39%	110%	114%	No	No	
24139	Old Republic General Insurance Corporation	150	10%	37,918,589	41,064,717	-8%	0.1%	0.1%	158%	94%	30%	18%	128%	76%	31%	30%	189%	124%	No	No	
24147	OLD REPUBLIC INSURANCE COMPANY	150	10%	115,777,063	94,359,513	23%	0.4%	0.3%	55%	114%	10%	22%	45%	92%	15%	15%	70%	129%	Yes	No	
10353	OOIDA Risk Retention Group, Inc.	10353	99%	53,021,028	50,709,584	5%	0.2%	0.2%	81%	111%	12%	13%	68%	98%	21%	33%	102%	144%	No	No	
32700	Owners Insurance Company	280	14%	267,787,341	237,924,282	13%	0.9%	0.8%	72%	70%	12%	9%	60%	61%	29%	27%	101%	97%	No	Yes	
18333	Peerless Indemnity Insurance Company	111	39%	89,406,954	106,408,354	-16%	0.3%	0.4%	77%	68%	12%	11%	65%	57%	39%	39%	116%	107%	No	No	
24198	Peerless Insurance Company	111	14%	52,556,142	78,711,999	-33%	0.2%	0.3%	71%	58%	11%	12%	59%	46%	40%	38%	111%	97%	No	Yes	
24228	PEKIN INSURANCE COMPANY	153	16%	61,130,095	56,451,619	8%	0.2%	0.2%	81%	74%	11%	9%	69%	64%	34%	33%	114%	107%	No	No	
14974	Pennsylvania Lumbermens Mutual Insurance Company	24%	24%	54,821,425	33,318,462	65%	0.2%	0.1%	81%	89%	12%	8%	69%	80%	31%	31%	112%	120%	No	No	
14990	PENNSYLVANIA NATIONAL MUTUAL CASUALTY INSURANCE COMPANY	271	12%	63,807,400	66,408,245	-4%	0.2%	0.2%	65%	66%	9%	9%	57%	57%	35%	35%	100%	102%	No	No	
18058	PHILADELPHIA INDEMNITY INSURANCE COMPANY	3098	17%	485,622,523	464,370,662	5%	1.6%	1.6%	82%	82%	13%	11%	70%	71%	30%	30%	113%	112%	No	No	
30945	Plaza Insurance Company	175	76%	110,876,361	75,364,338	47%	0.4%	0.3%	85%	86%	18%	20%	67%	66%	45%	49%	130%	135%	No	No	
37257	Praetorian Insurance Company	796	29%	187,418,662	172,443,777	9%	0.6%	0.6%	84%	86%	12%	9%	72%	56%	51%	51%	136%	117%	No	No	
24260	PROGRESSIVE CASUALTY INSURANCE COMPANY	155	13%	160,068,610	124,295,422	29%	0.5%	0.4%	71%	66%	12%	12%	59%	54%	24%	25%	96%	90%	Yes	Yes	
29203	PROGRESSIVE COUNTY MUTUAL INSURANCE COMPANY	155	14%	245,111,942	207,632,649	18%	0.8%	0.7%	62%	60%	11%	11%	51%	49%	24%	24%	86%	83%	Yes	Yes	
10193	PROGRESSIVE EXPRESS INSURANCE COMPANY	155	82%	327,102,502	292,457,795	12%	1.1%	1.0%	74%	71%	13%	12%	62%	59%	23%	23%	97%	94%	Yes	Yes	
10067	PROGRESSIVE HAWAII INSURANCE CORP.	155	20%	32,787,312	28,462,666	15%	0.1%	0.1%	50%	37%	10%	10%	40%	27%	23%	23%	73%	60%	Yes	Yes	
10187	PROGRESSIVE MICHIGAN INSURANCE COMPANY	155	8%	32,880,092	31,867,957	3%	0.1%	0.1%	85%	82%	12%	13%	73%	69%	25%	25%	111%	107%	No	No	
35190	PROGRESSIVE MOUNTAIN INSURANCE COMPANY	155	16%	66,139,220	52,280,599	27%	0.2%	0.2%	65%	63%	12%	11%	53%	52%	25%	25%	90%	88%	Yes	Yes	
38628	PROGRESSIVE NORTHERN INSURANCE COMPANY	155	12%	159,225,415	143,411,964	11%	0.5%	0.5%	58%	62%	11%	11%	47%	51%	25%	25%	83%	86%	Yes	Yes	
44695	PROGRESSIVE PALOVERDE INSURANCE COMPANY	155	12%	42,247,065	37,176,545	14%	0.1%	0.1%	69%	69%	14%	13%	55%	55%	24%	23%	93%	92%	Yes	Yes	
37834	PROGRESSIVE PREFERRED INSURANCE COMPANY	155	7%	48,071,441	8,375,105	474%	0.2%	0.0%	61%	46%	11%	11%	50%	36%	24%	27%	85%	73%	Yes	Yes	
38784	PROGRESSIVE SOUTHEASTERN INSURANCE COMPANY	155	20%	72,063,137	59,635,905	21%	0.2%	0.2%	66%	68%	11%	11%	55%	57%	23%	23%	89%	91%	Yes	Yes	
32786	PROGRESSIVE SPECIALTY INSURANCE COMPANY	155	3%	38,898,428	35,295,993	10%	0.1%	0.1%	63%	58%	11%	12%	52%	47%	25%	25%	88%	83%	Yes	Yes	
12416	Protective Insurance Company	867	32%	107,475,097	109,945,514	-2%	0.3%	0.4%	41%	68%	8%	3%	33%	60%	39%	34%	80%	102%	Yes	No	
39217	QBE INSURANCE CORPORATION	796	9%	110,220,673	93,163,261	18%	0.4%	0.3%	62%	63%	6%	10%	56%	54%	55%	43%	117%	106%	No	No	
11673	REDWOOD FIRE AND CASUALTY INSURANCE COMPANY	31	19%	52,627,203	35,836,926	47%	0.2%	0.1%	82%	94%	13%	2%	70%	76%	23%	24%	106%	118%	No	No	
12475	REPUBLIC-FRANKLIN INSURANCE COMPANY	201	25%	48,124,603	42,291,154	14%	0.2%	0.1%	81%	73%	12%	12%	69%	61%	35%	36%	116%	108%	No	No	
13056	RLI INSURANCE COMPANY	783	20%	94,338,623	72,092,200	31%	0.3%	0.2%	58%	60%	10%	10%	48%	50%	34%	34%	92%	94%	Yes	Yes	
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	25%	36,209,227	34,571,007	5%	0.1%	0.1%	65%	72%	10%	9%	55%	63%	30%	35%	95%	107%	Yes	No	
39454	SAFETY INSURANCE COMPANY	188	11%	68,782,644	58,176,010	18%	0.2%	0.2%	82%	85%	12%	10%	70%	75%	24%	25%	107%	110%	Yes	No	
15580	Scottsdale Indemnity Company	140	20%	51,008,648	50,731,516	1%	0.2%	0.2%	85%	95%	13%	15%	72%	79%	38%	38%	123%	133%	No	No	
41297	Scottsdale Insurance Company	140	4%	63,629,439	69,335,484	-8%	0.2%	0.2%	89%	84%	15%	13%	74%	71%	34%	28%	122%	113%	No	No	
22543	SECURA Insurance, A Mutual Company	96	20%	79,578,192	72,583,700	10%	0.3%	0.3%	83%	74%	9%	11%	75%	63%	33%	33%	117%	107%	No	No	
19879	SECURITY NATIONAL INSURANCE COMPANY	2538	4%	32,434,500	21,151,256	53%	0.1%	0.1%	109%	85%	19%	18%	90%	67%	41%	42%	150%	126%	No	No	
14376	Selective Casualty Insurance Company	242	20%	35,718,447	37,415,673	-5%	0.1%	0.1%	42%	41%	8%	7%	34%	34%	36%	35%	77%	76%	Yes	Yes	
12572	SELECTIVE INSURANCE COMPANY OF AMERICA	242	19%	85,055,897	74,569,120	14%	0.3%	0.3%	76%	68%	9%	9%	67%	59%	35%	34%	111%	101%	No	No	
19259	SELECTIVE INSURANCE COMPANY OF SOUTH CAROLINA	242	15%	84,507,330	75,990,510	11%	0.3%	0.3%	66%	67%	9%	9%	57%	58%	35%	33%	100%	100%	No	No	
39926	SELECTIVE INSURANCE COMPANY OF THE SOUTHEAST	242	15%	72,945,382	62,550,617	17%	0.2%	0.2%	56%	57%	8%	8%	48%	50%	35%	33%	91%	90%	Yes	Yes	
26301	SELECTIVE WAY INSURANCE COMPANY	242	25%	54,612,240	52,119,669	5%	0.2%	0.2%	98%	95%	12%	11%	85%	84%	36%	33%	133%	127%	No	No	
11000	SENTINEL INSURANCE COMPANY, LTD.	91	11%	167,083,534	217,800,367	-23%	0.5%	0.8%	78%	79%	10%	11%	68%	68%	37%	37%	115%	116%	No	No	
24988	SENTRY INSURANCE A MUTUAL COMPANY	169	16%	78,255,191	70,652,389	11%	0.3%	0.2%	70%	67%	12%	12%	58%	55%	28%	25%	98%	92%	Yes	Yes	
21180	SENTRY SELECT INSURANCE COMPANY	169	57%	267,907,957	231,353,524	16%	0.9%	0.8%	77%	79%	15%	14%	63%	65%	30%	28%	107%	106%	No	No	
27863	Southern County Mutual Insurance Company	3489	14%	40,645,323	28,542,715	42%	0.1%	0.1%	75%	80%	10%	12%	65%	69%	37%	35%	112%	115%	No	No	
14207	Spirit Commercial Auto Risk Retention Group Inc	14207	100%	45,330,223	47,069,172	-4%	0.1%	0.2%	78%	85%	8%	8%	70%	78%	31%	24%	109%	109%	No	No	
24767	ST. PAUL FIRE AND MARINE INSURANCE COMPANY	3548	21%	92,437,918	93,663,272	-1%	0.3%	0.3%	57%	63%	10%	10%	47%	53%	34%	34%	91%	97%	Yes	Yes	
38318	Starr Indemnity & Liability Company	4670	7%	99,050,693	73,024,842	36%	0.3%	0.3%	85%	70%	7%	12%	78%	59%	25%	23%	111%	93%	Yes	Yes	
25127	STATE AUTO PROPERTY & CASUALTY INSURANCE COMPANY	175	12%	82,089,709	83,058,172	-1%	0.3%	0.3%	86%	62%	11%	8%	75%	54%	33%	37%	119%	99%	No	Yes	
25135	STATE AUTOMOBILE MUTUAL INSURANCE COMPANY	175	15%	70,296,790	70,586,037	-0%	0.2%	0.2%	95%	70%	12%	9%	82%	61%	31%	35%	125%	104%	No	No	
25143	State Farm Fire and Casualty Company	176	0%	54,483,293	51,037,753	7%	0.2%	0.2%	85%	94%	18%	18%	67%	76%	22%	22%	107%	116%	No	No	
25178	State Farm Mutual Automobile Insurance Company	176	1%	408,203,598	372,377,974	10%	1.3%	1.3%	85%	88%	19%	18%	66%	70%	27%	26%	112%	114%	No	No	
12831	State National Insurance Company, Inc.	93	16%	92,092,988	63,357,639	45%	0.3%	0.2%	81%	105%	19%	18%	63%	86%	66%	59%	148%	164%	No	No	
26387	STEADFAST INSURANCE COMPANY	212	4%	47,018,893	3,146,651	1394%	0.2%	0.0%	146%	78%	16%	9%	130%	69%	26%	46%	172%	125%	No	No	
42376	TECHNOLOGY INSURANCE COMPANY, INC.	2538	4%	36,913,088	22,127,568	67%	0.1%	0.1%	128%	86%	17%	13%	111%	73%	41%	39%	169%	125%	No	No	
25615	THE CHARTER OAK FIRE INSURANCE COMPANY	3548	14%	193,054,445	201,806,847	-4%	0.6%	0.7%	74%	71%	9%	10%	65%	61%	31%	32%	105%	102%	No	No	
35289	THE CONTINENTAL INSURANCE COMPANY	218	17%	65,089,507	67,352,403	-3%	0.2%	0.2%	74%	101%	12%	13%	62%	88%	33%	35%	107%	136%	No	No	
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NAIC Code	Company Name	Group Code	Product Mix *	2015			2014			Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	Chg from Prior	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	
20494	TRANSPORTATION INSURANCE COMPANY	218	14%	39,508,839	37,544,776	5%	0.1%	0.1%	68%	94%	8%	11%	60%	83%	33%	35%	101%	129%	No	No			
19046	TRAVELERS CASUALTY INSURANCE COMPANY OF AMERICA	3548	14%	139,240,916	152,428,110	-9%	0.4%	0.5%	68%	78%	8%	11%	60%	67%	31%	34%	99%	111%	Yes	No			
25674	Travelers Property Casualty Company Of America	3548	8%	400,569,490	390,224,014	3%	1.3%	1.3%	73%	68%	11%	13%	62%	55%	28%	28%	101%	96%	No	Yes			
21709	TRUCK INSURANCE EXCHANGE TRUCK UNDERWRITERS ASS	212	13%	96,246,314	96,031,954	0%	0.3%	0.3%	66%	62%	14%	11%	52%	52%	40%	43%	106%	105%	No	No			
25844	UNION INSURANCE COMPANY	98	25%	68,660,967	65,149,326	5%	0.2%	0.2%	72%	58%	8%	6%	64%	52%	34%	34%	105%	92%	No	Yes			
11770	UNITED FINANCIAL CASUALTY COMPANY	155	57%	559,883,794	500,509,190	12%	1.8%	1.7%	65%	66%	12%	11%	53%	54%	25%	25%	90%	91%	Yes	Yes			
13021	UNITED FIRE & CASUALTY COMPANY	248	23%	129,283,813	109,622,289	18%	0.4%	0.4%	82%	71%	14%	13%	68%	58%	31%	31%	114%	102%	No	No			
12537	United Specialty Insurance Company	93	19%	102,442,479	50,345,993	103%	0.3%	0.2%	59%	64%	5%	7%	55%	57%	61%	52%	120%	116%	No	No			
21113	UNITED STATES FIRE INSURANCE COMPANY	158	9%	74,926,393	61,614,678	22%	0.2%	0.2%	69%	53%	12%	9%	57%	44%	35%	34%	103%	88%	No	Yes			
41181	UNIVERSAL UNDERWRITERS INSURANCE COMPANY	212	56%	306,755,939	293,293,363	5%	1.0%	1.0%	78%	88%	16%	17%	62%	71%	34%	36%	113%	124%	No	No			
20508	VALLEY FORGE INSURANCE COMPANY	218	11%	48,842,324	54,165,340	-10%	0.2%	0.2%	84%	88%	10%	12%	74%	76%	32%	34%	117%	122%	No	No			
21172	VANLINER INSURANCE COMPANY	84	34%	51,525,863	51,088,441	1%	0.2%	0.2%	82%	88%	12%	15%	69%	73%	27%	27%	109%	115%	No	No			
25011	WESCO INSURANCE COMPANY	2538	21%	325,683,372	210,634,024	55%	1.0%	0.7%	96%	89%	10%	9%	86%	79%	44%	45%	140%	134%	No	No			
44393	WEST AMERICAN INSURANCE COMPANY	111	25%	77,242,482	62,624,518	23%	0.2%	0.2%	66%	62%	11%	10%	56%	52%	39%	40%	106%	102%	No	No			
15350	WEST BEND MUTUAL INSURANCE COMPANY		9%	91,041,493	83,119,827	10%	0.3%	0.3%	63%	64%	11%	12%	52%	52%	36%	34%	99%	98%	Yes	Yes			
37150	WESTERN HERITAGE INSURANCE COMPANY	140	32%	55,035,760	53,862,817	2%	0.2%	0.2%	97%	75%	14%	12%	83%	62%	37%	38%	134%	113%	No	No			
15377	WESTERN NATIONAL MUTUAL INSURANCE COMPANY	309	12%	33,771,065	31,532,258	7%	0.1%	0.1%	56%	66%	9%	10%	47%	56%	28%	28%	83%	94%	Yes	Yes			
24112	Westfield Insurance Company	228	24%	310,557,195	292,996,423	6%	1.0%	1.0%	88%	85%	14%	12%	74%	73%	32%	31%	120%	116%	No	No			
13234	Wilshire Insurance Company	225	59%	97,867,058	71,009,290	38%	0.3%	0.2%	147%	87%	16%	16%	131%	71%	30%	31%	177%	119%	No	No			
16535	ZURICH AMERICAN INSURANCE COMPANY	212	12%	707,192,883	611,029,327	16%	2.3%	2.1%	111%	101%	20%	19%	91%	81%	37%	38%	147%	139%	No	No			
Total for companies with <0.1% Market Share ****				4,528,744,020	4,727,779,363	-4%	14.6%	16.3%	5%	8%	2%	6%	1%	1%	32%	32%	37%	40%	Yes	Yes			
TOTAL				31,072,966,267	28,943,830,134	7.4%	100%	100%	80%	77%	14%	13%	66%	64%	32%	32%	112%	109%	No	No			

* Product Mix is percent of companies total business in this Line of Business in NH in the current year

** The Herfindahl-Hirschman Index (HHI) is a measure of the size of firms in relationship to the industry and an indicator of the amount of competition among them.

An index below 1500 indicates an unconcentrated index

An index between 1500 and 2500 indicates moderate concentration

An index above 2500 indicates high concentration

*** Expense Ratio is made up of a state & line specific Commission & Brokerage figure and Taxes, Licenses & Fees figure and a countrywide companywide general expense figure, to be used for comparison purposes only and to develop a combined ratio

**** There are 662 companies which have less than 0.1% market share.