

## **Market Competition in the New Hampshire Homeowners Insurance Marketplace (2014-2015)**

Homeowners insurance is offered by many insurers in New Hampshire. This report looks at the New Hampshire homeowners insurance market and will form the basis for whether we believe the market to be competitive or non-competitive. It will also discuss any other issues found that may be of interest to regulators or consumers.

### **General Information:**

Homeowners insurance is a package policy that includes property and liability coverages. The contract provides insurance against any of the property or liability perils to which a homeowner (including condo/coop owners) or renter is exposed. For property (and from a high level view), structures and contents are covered on owners forms; contents only are covered on renters forms.

There aren't any characteristics of the New Hampshire homeowners insurance market that differentiate it in any significant way from most other states. Like other states, flood insurance is not provided on a homeowners insurance policy in New Hampshire. Flood insurance coverage is available through the National Flood Insurance Program. The most common weather hazard in New Hampshire is flooding, and the state has seen significant flooding in past years which makes it important that consumers understand the nature and availability of flood insurance.

### **The Homeowners Insurance Market in New Hampshire**

There are about 127 companies with some level of homeowners insurance premiums written in either 2014 or 2015. Many individual insurance companies are parts of groups of affiliated insurers, and many of these groups have more than one company that writes homeowners insurance in New Hampshire. In fact, 27 affiliated groups (most with multiple homeowners companies) account for 95% of the total homeowners premium in 2015. Homeowners insurance premiums written statewide were approximately \$373MM in 2014 and \$383MM in 2015, a year over year increase of 2.7%. We reviewed filing activity during 2015 and 2014; rate changes filed during this period impact premiums in 2015. The overall filed change impacting 2015 was approximately +2.2%, consistent with the increase in premium from 2014 into 2015.

### **State Analysis:**

Exhibit I shows premium and market share information for companies writing homeowners insurance in New Hampshire during 2014 or 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 New Hampshire specific homeowners commissions and taxes, licenses and 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 homeowners. 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.

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Although 41 of the 75 companies with greater than 0.1% of the 2015 premium are profitable, the estimated aggregate combined ratio in New Hampshire was slightly over 100%. This is a change from 2014 for which we now estimate the aggregate combined ratio to be 83%. This increase in market combined ratio is likely due to a relative increase in incurred losses in the market. However, only 14 of the companies writing in New Hampshire had an underwriting loss in both years. Note that a company's combined ratio does not account for investment returns the company may earn as it holds on to policyholder funds and reserves. Investment earnings often allow a company to make a profit even in the event of an underwriting loss.

In our review of homeowners insurers in New Hampshire, we first look at the concentration of business in the various companies and groups of companies. There are three companies with five percent or more of the market in 2015.

The top five companies writing homeowners insurance in New Hampshire are:

<b>Written Premiums by Individual Company</b>	<b>2015 Written Premium</b>	<b>2014 Written Premium</b>	<b>2015 Market Share</b>	<b>2014 Market Share</b>
State Farm Fire And Casualty Company	40,205,126	38,942,584	10.5%	10.4%
Safeco Insurance Company Of America	20,460,397	20,347,624	5.3%	5.5%
Concord General Mutual Insurance Company	19,214,088	19,343,515	5.0%	5.2%
Liberty Insurance Corporation	18,334,841	15,209,087	4.8%	4.1%
Liberty Mutual Fire Insurance Company	17,208,795	18,374,488	4.5%	4.9%
	<b>115,423,247</b>	<b>112,217,298</b>	<b>30.1%</b>	<b>30.1%</b>

The table above shows that 30% of total New Hampshire Homeowners premiums are written in the top five companies, with the remaining 70% split among the remaining companies. Three of the largest five companies (two Liberty companies and Safeco) are members of the same group, Liberty Mutual Group.

The top five groups of affiliated companies writing homeowners insurance in New Hampshire are:

<b>Written Premiums by Group</b>	<b>2015 Written Premium</b>	<b>2014 Written Premium</b>	<b>2015 Market Share</b>	<b>2014 Market Share</b>	<b># Companies in Group with NH Premium</b>
Liberty Mutual Group	58,587,313	56,306,128	15.3%	15.1%	9
State Farm Mutual Group	40,205,126	38,942,584	10.5%	10.4%	1
Allstate Group	32,544,344	30,834,790	8.5%	8.3%	6
United Serv Automobile Group	23,714,287	22,564,356	6.2%	6.0%	4
Concord General Group	20,059,205	20,250,828	5.2%	5.4%	2
	<b>175,110,275</b>	<b>168,898,686</b>	<b>45.7%</b>	<b>45.3%</b>	

The top five groups of affiliated companies write more than 45% of total New Hampshire premium. The number of individual companies in each group writing homeowners in New Hampshire is also shown.

Despite the concentration in the top five groups, there are many smaller companies and groups that offer homeowners insurance in New Hampshire and each have a small percentage of the business. We look at 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 homeowners insurance in New Hampshire in 2015 is **348**, shown in Exhibit I. If we calculate the HHI by combining companies into groups, excepting those that are standalone companies, then the HHI is **620**. An index below 1500 suggests an unconcentrated marketplace, an index from 1500 to 2500 indicates a moderately concentrated marketplace, and an index above 2500 indicates a highly concentrated

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marketplace. Thus, whether we look at companies individually or in groups of affiliated companies, the HHI for homeowners insurance indicates an unconcentrated market. This indication is consistent with the total number of insurers writing homeowners insurance in the state.

### 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	1,408,185	1,379,750	25.2%	24.8%	263
Maine	387,943	381,334	32.6%	31.2%	397
Massachusetts	2,155,538	2,072,114	29.4%	29.4%	307
New Hampshire	383,096	373,119	30.1%	30.1%	348
Rhode Island	370,153	353,593	34.7%	34.3%	452
Vermont	190,047	184,161	37.9%	38.9%	434
<b>New England</b>	<b>4,894,961</b>	<b>4,744,072</b>	<b>19.2%</b>	<b>19.2%</b>	<b>174</b>

Connecticut and Massachusetts are the two largest markets; all states (and the entire New England region) show present unconcentrated homeowners markets.

The top five companies in the other New England states are as follows:

	<b>2015 Written Premium</b>	<b>2015 Market Share</b>	<b>GROUP</b>
<b>Connecticut</b>			
Allstate Insurance Company	89,773,748	6.4%	Allstate Group
State Farm Fire And Casualty Company	73,026,308	5.2%	State Farm Mutual Group
The Travelers Home And Marine Insurance Co	66,417,961	4.7%	Travelers Cos & Affil
Amica Mutual Insurance Company	65,995,109	4.7%	Amica Mutual Group
Great Northern Insurance Company	59,556,085	4.2%	Chubb Group
<b>Maine</b>			
State Farm Fire And Casualty Company	48,098,782	12.4%	State Farm Mutual Group
Mmg Insurance Company	21,214,925	5.5%	Mmg Ins Co
Patrons Oxford Insurance Company	20,368,392	5.3%	Quincy Mutual Group
Concord General Mutual Insurance Company	19,925,828	5.1%	Concord General Group
Massachusetts Bay Insurance Company	16,690,572	4.3%	Hanover Ins Co Group
<b>Rhode Island</b>			
Amica Mutual Insurance Company	52,834,723	14.3%	Amica Mutual Group
Allstate Insurance Company	22,112,084	6.0%	Allstate Group
United Property & Casualty Insurance Company	20,825,277	5.6%	United Prop & Cas Ins Co
Narragansett Bay Insurance Company	16,637,098	4.5%	Narragansett Bay Ins Co
Allstate Property And Casualty Insurance Co	16,066,871	4.3%	Allstate Group

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	2015 Written Premium	2015 Market Share	GROUP
<b>Vermont</b>			
Co-Operative Insurance Companies	20,376,098	10.7%	Co Operative Ins Co
State Farm Fire And Casualty Company	14,144,466	7.4%	State Farm Mutual Group
Vermont Mutual Insurance Company	13,819,402	7.3%	Vermont Mutual Ins Co Gr
Union Mutual Fire Insurance Company	12,162,103	6.4%	Union Mutual Fire Group
Concord General Mutual Insurance Company	11,548,207	6.1%	Concord General Group
<b>Massachusetts</b>			
Citation Insurance Company	180,895,420	8.4%	Commerce Group
Arbella Mutual Insurance Company	156,185,487	7.2%	Arbella Ins Group
Commerce Insurance Company	107,240,008	5.0%	Commerce Group
Liberty Mutual Fire Insurance Company	97,351,066	4.5%	Liberty Mutual Group
Safety Indemnity Insurance Company	92,651,279	4.3%	Safety Group
<b>New England</b>			
Amica Mutual Insurance Company	220,772,761	4.5%	Amica Mutual Group
Liberty Mutual Fire Insurance Company	197,404,036	4.0%	Liberty Mutual Group
State Farm Fire And Casualty Company	183,323,909	3.7%	State Farm Mutual Group
Citation Insurance Company	180,895,420	3.7%	Commerce Group
Arbella Mutual Insurance Company	156,185,487	3.2%	Arbella Ins Group

There is quite a bit of overlap with the lists for the various New England states. In fact, if one looks at the entire region, the five top companies are Liberty Mutual Fire Insurance Company, Amica Mutual Insurance Company, State Farm Fire and Casualty Insurance Company, Citation Insurance Company and Arbella Mutual Insurance Company – and each New England state’s top five includes at least one of the top five regional insurers.

Exhibit II shows information consistent with that shown in Exhibit I, but for all New England states combined. There are approximately 220 insurers writing homeowners insurance in New England compared with the nearly 120 in New Hampshire. The HHI for New England as a whole is 174.

The New England region is showing significantly higher loss ratio for 2015 (80%) relative to 2014 (39%) which results in a unprofitable estimated aggregate combined ratio of 121%. This is a significant change from a newly estimated combined ratio of 81% for 2014.

Exhibit III shows the same information totaled on a countrywide basis for all companies writing homeowners insurance in the US.

The top five companies on a countrywide basis are:

Written Premiums by Individual Company	2015 Written Premium	2014 Written Premium	2015 Market Share	2014 Market Share
State Farm Fire And Casualty Company	13,685,868,356	13,103,342,484	15.4%	14.7%
United Services Automobile Association	2,480,327,682	2,408,964,365	2.8%	2.7%
Allstate Insurance Company	2,298,572,181	2,416,395,147	2.6%	2.7%
State Farm Lloyds	1,739,353,757	1,990,390,755	2.0%	2.2%
American Family Mutual Insurance Co	1,731,306,182	1,688,005,063	1.9%	1.9%
	<b>21,935,428,158</b>	<b>21,607,097,814</b>	<b>24.6%</b>	<b>24.3%</b>

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There are approximately 960 insurers with premiums in 2014 or 2015 countrywide. State Farm Fire & Casualty Company is by far the largest writer of homeowners insurance, with more than 15% of the total premium written. The next four largest writers represent about 9% of the total countrywide written premium. Homeowners insurance premium is more weighted to the top five insurers in New Hampshire than either New England or countrywide. The top five writers in New Hampshire account for 30% of homeowners premium written while the top five writers in New England and countrywide account for 19% and 25% respectively. The countrywide HHI is **302**, which indicates an unconcentrated market.

### **Premium Comparisons**

The New Hampshire Insurance Department provides premium comparison exhibits on its website that display estimated actual premiums a representative insured could pay for homeowners insurance in New Hampshire, depending on where they live. Premiums are shown for the top 35 insurers writing homeowners insurance in the state. This information is provided to help consumers understand the availability of homeowners insurance in New Hampshire as well as some of their options when shopping for coverage. These exhibits can be found at: [http://www.nh.gov/insurance/pc/prem\\_comp\\_ho.htm](http://www.nh.gov/insurance/pc/prem_comp_ho.htm)

### **Summary & Conclusions:**

**We believe that this material demonstrates that there is a reasonable degree of competition in the NH Homeowners insurance marketplace.**

# NEW HAMPSHIRE SPECIFIC COMPETITIVE DATA BY COMPANY

## Homeowners

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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	
19240	ALLSTATE INDEMNITY COMPANY	8	64%	8,060,354	8,372,627	-4%	2.1%	2.2%	65%	56%	8%	9%	57%	46%	26%	27%	90%	82%	Yes	Yes			
19232	ALLSTATE INSURANCE COMPANY	8	36%	8,235,957	8,357,561	-1%	2.1%	2.2%	78%	40%	9%	9%	69%	31%	24%	26%	102%	65%	No	Yes			
17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPANY	8	63%	15,615,779	13,393,144	17%	4.1%	3.6%	80%	40%	9%	10%	71%	30%	25%	26%	105%	66%	No	Yes			
10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	19	15%	1,660,405	1,560,583	6%	0.4%	0.4%	36%	47%	4%	5%	32%	43%	53%	49%	89%	96%	Yes	Yes			
23469	American Modern Home Insurance Company	361	20%	547,271	541,746	1%	0.1%	0.1%	40%	32%	3%	3%	37%	29%	33%	31%	73%	63%	Yes	Yes			
19976	AMICA MUTUAL INSURANCE COMPANY	28	34%	15,975,415	15,267,324	5%	4.2%	4.1%	67%	28%	10%	8%	58%	19%	25%	25%	92%	52%	Yes	Yes			
18279	BANKERS STANDARD INSURANCE COMPANY	626	51%	974,095	566,135	72%	0.3%	0.2%	65%	91%	12%	12%	52%	78%	36%	35%	101%	126%	No	No			
19771	CAMBRIDGE MUTUAL FIRE INSURANCE COMPANY	22	55%	6,382,518	6,405,191	-0%	1.7%	1.7%	98%	49%	9%	7%	89%	42%	36%	38%	134%	87%	No	Yes			
25950	CASCO INDEMNITY COMPANY	963	28%	424,576	295,651	44%	0.1%	0.1%	54%	89%	11%	13%	44%	76%	35%	33%	90%	122%	Yes	No			
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	21%	2,307,386	1,889,590	22%	0.6%	0.5%	68%	82%	5%	5%	63%	77%	33%	33%	101%	115%	No	No			
19402	CHARTIS PROPERTY CASUALTY COMPANY	12	49%	1,438,278	1,290,543	11%	0.4%	0.3%	96%	45%	14%	9%	82%	36%	35%	33%	130%	77%	No	Yes			
10677	CINCINNATI INSURANCE COMPANY	244	13%	1,773,959	1,796,112	-1%	0.5%	0.5%	70%	84%	7%	7%	63%	77%	31%	32%	102%	117%	No	No			
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	12%	2,002,038	2,467,927	-19%	0.5%	0.7%	47%	23%	6%	7%	40%	16%	37%	37%	83%	59%	Yes	Yes			
34754	COMMERCE INSURANCE COMPANY	411	42%	6,890,904	5,654,503	22%	1.8%	1.5%	103%	71%	13%	11%	90%	60%	36%	37%	139%	108%	No	No			
20672	CONCORD GENERAL MUTUAL INSURANCE COMPANY	45	36%	19,214,088	19,343,515	-1%	5.0%	5.2%	85%	59%	9%	9%	76%	50%	32%	30%	116%	90%	No	Yes			
18686	Co-operative Insurance Companies		35%	5,595,853	5,186,451	8%	1.5%	1.4%	80%	56%	7%	8%	73%	48%	37%	35%	117%	91%	No	Yes			
21261	ELECTRIC INSURANCE COMPANY		21%	628,366	617,785	2%	0.2%	0.2%	30%	24%	9%	9%	21%	15%	18%	18%	48%	42%	Yes	Yes			
15130	ENCOMPASS INDEMNITY COMPANY	8	43%	384,211	440,594	-13%	0.1%	0.1%	28%	-6%	4%	0%	24%	-6%	28%	30%	56%	25%	Yes	Yes			
13803	Farm Family Casualty Insurance Company	408	11%	1,712,819	1,649,188	4%	0.4%	0.4%	85%	19%	11%	7%	74%	12%	33%	32%	118%	51%	No	Yes			
21652	FARMERS INSURANCE EXCHANGE FARMERS GROUP INC., DBA:	212	88%	436,497	494,684	-12%	0.1%	0.1%	39%	29%	4%	8%	35%	21%	33%	36%	72%	65%	Yes	Yes			
20281	FEDERAL INSURANCE COMPANY	38	7%	1,529,873	1,616,057	-5%	0.4%	0.4%	168%	441%	8%	9%	160%	433%	31%	32%	199%	473%	No	No			
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS, MICHIGAN	212	60%	9,913,077	9,492,323	4%	2.6%	2.5%	52%	54%	8%	9%	44%	46%	42%	43%	93%	98%	Yes	Yes			
11800	FOREMOST PROPERTY AND CASUALTY INSURANCE COMPANY	212	72%	1,018,652	972,101	5%	0.3%	0.3%	54%	46%	8%	9%	46%	37%	33%	35%	87%	81%	Yes	Yes			
21253	Garrison Property and Casualty Insurance Company	200	23%	1,124,758	944,997	19%	0.3%	0.3%	86%	36%	6%	6%	80%	30%	13%	13%	99%	49%	Yes	Yes			
20303	GREAT NORTHERN INSURANCE COMPANY	38	38%	1,807,288	1,832,996	-1%	0.5%	0.5%	233%	149%	3%	8%	229%	41%	33%	32%	265%	80%	No	Yes			
22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	91	13%	933,846	1,021,606	-9%	0.2%	0.3%	95%	4%	9%	3%	86%	11%	33%	32%	128%	45%	No	Yes			
37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	91	51%	2,609,619	2,851,210	-8%	0.7%	0.8%	-19%	101%			8%	67%	19%	20%	0%	122%	Yes	No			
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	18%	1,445,396	1,587,612	-9%	0.4%	0.4%	101%	52%	11%	12%	90%	40%	20%	19%	120%	71%	No	Yes			
14192	Hingham Mutual Fire Insurance Company	787	87%	1,169,636	1,308,775	-11%	0.3%	0.4%	41%	16%	5%	5%	36%	11%	40%	43%	81%	59%	Yes	Yes			
13927	Homesite Insurance Company of the Midwest	501	96%	1,272,267	0		0.3%	0.0%	10%		2%		8%		29%	n/a	39%		Yes				
22578	HORACE MANN INSURANCE COMPANY	300	47%	521,670	532,796	-2%	0.1%	0.1%	-74%	238%	7%	13%	-80%	224%	23%	25%	-50%	263%	Yes	No			
29068	IDS PROPERTY CASUALTY INSURANCE COMPANY	4	73%	1,679,706	1,702,081	-1%	0.4%	0.5%	108%	39%	10%	8%	98%	31%	17%	18%	125%	57%	No	Yes			
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	42%	405,345	0		0.1%	0.0%	5%		3%		2%		44%	n/a	49%		Yes				
15598	INTERINSURANCE EXCHANGE OF THE AUTOMOBILE CLUB	1318	27%	6,497,807	6,275,578	4%	1.7%	1.7%	102%	81%	9%	10%	93%	71%	23%	23%	125%	104%	No	No			
19437	LEXINGTON INSURANCE COMPANY	12	14%	1,032,340	664,005	55%	0.3%	0.2%	60%	28%	9%	7%	52%	21%	30%	30%	90%	58%	Yes	Yes			
42404	Liberty Insurance Corporation	111	81%	18,334,841	15,209,087	21%	4.8%	4.1%	79%	49%	10%	9%	69%	40%	25%	25%	104%	74%	No	Yes			
23035	Liberty Mutual Fire Insurance Company	111	33%	17,208,795	18,374,488	-6%	4.5%	4.9%	55%	39%	9%	8%	46%	32%	29%	30%	84%	69%	Yes	Yes			
33600	LM Insurance Corporation	111	15%	2,210,519	1,906,842	16%	0.6%	0.5%	69%	66%	10%	9%	59%	57%	36%	36%	105%	102%	No	No			
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	58%	12,396,578	12,551,242	-1%	3.2%	3.4%	69%	45%	8%	7%	61%	38%	38%	38%	107%	83%	No	Yes			
19798	MERRIMACK MUTUAL FIRE INSURANCE COMPANY	22	66%	5,440,691	5,239,870	4%	1.4%	1.4%	73%	59%	9%	7%	64%	53%	35%	39%	109%	98%	No	Yes			
34339	METROPOLITAN GROUP PROPERTY AND CASUALTY INSURANCE	241	27%	4,906,320	4,622,545	6%	1.3%	1.2%	80%	42%	9%	9%	71%	33%	22%	23%	102%	65%	No	Yes			
26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE COMP	241	76%	9,961,575	9,660,428	3%	2.6%	2.6%	69%	46%	9%	8%	61%	38%	28%	28%	97%	75%	Yes	Yes			
14532	MIDDLESEX MUTUAL ASSURANCE COMPANY	50	13%	503,386	2,216,831	-77%	0.1%	0.6%	72%	68%	6%	7%	66%	61%	39%	38%	112%	106%	No	No			
15997	MMG Insurance Company		24%	11,287,807	10,348,471	9%	2.9%	2.8%	76%	47%	8%	9%	67%	38%	35%	37%	111%	84%	No	Yes			
43982	Mt. Washington Assurance Corporation	415	33%	6,584,108	5,779,763	14%	1.7%	1.5%	66%	49%	11%	13%	55%	37%	32%	37%	98%	86%	Yes	Yes			
23760	NATIONWIDE GENERAL INSURANCE COMPANY	140	80%	455,181	167,700	171%	0.1%	0.0%	55%	40%	7%	7%	48%	32%	28%	28%	83%	68%	Yes	Yes			
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	52%	2,053,756	2,263,360	-9%	0.5%	0.6%	39%	53%	7%	7%	33%	46%	33%	29%	72%	82%	Yes	Yes			
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPANY	140	65%	2,421,911	2,708,682	-11%	0.6%	0.7%	90%	77%	7%	7%	83%	70%	33%	28%	122%	105%	No	No			
14788	NGM Insurance Company	311	27%	3,828,875	4,249,019	-10%	1.0%	1.1%	98%	62%	7%	6%	91%	56%	39%	38%	138%	100%	No	No			
25992	NORTHERN SECURITY INSURANCE COMPANY, INC	234	48%	1,789,841	1,808,871	-1%	0.5%	0.5%	38%	7%	8%	7%	30%	65%	32%	32%	70%	103%	Yes	No			
40231	OLD DOMINION INSURANCE COMPANY	311	25%	891,066	574,860	55%	0.2%	0.2%	67%	54%	8%	7%	59%	47%	33%	33%	101%	88%	No	Yes			
20346	PACIFIC INDEMNITY COMPANY	38	46%	1,067,533	1,069,965	-0%	0.3%	0.3%	25%	380%	8%	5%	17%	374%	32%	31%	57%	411%	Yes	No			
32069	Patriot Insurance Company	1309	28%	2,637,507	2,572,547	3%	0.7%	0.7%	45%	31%	5%	5%	40%	26%	37%	37%	82%	68%	Yes	Yes			
23175	Phenix Mutual Fire Insurance Company	291	40%	2,615,464	2,829,769	-8%	0.7%	0.8%	67%	32%	15%	7%	52%	25%	41%	39%	108%	71%	No	Yes			
15024	PREFERRED MUTUAL INSURANCE COMPANY		36%	1,072,260	1,044,129	3%	0.3%	0.3%	51%	59%	5%	7%	46%	52%	38%	42%	89%	101%	Yes	No			
12873	Privilege Underwriters Reciprocal Exchange	4664	59%	415,532	188,236	121%	0.1%	0.1%	285%	52%	12%	8%	273%	44%	61%	62%	346%	114%	No	No			
15040	PROVIDENCE MUTUAL FIRE INSURANCE COMPANY	382	44%	3,214,257	3,059,211	5%	0.8%	0.8%	87%	77%	12%	11%	75%	67%	38%	39%	125%	117%	No	No			
24740	SAFECO INSURANCE COMPANY OF AMERICA	111	39%	20,460,397	20,347,624	1%	5.3%	5.5%	55%	52%	10%	11%	45%	41%	44%	44%	99%	96%	Yes	Yes			
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	84%	4,292,275	3,575,917	20%	1.1%	1.0%	114%	77%	9%	10%	105%	67%	34%	35%	148%	111%	No	No			
39454	SAFETY INSURANCE COMPANY	188	14%	2,330,665	1,909,179	22%	0.6%	0.5%	76%	67%	7%	8%	69%	59%	28%	33%	104%	100%	No	Yes			
25143	State Farm Fire and Casualty Company	176	69%	40,205,126	38,942,584	3%	10.5%	10.4%	63%	44%	14%	13%	50%	31%	28%	27%	91%	71%	Yes	Yes			
28479	SUNAPEE MUTUAL FIRE INSURANCE COMPANY	45	99%	845,117	907,313	-7%	0.2%	0.2%	64%	58%	8%	9%	56%	49%	32%	31%	96%	89%	Yes	Yes			
22683	TEACHERS INSURANCE COMPANY	300	42%	1,939,675	1,950,217	-1%	0.5%	0.5%	51%	99%	7%	8%	44%	91%	25%	26%	76%	125%	Yes	No			
19062	THE AUTOMOBILE INSURANCE COMPANY OF HARTFORD, CONN	3548	38%	433,510	492,235	-12%	0.1%	0.1%	27%	49%	3%	9%	24%	40%	37%	38%	64%	87%	Yes	Yes			
19070	THE STANDARD FIRE INSURANCE COMPANY	3548	41%	3,625,801	4,031,829	-10%	0.9%	1.1%	54%	18%	8%	8%	46%	10%	36%	36%	90%	54%	Yes	Yes			
27998	THE TRAVELERS HOME AND MARINE INSURANCE COMPANY	3548	46%	9,340,383	8,969,767	5%	2.5%	2.4%	47%	46%	7%	10%	40%	37%	35%	36%	83%	82%	Yes	Yes			
28188	TRAVCO INSURANCE COMPANY	3548	23%	613,858	585,839	5%	0.2%	0.2%	60%	35%	9%	9%	52%	26%	28%	29%	88%	63%	Yes	Yes			

**NEW HAMPSHIRE SPECIFIC COMPETITIVE DATA BY COMPANY**

**Homeowners**

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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	
				27120	TRUMBULL INSURANCE COMPANY	91	93%	1,515,004	1,179,398	28%	0.4%	0.3%	74%	20%	7%	5%	67%	16%	18%	19%	92%	39%	Yes
21423	UNION INSURANCE COMPANY OF PROVIDENCE	62	83%	444,306	449,559	-1%	0.1%	0.1%	83%	50%	8%	7%	74%	42%	31%	35%	114%	85%	No	Yes			
25860	UNION MUTUAL FIRE INSURANCE COMPANY	195	29%	6,168,533	6,096,136	1%	1.6%	1.6%	47%	91%	9%	8%	39%	84%	39%	40%	86%	131%	Yes	No			
25941	UNITED SERVICES AUTOMOBILE ASSOCIATION	200	40%	12,157,522	11,975,831	2%	3.2%	3.2%	80%	55%	7%	6%	73%	49%	13%	12%	93%	68%	Yes	Yes			
25968	USAA CASUALTY INSURANCE COMPANY	200	35%	7,671,074	7,470,105	3%	2.0%	2.0%	61%	65%	7%	5%	55%	60%	13%	13%	74%	77%	Yes	Yes			
18600	USAA GENERAL INDEMNITY COMPANY	200	26%	2,760,933	2,173,423	27%	0.7%	0.6%	74%	59%	7%	8%	67%	51%	13%	13%	87%	71%	Yes	Yes			
26018	VERMONT MUTUAL INSURANCE COMPANY	234	35%	13,860,249	13,695,145	1%	3.6%	3.7%	92%	54%	7%	6%	85%	48%	33%	35%	126%	89%	No	Yes			
20397	VIGILANT INSURANCE COMPANY	38	66%	3,977,903	3,843,454	3%	1.0%	1.0%	55%	56%	7%	6%	48%	50%	31%	31%	86%	87%	Yes	Yes			
<b>Total for companies with &lt;0.1% Market Share ****</b>				5,843,452	9,684,856	-40%	1.5%	2.6%	74%	52%	8%	6%	66%	47%	15%	15%	89%	68%	Yes	Yes			
<b>TOTAL</b>				<b>383,095,635</b>	<b>373,119,318</b>	<b>2.7%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>70%</b>	<b>53%</b>	<b>8%</b>	<b>8%</b>	<b>62%</b>	<b>45%</b>	<b>30%</b>	<b>30%</b>	<b>100%</b>	<b>83%</b>	<b>No</b>	<b>Yes</b>			

\* 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 66 companies which have less than 0.1% market share.

**NEW ENGLAND (Regional) COMPETITIVE DATA BY COMPANY**

**Homeowners**

HHI Index **	174	174
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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	Chg from Prior	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
10921	ACA Insurance Company	1278	92%	13,751,922	9,873,826	39%	0.3%	0.2%	95%	56%	10%	12%	84%	44%	31%	33%	126%	89%	No	Yes	
19240	ALLSTATE INDEMNITY COMPANY	8	40%	19,855,460	20,384,696	-3%	0.4%	0.4%	67%	64%	10%	10%	57%	55%	26%	27%	93%	92%	Yes	Yes	
19232	ALLSTATE INSURANCE COMPANY	8	38%	132,836,654	134,409,148	-1%	2.7%	2.8%	54%	44%	9%	9%	45%	35%	25%	26%	79%	70%	Yes	Yes	
17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPAN	8	51%	52,172,011	49,082,748	6%	1.1%	1.0%	73%	46%	10%	10%	63%	36%	25%	26%	98%	73%	Yes	Yes	
37907	ALLSTATE VEHICLE AND PROPERTY INSURANCE COMPANY	8	99%	15,520,461	8,524,050	82%	0.3%	0.2%	71%	43%	10%	9%	61%	34%	26%	27%	97%	70%	Yes	Yes	
10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	19	18%	13,965,393	11,805,400	18%	0.3%	0.2%	31%	37%	4%	5%	32%	53%	51%	85%	89%	Yes	Yes		
19941	AMERICAN COMMERCE INSURANCE COMPANY	411	35%	61,061,648	25,094,188	143%	1.2%	0.5%	86%	48%	14%	11%	72%	37%	31%	32%	116%	80%	No	Yes	
23469	American Modern Home Insurance Company	361	12%	6,150,023	5,576,074	10%	0.1%	0.1%	44%	43%	4%	3%	39%	40%	45%	40%	88%	84%	Yes	Yes	
19704	AMERICAN STATES INSURANCE COMPANY	111	64%	8,781,894	4,529,757	94%	0.2%	0.1%	132%	40%	10%	9%	122%	31%	44%	45%	176%	86%	No	Yes	
10872	American Strategic Insurance Corp	1344	69%	11,097,430	7,257,763	53%	0.2%	0.2%	50%	40%	7%	7%	43%	33%	32%	32%	82%	72%	Yes	Yes	
19976	AMICA MUTUAL INSURANCE COMPANY	28	35%	220,772,761	209,101,941	6%	4.5%	4.4%	110%	39%	11%	9%	100%	30%	25%	25%	136%	64%	Yes	Yes	
17000	Arbella Mutual Insurance Company	586	26%	156,185,487	152,207,467	3%	3.2%	3.2%	135%	42%	8%	7%	127%	34%	35%	39%	170%	81%	No	Yes	
21865	Associated Indemnity Corporation	761	64%	9,906,533	15,654,648	-37%	0.2%	0.3%	18%	123%	4%	14%	6%	114%	48%	37%	67%	160%	Yes	No	
18279	BANKERS STANDARD INSURANCE COMPANY	626	57%	47,820,150	36,745,879	30%	1.0%	0.8%	113%	62%	12%	11%	102%	50%	35%	33%	148%	95%	No	Yes	
13463	Barnstable County Mutual Insurance Company	919	88%	23,377,435	22,887,426	2%	0.5%	0.5%	40%	30%	11%	11%	29%	60%	11%	35%	75%	65%	Yes	Yes	
19763	BAY STATE INSURANCE COMPANY	22	86%	23,836,869	20,241,773	18%	0.5%	0.4%	205%	58%	10%	6%	196%	52%	34%	39%	239%	96%	No	Yes	
13643	BUNKER HILL INSURANCE CASUALTY COMPANY	415	100%	7,898,517	7,636,744	3%	0.2%	0.2%	86%	50%	11%	11%	75%	39%	29%	30%	116%	81%	No	Yes	
10394	Bunker Hill Insurance Company	415	100%	42,229,425	39,453,908	7%	0.9%	0.8%	109%	47%	15%	13%	94%	35%	34%	37%	143%	84%	No	Yes	
19771	CAMBRIDGE MUTUAL FIRE INSURANCE COMPANY	22	61%	37,080,144	36,844,918	1%	0.8%	0.8%	103%	59%	9%	7%	94%	52%	39%	42%	142%	101%	No	No	
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	20%	10,289,168	9,086,407	13%	0.2%	0.2%	54%	48%	5%	5%	4%	81%	5%	5%	43%	33%	Yes	Yes	
19402	CHARTIS PROPERTY CASUALTY COMPANY	12	59%	67,450,295	61,250,110	10%	1.4%	1.3%	95%	46%	14%	9%	81%	38%	35%	34%	130%	80%	No	Yes	
10052	CHUBB NATIONAL INSURANCE COMPANY	38	54%	17,905,433	11,217,405	60%	0.4%	0.2%	80%	21%	7%	5%	73%	60%	14%	34%	114%	56%	No	Yes	
40274	CITATION INSURANCE COMPANY	411	88%	180,895,420	167,643,426	8%	3.7%	3.5%	124%	51%	13%	11%	112%	40%	33%	34%	158%	85%	No	Yes	
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	15%	42,431,466	41,308,553	3%	0.9%	0.9%	84%	49%	8%	8%	76%	41%	38%	40%	122%	88%	No	Yes	
34754	COMMERCE INSURANCE COMPANY	411	8%	117,737,187	104,831,637	12%	2.4%	2.2%	113%	46%	13%	11%	100%	35%	33%	36%	146%	82%	No	Yes	
20672	CONCORD GENERAL MUTUAL INSURANCE COMPANY	45	36%	50,688,123	51,269,439	-1%	1.0%	1.1%	76%	68%	9%	9%	67%	60%	32%	30%	108%	99%	No	Yes	
18686	Co-operative Insurance Companies	37%	37%	25,971,951	24,945,914	4%	0.5%	0.5%	59%	71%	7%	8%	52%	63%	37%	35%	96%	106%	Yes	No	
10062	Covenant Insurance Company	586	38%	16,040,256	17,890,518	-10%	0.3%	0.4%	69%	39%	9%	6%	60%	33%	34%	35%	103%	74%	No	Yes	
13706	Dorchester Mutual Insurance Company	144	86%	28,546,459	27,480,620	4%	0.6%	0.6%	163%	45%	10%	8%	154%	37%	36%	40%	200%	85%	No	Yes	
21261	ELECTRIC INSURANCE COMPANY	21%	21%	12,613,403	11,715,310	8%	0.3%	0.2%	83%	47%	11%	10%	72%	36%	16%	16%	99%	63%	Yes	Yes	
12154	Encompass Insurance Company of Massachusetts	8	25%	9,198,057	8,607,258	7%	0.2%	0.2%	132%	66%	12%	12%	121%	54%	34%	36%	166%	102%	No	No	
13803	Farm Family Casualty Insurance Company	408	11%	12,447,708	12,281,943	1%	0.3%	0.3%	78%	55%	9%	7%	69%	47%	33%	32%	111%	86%	No	Yes	
20281	FEDERAL INSURANCE COMPANY	38	12%	58,531,733	62,255,552	-6%	1.2%	1.3%	53%	34%	6%	6%	47%	28%	32%	32%	86%	67%	Yes	Yes	
16578	Fidelity National Property and Casualty Insurance Company	670	81%	7,390,281	7,362,245	0%	0.2%	0.2%	75%	41%	9%	9%	66%	33%	35%	33%	110%	75%	No	Yes	
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS, MICHIGAN	212	31%	35,059,030	33,026,440	6%	0.7%	0.7%	52%	48%	8%	9%	44%	39%	43%	45%	95%	92%	Yes	Yes	
21253	Garrison Property and Casualty Insurance Company	200	17%	6,290,650	3,140,753	100%	0.1%	0.1%	71%	85%	6%	7%	65%	77%	13%	13%	85%	97%	Yes	Yes	
24414	General Casualty Company of Wisconsin	796	25%	8,163,651	8,134,956	0%	0.2%	0.2%	79%	70%	10%	9%	69%	60%	41%	49%	120%	119%	No	No	
24732	GENERAL INSURANCE COMPANY OF AMERICA	111	68%	41,615,574	41,996,626	-1%	0.9%	0.9%	60%	49%	10%	11%	50%	39%	41%	41%	101%	90%	No	Yes	
20303	GREAT NORTHERN INSURANCE COMPANY	38	51%	87,372,875	86,971,185	0%	1.8%	1.8%	70%	43%	6%	5%	64%	38%	31%	31%	101%	75%	No	Yes	
20680	GREEN MOUNTAIN INSURANCE COMPANY, INC	45	42%	10,802,782	10,641,679	2%	0.2%	0.2%	149%	63%	9%	8%	140%	54%	31%	29%	180%	92%	No	Yes	
35696	HARLEYSVILLE PREFERRED INSURANCE COMPANY	253	20%	9,341,514	7,844,398	19%	0.2%	0.2%	60%	51%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
26182	Harleysville Worcester Insurance Company	253	15%	10,427,020	10,622,849	-2%	0.2%	0.2%	92%	52%	n/a	n/a	42%	52%	n/a	n/a	82%	66%	Yes	Yes	
22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	91	10%	5,217,302	4,491,785	16%	0.1%	0.1%	50%	34%	8%	6%	42%	28%	33%	32%	60%	67%	Yes	Yes	
37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	91	16%	14,292,599	15,977,035	-11%	0.3%	0.3%	39%	46%	1%	13%	37%	33%	21%	21%	60%	67%	Yes	Yes	
38261	HARTFORD INSURANCE COMPANY OF THE SOUTHEAST	91	77%	6,087,376	4,704,102	29%	0.1%	0.1%	60%	45%	7%	9%	53%	36%	36%	36%	97%	81%	Yes	Yes	
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	9%	8,490,732	9,082,649	-7%	0.2%	0.2%	55%	49%	6%	8%	49%	41%	25%	24%	80%	74%	Yes	Yes	
14192	Hingham Mutual Fire Insurance Company	787	98%	15,211,527	18,033,181	-16%	0.3%	0.4%	106%	28%	7%	6%	98%	22%	39%	41%	144%	69%	No	Yes	
17221	Homesite Insurance Company	501	99%	43,945,774	38,742,730	13%	0.9%	0.8%	66%	59%	3%	3%	63%	56%	24%	23%	90%	82%	Yes	Yes	
13927	Homesite Insurance Company of the Midwest	501	98%	24,568,252	17,357,909	42%	0.5%	0.4%	91%	45%	3%	3%	88%	42%	25%	22%	116%	67%	No	Yes	
22578	HORACE MANN INSURANCE COMPANY	300	64%	13,097,201	13,222,830	-1%	0.3%	0.3%	114%	71%	10%	10%	103%	61%	25%	26%	139%	97%	No	Yes	
29068	IDS PROPERTY CASUALTY INSURANCE COMPANY	4	38%	16,980,166	15,756,686	8%	0.3%	0.3%	138%	59%	10%	9%	128%	50%	17%	17%	155%	76%	No	Yes	
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	70%	13,663,540	825,454	1555%	0.3%	0.0%	35%	70%	3%	9%	32%	62%	42%	40%	77%	110%	Yes	No	
15598	INTERINSURANCE EXCHANGE OF THE AUTOMOBILE CLUB	1318	26%	14,217,299	13,462,803	6%	0.3%	0.3%	82%	75%	9%	9%	73%	65%	24%	24%	107%	99%	No	Yes	
25445	IRONSHORE SPECIALTY INSURANCE COMPANY	4509	9%	5,099,368	3,626,374	41%	0.1%	0.1%	179%	15%	20%	11%	159%	4%	n/a	97%	112%	112%	No	No	
10914	Kemper Independence Insurance Company	215	36%	10,312,438	12,587,143	-18%	0.2%	0.3%	82%	54%	9%	11%	73%	42%	33%	34%	115%	88%	No	Yes	
19437	LEXINGTON INSURANCE COMPANY	12	10%	15,633,197	13,456,566	16%	0.3%	0.3%	66%	46%	9%	8%	57%	28%	29%	29%	95%	75%	Yes	Yes	
42404	Liberty Insurance Corporation	111	67%	106,716,975	89,750,053	19%	2.2%	1.9%	76%	63%	10%	10%	66%	53%	25%	25%	101%	88%	No	Yes	
23035	Liberty Mutual Fire Insurance Company	111	42%	197,404,036	208,638,130	-6%	4.0%	4.4%	73%	42%	9%	9%	64%	33%	28%	29%	101%	72%	No	Yes	
23043	Liberty Mutual Insurance Company	111	8%	48,383,923	42,231,716	15%	1.0%	0.9%	100%	59%	13%	12%	87%	47%	30%	30%	129%	88%	No	Yes	
36447	LM General Insurance Company	111	11%	45,269,370	37,029,112	22%	0.9%	0.8%	124%	51%	10%	10%	114%	41%	25%	25%	149%	76%	No	Yes	
33600	LM Insurance Corporation	111	27%	33,025,500	32,267,248	2%	0.7%	0.7%	82%	110%	7%	8%	73%	40%	28%	28%	110%	78%	No	Yes	
29939	MAIN STREET AMERICA ASSURANCE COMPANY	311	9%	8,642,526	8,960,225	-4%	0.2%	0.2%	95%	48%	7%	6%	88%	42%	33%	33%	128%	81%	No	Yes	
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	45%	64,297,640	60,268,358	7%	1.3%	1.3%	95%	39%	7%	8%	51%	31%	38%	39%	97%	78%	Yes	Yes	
19798	MERRIMACK MUTUAL FIRE INSURANCE COMPANY	22	62%	129,715,034	124,315,094	4%	2.6%	2.6%	129%	47%	9%	6%	120%	41%	33%	37%	162%	75%	No	Yes	
34339	METROPOLITAN GROUP PROPERTY AND CASUALTY INSURANCE CO	241	26%	30,655,009	28,898,812	6%	0.6%	0.6%	74%	48%	9%	9%	65%	39%	24%	25%	98%	83%	Yes	Yes	
26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE CO	241	27%	118,759,488	114,989,529	3%	2.4%	2.4%	89%	45%	9%	9%	80%	37%	26%	27%	116%	73%	No	Yes	
14532	MIDDLESEX MUTUAL ASSURANCE COMPANY	50	23%	12,167,866	47,041,160	-74%	0.2%	1.0%	91%</												

**NEW ENGLAND (Regional) COMPETITIVE DATA BY COMPANY**

**Homeowners**

HHI Index **	174	174
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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	
15997	MMG Insurance Company		27%	38,376,377	36,009,738	7%	0.8%	0.8%	62%	56%	8%	9%	54%	47%	36%	37%	98%	93%	Yes	Yes			
43982	Mt. Washington Assurance Corporation	415	33%	6,584,108	5,779,763	14%	0.1%	0.1%	66%	49%	11%	13%	55%	37%	32%	37%	98%	86%	Yes	Yes			
43001	Narragansett Bay Insurance Company	497	92%	60,420,010	56,360,864	7%	1.2%	1.2%	91%	54%	14%	12%	77%	42%	62%	58%	152%	112%	No	No			
23760	NATIONWIDE GENERAL INSURANCE COMPANY	140	16%	11,616,118	6,195,826	87%	0.2%	0.1%	91%	72%	8%	8%	83%	30%	30%	30%	121%	102%	No	No			
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	56%	35,524,983	37,214,988	-5%	0.7%	0.8%	75%	57%	7%	7%	68%	50%	30%	31%	105%	88%	No	Yes			
23787	NATIONWIDE MUTUAL INSURANCE COMPANY	140	6%	9,641,449	9,301,904	4%	0.2%	0.2%	134%	52%	9%	8%	125%	43%	44%	41%	178%	93%	No	Yes			
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPAN	140	68%	43,142,451	46,012,998	-6%	0.9%	1.0%	75%	70%	8%	8%	67%	62%	30%	30%	105%	100%	No	No			
12725	New England Mutual Insurance Company	1275	100%	12,007,024	12,706,045	-6%	0.2%	0.3%	144%	38%	10%	9%	134%	29%	34%	34%	178%	71%	No	Yes			
14826	NEW LONDON COUNTY MUTUAL INSURANCE COMPANY	787	59%	34,149,378	35,911,159	-5%	0.7%	0.8%	79%	44%	10%	8%	69%	36%	38%	43%	117%	87%	No	Yes			
14788	NGM Insurance Company	311	21%	35,905,887	37,229,357	-4%	0.7%	0.8%	75%	49%	7%	7%	67%	42%	37%	38%	112%	87%	No	Yes			
23965	Norfolk & Dedham Mutual Fire Insurance Company	144	18%	22,389,649	20,397,886	10%	0.5%	0.4%	94%	28%	10%	5%	84%	23%	37%	40%	131%	68%	No	Yes			
25992	NORTHERN SECURITY INSURANCE COMPANY, INC	234	22%	13,567,364	13,279,995	2%	0.3%	0.3%	56%	46%	7%	6%	49%	40%	31%	31%	87%	78%	Yes	Yes			
20346	PACIFIC INDEMNITY COMPANY	38	65%	70,372,850	71,077,289	-1%	1.4%	1.5%	131%	64%	7%	7%	124%	58%	32%	32%	164%	96%	No	Yes			
37850	PACIFIC SPECIALTY INSURANCE COMPANY	2898	100%	8,928,212	8,363,339	7%	0.2%	0.2%	87%	41%	16%	2%	71%	39%	39%	39%	126%	81%	No	Yes			
32069	Patriot Insurance Company	1309	29%	14,461,381	14,767,335	-2%	0.3%	0.3%	64%	49%	6%	5%	59%	44%	38%	36%	102%	86%	No	Yes			
14923	PATRONS MUTUAL INSURANCE COMPANY OF CONNECTICUT	175	25%	19,201,198	18,859,798	2%	0.4%	0.4%	70%	51%	11%	10%	59%	41%	36%	40%	106%	91%	No	Yes			
28290	PATRONS OXFORD INSURANCE COMPANY	1275	44%	20,368,392	18,958,000	7%	0.4%	0.4%	61%	47%	9%	8%	52%	39%	33%	36%	94%	83%	Yes	Yes			
24198	Peerless Insurance Company	111	14%	22,972,441	25,200,592	-9%	0.5%	0.5%	65%	48%	10%	11%	56%	37%	44%	44%	109%	92%	No	Yes			
23175	Phenix Mutual Fire Insurance Company	291	51%	9,990,127	10,314,431	-3%	0.2%	0.2%	66%	48%	13%	8%	53%	40%	43%	41%	109%	89%	No	Yes			
15024	PREFERRED MUTUAL INSURANCE COMPANY		50%	39,440,136	38,556,512	2%	0.8%	0.8%	135%	49%	8%	8%	127%	2%	4%	4%	175%	89%	No	Yes			
12873	Privilege Underwriters Reciprocal Exchange	4664	64%	33,643,861	24,651,651	36%	0.7%	0.5%	142%	46%	11%	8%	131%	38%	60%	60%	203%	106%	No	No			
34690	PROPERTY AND CASUALTY INSURANCE COMPANY OF HART	91	49%	18,294,426	20,246,192	-10%	0.4%	0.4%	49%	41%	8%	9%	41%	34%	22%	23%	71%	63%	Yes	Yes			
15040	PROVIDENCE MUTUAL FIRE INSURANCE COMPANY	382	54%	37,554,533	37,063,895	1%	0.8%	0.8%	118%	54%	12%	9%	106%	45%	38%	39%	155%	93%	No	Yes			
11515	QBE SPECIALTY INSURANCE COMPANY	796	50%	5,843,111	5,536,064	6%	0.1%	0.1%	65%	39%	7%	7%	59%	32%	43%	48%	108%	87%	No	Yes			
15067	Quincy Mutual Fire Insurance Company	1275	32%	65,770,653	66,477,132	-1%	1.3%	1.4%	132%	34%	11%	9%	120%	25%	33%	36%	165%	70%	No	Yes			
12475	REPUBLIC-FRANKLIN INSURANCE COMPANY	201	15%	5,744,427	4,137,657	39%	0.1%	0.1%	92%	76%	13%	12%	79%	63%	36%	39%	128%	115%	No	No			
24740	SAFEWAY INSURANCE COMPANY OF AMERICA	111	35%	52,594,419	53,666,766	-2%	1.1%	1.1%	50%	48%	10%	11%	40%	37%	45%	44%	95%	92%	Yes	Yes			
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	68%	96,943,554	92,537,680	5%	2.0%	2.0%	139%	40%	8%	7%	130%	32%	34%	34%	172%	74%	No	Yes			
39454	SAFETY INSURANCE COMPANY	188	8%	49,935,411	46,611,752	7%	1.0%	1.0%	95%	48%	8%	8%	86%	40%	32%	34%	127%	82%	No	Yes			
12808	Safety Property and Casualty Insurance Company	188	78%	16,133,927	15,147,499	7%	0.3%	0.3%	285%	54%	9%	9%	276%	45%	34%	36%	319%	89%	No	Yes			
19259	SELECTIVE INSURANCE COMPANY OF SOUTH CAROLINA	242	8%	6,370,553	5,801,590	10%	0.1%	0.1%	96%	43%	7%	7%	89%	10%	33%	34%	129%	77%	No	Yes			
11000	SENTINEL INSURANCE COMPANY, LTD.	91	8%	8,506,435	9,698,862	-12%	0.2%	0.2%	36%	37%	3%	8%	33%	29%	35%	34%	70%	71%	Yes	Yes			
25143	State Farm Fire and Casualty Company	176	68%	183,323,909	173,769,907	5%	3.7%	3.7%	72%	60%	14%	14%	58%	46%	27%	26%	99%	86%	Yes	Yes			
22683	TEACHERS INSURANCE COMPANY	300	45%	10,385,937	10,177,741	2%	0.2%	0.2%	64%	65%	8%	9%	56%	56%	26%	27%	91%	92%	Yes	Yes			
37354	Thames Insurance Company, Inc.	787	99%	7,658,006	7,889,483	-3%	0.2%	0.2%	104%	38%	7%	7%	97%	31%	39%	43%	143%	80%	No	Yes			
21857	The American Insurance Company	761	23%	5,812,779	9,559,320	-39%	0.1%	0.2%	239%	21%	27%	8%	212%	13%	48%	36%	287%	57%	No	Yes			
19062	THE AUTOMOBILE INSURANCE COMPANY OF HARTFORD, CT	3548	48%	6,934,983	7,371,634	-6%	0.1%	0.2%	45%	37%	7%	10%	39%	27%	37%	38%	82%	74%	Yes	Yes			
33588	The First Liberty Insurance Corporation	111	28%	9,150,474	8,770,856	4%	0.2%	0.2%	86%	53%	9%	9%	77%	44%	26%	26%	111%	79%	No	Yes			
22292	THE HANOVER INSURANCE COMPANY	88	8%	12,588,709	13,146,931	-4%	0.3%	0.3%	62%	48%	8%	9%	53%	39%	32%	35%	94%	83%	Yes	Yes			
25623	THE PHOENIX INSURANCE COMPANY	3548	35%	37,553,239	40,637,046	-8%	0.8%	0.9%	75%	40%	7%	9%	67%	31%	37%	37%	112%	77%	No	Yes			
19070	THE STANDARD FIRE INSURANCE COMPANY	3548	34%	81,458,431	98,634,057	-17%	1.7%	2.1%	52%	42%	7%	10%	45%	32%	37%	36%	89%	78%	Yes	Yes			
27998	THE TRAVELERS HOME AND MARINE INSURANCE COMPANY	3548	41%	88,429,300	81,519,993	8%	1.8%	1.7%	43%	43%	7%	10%	36%	34%	36%	37%	79%	80%	Yes	Yes			
25658	THE TRAVELERS INDEMNITY COMPANY	3548	16%	30,154,697	14,011,679	115%	0.6%	0.3%	72%	56%	11%	10%	61%	46%	31%	36%	103%	92%	No	Yes			
25666	THE TRAVELERS INDEMNITY COMPANY OF AMERICA	3548	7%	9,348,655	10,092,690	-7%	0.2%	0.2%	54%	26%	7%	9%	48%	17%	26%	27%	81%	53%	Yes	Yes			
36145	TRAVELERS PERSONAL SECURITY INSURANCE COMPANY	3548	32%	8,972,682	8,209,244	9%	0.2%	0.2%	47%	38%	7%	10%	40%	29%	27%	28%	73%	66%	Yes	Yes			
36161	TRAVELERS PROPERTY CASUALTY INSURANCE COMPANY	3548	56%	6,622,522	5,913,908	12%	0.1%	0.1%	51%	106%	7%	11%	44%	95%	37%	36%	88%	142%	Yes	No			
27120	TRUMBULL INSURANCE COMPANY	91	13%	13,640,751	10,531,892	30%	0.3%	0.2%	58%	50%	8%	6%	50%	30%	21%	21%	79%	71%	Yes	Yes			
25860	UNION MUTUAL FIRE INSURANCE COMPANY	195	46%	55,634,856	56,086,845	-1%	1.1%	1.2%	74%	59%	9%	7%	65%	52%	39%	40%	113%	99%	No	Yes			
10969	United Property & Casualty Insurance Company		90%	56,303,927	44,365,255	27%	1.2%	0.9%	90%	37%	4%	3%	86%	34%	31%	36%	121%	73%	No	Yes			
25941	UNITED SERVICES AUTOMOBILE ASSOCIATION	200	43%	109,385,648	106,303,512	3%	2.2%	2.2%	85%	36%	7%	7%	78%	29%	13%	13%	98%	49%	Yes	Yes			
10759	Universal North America Insurance Company	71	100%	10,944,536	9,091,915	20%	0.2%	0.2%	72%	68%	16%	18%	56%	51%	47%	46%	118%	114%	No	No			
10861	UNIVERSAL PROPERTY & CASUALTY INSURANCE COMPANY	4663	100%	6,464,938	3,339,349	94%	0.1%	0.1%	40%	36%	7%	9%	33%	27%	34%	37%	74%	72%	Yes	Yes			
25968	USAA CASUALTY INSURANCE COMPANY	200	36%	82,944,180	84,163,152	-1%	1.7%	1.8%	85%	38%	6%	6%	78%	32%	13%	12%	97%	50%	Yes	Yes			
18600	USAA GENERAL INDEMNITY COMPANY	200	22%	24,300,349	12,755,742	91%	0.5%	0.3%	69%	63%	7%	7%	62%	60%	13%	12%	93%	79%	Yes	Yes			
15326	Utica First Insurance Company		58%	17,719,952	16,075,868	10%	0.4%	0.3%	51%	43%	9%	10%	43%	33%	39%	40%	90%	82%	Yes	Yes			
26018	VERMONT MUTUAL INSURANCE COMPANY	234	42%	133,408,449	128,351,726	4%	2.7%	2.7%	92%	58%	7%	7%	92%	44%	35%	37%	135%	88%	No	Yes			
20397	VIGILANT INSURANCE COMPANY	38	68%	71,248,095	74,049,863	-4%	1.5%	1.6%	55%	33%	5%	6%	50%	27%	33%	32%	88%	65%	Yes	Yes			
<b>Total for companies with &lt;0.1% Market Share ****</b>				114,812,128	189,623,513	-39%	2.3%	4.0%	73%	50%	10%	9%	63%	41%	35%	32%	107%	83%	No	Yes			
<b>TOTAL</b>				<b>4,894,961,368</b>	<b>4,744,072,341</b>	<b>3.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>89%</b>	<b>48%</b> </													

COUNTRYWIDE COMPETITIVE DATA BY COMPANY

Homeowners

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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																
15539	AAA NORTHERN CALIFORNIA, NEVADA & UTAH INSURANCE E	1278	25%	496,159,691	471,832,147	5%	0.6%	0.5%	85%	53%	11%	10%	74%	42%	27%	30%	112%	83%	No	Yes	
10921	ACA Insurance Company	1278	62%	242,272,314	211,107,641	15%	0.3%	0.2%	89%	78%	10%	12%	79%	66%	31%	34%	120%	111%	No	No	
14184	ACUIITY, A MUTUAL INSURANCE COMPANY		10%	132,143,327	117,539,387	12%	0.1%	0.1%	59%	75%	7%	6%	52%	69%	30%	29%	89%	104%	Yes	Yes	
19135	ALFA MUTUAL INSURANCE COMPANY	5	30%	193,532,531	190,861,407	1%	0.2%	0.2%	54%	56%	5%	5%	49%	51%	26%	26%	81%	82%	Yes	No	
42579	ALLIED PROPERTY AND CASUALTY INSURANCE COMPANY	140	26%	235,837,005	222,030,671	6%	0.3%	0.3%	73%	82%	8%	8%	65%	74%	34%	34%	107%	116%	No	No	
29688	ALLSTATE FIRE AND CASUALTY INSURANCE COMPANY	8	4%	281,603,664	311,198,980	-10%	0.3%	0.4%	65%	71%	10%	10%	55%	62%	26%	27%	92%	99%	Yes	Yes	
19240	ALLSTATE INDEMNITY COMPANY	8	42%	1,276,363,176	1,321,157,541	-3%	1.4%	1.5%	53%	56%	9%	10%	44%	46%	26%	27%	80%	83%	Yes	Yes	
19232	ALLSTATE INSURANCE COMPANY	8	34%	2,298,572,181	2,416,395,147	-5%	2.6%	2.8%	50%	52%	9%	10%	41%	43%	25%	26%	75%	79%	Yes	Yes	
10852	ALLSTATE NEW JERSEY INSURANCE COMPANY	8	30%	157,280,450	165,505,162	-5%	0.2%	0.2%	43%	48%	11%	10%	32%	39%	28%	28%	71%	77%	Yes	Yes	
17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPANY	8	24%	1,226,547,901	1,323,826,461	-7%	1.4%	1.5%	59%	66%	10%	10%	49%	56%	25%	27%	84%	92%	Yes	Yes	
26530	ALLSTATE TEXAS LLOYD'S	8	99%	399,464,834	418,132,112	-4%	0.4%	0.5%	65%	55%	10%	9%	55%	46%	25%	27%	90%	81%	Yes	Yes	
37907	ALLSTATE VEHICLE AND PROPERTY INSURANCE COMPANY	8	99%	1,455,891,857	932,222,351	56%	1.6%	1.1%	60%	63%	9%	9%	51%	54%	27%	29%	88%	92%	Yes	Yes	
19100	AMCO INSURANCE COMPANY	140	18%	292,143,234	305,712,011	-4%	0.3%	0.4%	68%	72%	8%	8%	60%	64%	35%	34%	103%	106%	No	No	
10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	19	16%	472,998,168	415,676,132	14%	0.5%	0.5%	44%	46%	5%	6%	39%	41%	56%	54%	99%	100%	Yes	No	
19941	AMERICAN COMMERCE INSURANCE COMPANY	411	34%	126,874,668	93,205,580	36%	0.1%	0.1%	83%	71%	14%	12%	69%	59%	29%	29%	112%	100%	No	No	
23450	American Family Home Insurance Company	361	49%	92,553,125	99,115,174	-7%	0.1%	0.1%	42%	48%	3%	4%	38%	45%	40%	36%	82%	85%	Yes	Yes	
10386	American Family Insurance Company	473	26%	94,859,953	72,539,421	31%	0.1%	0.1%	51%	58%	8%	8%	43%	49%	33%	32%	85%	90%	Yes	Yes	
19275	American Family Mutual Insurance Company	473	32%	1,731,306,182	1,688,005,063	3%	1.9%	2.0%	54%	65%	8%	8%	46%	57%	33%	32%	87%	97%	Yes	Yes	
12841	American Integrity Insurance Company of Florida		69%	168,817,602	164,801,731	2%	0.2%	0.2%	38%	35%	16%	10%	22%	24%	37%	37%	75%	71%	Yes	Yes	
23469	American Modern Home Insurance Company	361	35%	236,016,577	221,416,347	7%	0.3%	0.3%	50%	47%	4%	3%	46%	43%	47%	44%	96%	91%	Yes	Yes	
38652	American Modern Select Insurance Company	361	38%	122,203,879	107,066,970	14%	0.1%	0.1%	50%	54%	4%	3%	46%	50%	34%	33%	84%	87%	Yes	Yes	
28401	American National Property and Casualty Company	408	27%	164,817,049	161,553,820	2%	0.2%	0.2%	58%	61%	10%	9%	48%	53%	27%	26%	86%	87%	Yes	Yes	
10872	American Strategic Insurance Corp	1344	71%	357,216,822	313,948,289	14%	0.4%	0.4%	60%	66%	7%	7%	53%	59%	33%	33%	93%	99%	Yes	Yes	
19976	AMICA MUTUAL INSURANCE COMPANY	28	37%	717,791,024	663,202,870	8%	0.8%	0.8%	79%	53%	11%	10%	69%	43%	25%	25%	104%	78%	No	Yes	
17000	Arbella Mutual Insurance Company	586	26%	156,185,487	152,207,467	3%	0.2%	0.2%	135%	42%	8%	7%	127%	34%	35%	39%	170%	81%	No	Yes	
13038	Ark Royal Insurance Company		74%	89,337,072	91,233,870	-2%	0.1%	0.1%	27%	25%	4%	3%	23%	22%	51%	53%	78%	78%	Yes	Yes	
11059	ASI Lloyds	1344	80%	286,272,149	291,595,101	-2%	0.3%	0.3%	54%	49%	7%	7%	47%	43%	36%	36%	90%	85%	Yes	Yes	
13142	ASI Preferred Insurance Corp	1344	87%	120,162,600	120,861,813	-1%	0.1%	0.1%	17%	30%	7%	7%	11%	23%	29%	30%	47%	60%	Yes	Yes	
27235	AUTO CLUB FAMILY INSURANCE COMPANY	1318	98%	120,847,103	126,696,689	-5%	0.1%	0.1%	56%	69%	8%	9%	48%	60%	27%	27%	82%	96%	Yes	Yes	
21210	AUTO CLUB GROUP INSURANCE COMPANY	55	21%	96,237,080	100,364,871	-4%	0.1%	0.1%	46%	79%	5%	4%	42%	75%	21%	23%	68%	102%	Yes	No	
11008	AUTO CLUB INDEMNITY COMPANY	1318	99%	104,070,265	93,784,033	11%	0.1%	0.1%	57%	51%	10%	10%	48%	41%	23%	23%	80%	73%	Yes	Yes	
12813	Auto Club Insurance Company of Florida	1318	49%	100,784,343	98,702,874	2%	0.1%	0.1%	34%	34%	10%	10%	25%	24%	34%	32%	68%	66%	Yes	Yes	
18988	Auto-Owners Insurance Company	280	29%	779,404,344	473,692,947	65%	0.9%	0.5%	55%	59%	6%	5%	50%	53%	30%	29%	87%	88%	Yes	Yes	
18279	BANKERS STANDARD INSURANCE COMPANY	626	50%	322,664,590	236,934,956	36%	0.4%	0.3%	84%	87%	14%	14%	70%	72%	35%	33%	119%	120%	No	No	
38342	CALIFORNIA AUTOMOBILE INSURANCE COMPANY	660	23%	146,657,511	21,063,163	596%	0.2%	0.0%	87%	99%	13%	13%	75%	87%	26%	26%	113%	125%	No	No	
30511	Castle Key Insurance Company	8	96%	104,588,746	118,128,249	-11%	0.1%	0.1%	46%	39%	12%	10%	34%	29%	24%	25%	69%	65%	Yes	Yes	
12573	Centauri Specialty Insurance Company		78%	92,013,033	51,020,947	80%	0.1%	0.1%	50%	40%	10%	10%	40%	31%	41%	44%	91%	84%	Yes	Yes	
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	26%	154,563,965	144,285,371	7%	0.2%	0.2%	59%	58%	5%	5%	54%	53%	34%	33%	93%	90%	Yes	Yes	
19402	CHARTIS PROPERTY CASUALTY COMPANY	12	51%	695,350,315	630,734,107	10%	0.8%	0.7%	67%	58%	13%	10%	54%	48%	35%	34%	102%	92%	No	Yes	
12777	CHUBB INDEMNITY INSURANCE COMPANY	38	22%	91,226,565	92,151,123	-1%	0.1%	0.1%	63%	54%	5%	5%	57%	49%	32%	32%	94%	86%	Yes	Yes	
41386	CHUBB INSURANCE COMPANY OF NEW JERSEY	38	41%	92,146,468	96,504,507	-5%	0.1%	0.1%	59%	55%	7%	7%	52%	48%	28%	27%	87%	82%	Yes	Yes	
27774	CHUBB LLOYDS INSURANCE COMPANY OF TEXAS	38	72%	147,480,069	143,446,316	3%	0.2%	0.2%	57%	51%	6%	7%	51%	45%	31%	31%	88%	83%	Yes	Yes	
10052	CHUBB NATIONAL INSURANCE COMPANY	38	36%	125,723,327	86,443,427	45%	0.1%	0.1%	63%	122%	7%	7%	56%	116%	33%	32%	96%	154%	Yes	No	
10677	CINCINNATI INSURANCE COMPANY	244	14%	493,452,790	475,931,768	4%	0.6%	0.6%	63%	68%	7%	7%	56%	61%	31%	31%	93%	99%	Yes	Yes	
40274	CITATION INSURANCE COMPANY	411	88%	180,895,420	167,643,426	8%	0.2%	0.2%	124%	51%	13%	11%	112%	40%	33%	34%	158%	85%	No	Yes	
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	32%	268,395,143	270,393,119	-1%	0.3%	0.3%	61%	76%	7%	8%	53%	69%	33%	32%	94%	109%	Yes	No	
10064	CITIZENS PROPERTY INSURANCE CORPORATION	40%	40%	503,904,885	794,976,394	-37%	0.6%	0.9%	61%	44%	12%	14%	49%	30%	34%	22%	94%	66%	Yes	Yes	
34754	COMMERCE INSURANCE COMPANY	411	8%	117,737,187	104,831,637	12%	0.1%	0.1%	113%	46%	13%	11%	100%	35%	33%	36%	146%	82%	No	Yes	
20990	COUNTRY Mutual Insurance Company	50	42%	638,319,230	628,120,314	2%	0.7%	0.7%	65%	67%	8%	7%	57%	60%	32%	30%	97%	97%	Yes	Yes	
42587	DEPOSITORS INSURANCE COMPANY	140	18%	125,870,596	112,441,296	12%	0.1%	0.1%	68%	79%	8%	8%	61%	71%	33%	32%	101%	111%	No	No	
40649	ECONOMY PREMIER ASSURANCE COMPANY	241	54%	104,172,872	113,578,184	-8%	0.1%	0.1%	60%	59%	9%	9%	51%	50%	33%	33%	93%	92%	Yes	Yes	
11252	ENCOMPASS HOME AND AUTO INSURANCE COMPANY	8	38%	162,746,426	152,912,058	6%	0.2%	0.2%	68%	83%	11%	11%	56%	72%	30%	32%	98%	115%	Yes	No	
15130	ENCOMPASS INDEMNITY COMPANY	8	43%	176,337,019	185,786,402	-5%	0.2%	0.2%	73%	87%	11%	11%	62%	76%	29%	31%	102%	117%	No	No	
26263	Erie Insurance Company	213	49%	500,918,647	355,710,003	41%	0.6%	0.4%	58%	70%	9%	9%	49%	61%	32%	28%	90%	99%	Yes	Yes	
26271	Erie Insurance Exchange	213	21%	911,897,388	956,353,703	-5%	1.0%	1.1%	58%	68%	9%	9%	49%	59%	29%	30%	87%	98%	Yes	Yes	
21547	FARM BUREAU GENERAL INSURANCE COMPANY OF MICHIGAN	67	27%	146,752,184	136,090,149	8%	0.2%	0.2%	71%	103%	7%	8%	64%	96%	27%	25%	97%	129%	Yes	No	
13757	FARM BUREAU MUTUAL INSURANCE COMPANY OF ARKANSAS	57%	57%	136,950,311	139,199,722	-2%	0.2%	0.2%	54%	62%	7%	7%	47%	55%	19%	19%	73%	81%	Yes	Yes	
13773	FARM BUREAU PROPERTY & CASUALTY INSURANCE COMPAN	513	24%	280,804,242	262,946,941	7%	0.3%	0.3%	50%	92%	6%	7%	44%	85%	26%	26%	76%	118%	Yes	No	
21628	FARMERS INSURANCE COMPANY, INC.	212	31%	303,161,355																	

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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	Chg from Prior	DWP	Chg from Prior	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS, MICHIGAN	212	44%	856,174,560		842,722,160	2%	1.0%	1.0%	50%	53%	8%	9%	42%	44%	43%	44%	93%	97%	Yes	Yes		
41688	FOREMOST LLOYDS OF TEXAS	212	69%	117,086,211		124,628,297	-6%	0.1%	0.1%	54%	69%	11%	13%	43%	57%	43%	45%	97%	114%	Yes	No		
11800	FOREMOST PROPERTY AND CASUALTY INSURANCE COMPANY	212	74%	126,093,318		127,338,659	-1%	0.1%	0.1%	53%	55%	8%	9%	45%	47%	35%	37%	88%	92%	Yes	Yes		
13986	Frankenmuth Mutual Insurance Company	1309	16%	89,689,253		87,650,634	2%	0.1%	0.1%	65%	103%	6%	6%	59%	97%	29%	26%	94%	129%	Yes	No		
21253	Garrison Property and Casualty Insurance Company	200	19%	264,487,257		178,888,481	48%	0.3%	0.2%	66%	76%	7%	7%	59%	69%	14%	13%	80%	89%	Yes	Yes		
24732	GENERAL INSURANCE COMPANY OF AMERICA	111	45%	140,438,208		125,390,222	12%	0.2%	0.1%	65%	62%	11%	11%	54%	51%	39%	39%	104%	102%	No	No		
14001	GEORGIA FARM BUREAU MUTUAL INSURANCE COMPANY	561	26%	119,150,627		124,277,763	-4%	0.1%	0.1%	56%	57%	9%	8%	47%	49%	33%	32%	89%	89%	Yes	Yes		
10182	Geovera Specialty Insurance Company	3829	90%	115,030,772		131,966,336	-13%	0.1%	0.2%	34%	29%	9%	9%	25%	21%	72%	67%	106%	96%	No	Yes		
14060	GRANGE MUTUAL CASUALTY COMPANY	267	19%	96,698,833		100,420,334	-4%	0.1%	0.1%	38%	48%	9%	9%	29%	38%	31%	31%	69%	78%	Yes	Yes		
20303	GREAT NORTHERN INSURANCE COMPANY	38	42%	568,037,950		569,405,812	-0%	0.6%	0.7%	68%	71%	7%	6%	61%	65%	32%	31%	99%	102%	Yes	No		
12237	GULFSTREAM PROPERTY AND CASUALTY INSURANCE COMPANY	1309	88%	118,742,435		116,665,562	2%	0.1%	0.1%	36%	36%	15%	16%	20%	20%	47%	46%	83%	81%	Yes	Yes		
37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	91	14%	169,492,196		184,934,235	-8%	0.2%	0.2%	42%	51%	5%	7%	38%	44%	22%	21%	64%	72%	Yes	Yes		
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	11%	137,212,345		142,833,937	-4%	0.2%	0.2%	60%	61%	8%	7%	53%	54%	22%	21%	82%	83%	Yes	Yes		
14407	Heritage Property & Casualty Insurance Company	69%		342,175,864		273,578,435	25%	0.4%	0.3%	40%	36%	11%	11%	28%	25%	26%	26%	65%	62%	Yes	Yes		
28959	High Point Preferred Insurance Company	1227	91%	103,363,462		109,034,116	-5%	0.1%	0.1%	47%	38%	12%	13%	36%	25%	26%	27%	73%	65%	Yes	Yes		
12944	Homeowners Choice Property & Casualty Insurance Company, Inc.	501	97%	361,786,396		313,666,633	15%	0.4%	0.4%	29%	28%	8%	9%	21%	19%	32%	32%	61%	60%	Yes	Yes		
17221	Homeite Insurance Company	501	97%	294,097,993		252,169,697	17%	0.3%	0.3%	51%	54%	4%	3%	47%	51%	24%	23%	76%	76%	Yes	Yes		
13927	Homeite Insurance Company of the Midwest	501	99%	245,044,918		206,898,006	18%	0.3%	0.2%	49%	52%	3%	3%	46%	49%	24%	21%	73%	73%	Yes	Yes		
29068	IDS PROPERTY CASUALTY INSURANCE COMPANY	4	33%	343,061,694		314,332,416	9%	0.4%	0.4%	86%	80%	10%	10%	76%	70%	17%	17%	103%	96%	No	No		
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	16%	113,916,666		10,507,976	984%	0.1%	0.0%	54%	59%	3%	6%	51%	53%	4%	6%	97%	106%	Yes	Yes		
15598	INTERINSURANCE EXCHANGE OF THE AUTOMOBILE CLUB	1318	19%	479,509,534		434,955,345	10%	0.5%	0.5%	67%	76%	10%	10%	57%	66%	24%	23%	91%	100%	Yes	Yes		
10914	Kemper Independence Insurance Company	215	39%	115,908,491		120,121,878	-4%	0.1%	0.1%	61%	64%	11%	11%	50%	53%	34%	31%	94%	98%	Yes	Yes		
22993	Kentucky Farm Bureau Mutual Insurance Company	109	26%	243,684,760		235,475,484	3%	0.3%	0.3%	67%	56%	6%	6%	61%	50%	28%	25%	95%	81%	Yes	Yes		
19437	LEXINGTON INSURANCE COMPANY	12	7%	253,841,526		206,474,899	23%	0.3%	0.2%	47%	40%	9%	8%	37%	32%	31%	30%	78%	70%	Yes	Yes		
42404	Liberty Insurance Corporation	111	59%	1,574,355,981		1,376,988,043	14%	1.8%	1.6%	71%	69%	10%	10%	61%	60%	26%	26%	97%	96%	Yes	Yes		
23035	Liberty Mutual Fire Insurance Company	111	23%	1,085,623,338		1,171,250,041	-7%	1.2%	1.4%	50%	48%	9%	9%	40%	40%	34%	34%	83%	82%	Yes	Yes		
14486	Liberty Mutual Mid-Atlantic Insurance Company	111	46%	89,625,132		76,131,937	18%	0.1%	0.1%	71%	59%	10%	9%	60%	50%	23%	23%	94%	82%	Yes	Yes		
33600	LM Insurance Corporation	111	27%	341,556,153		288,509,170	18%	0.4%	0.3%	66%	71%	10%	10%	56%	62%	38%	37%	103%	109%	No	No		
14427	LOUISIANA FARM BUREAU MUTUAL INSURANCE COMPANY	66%		96,433,049		97,151,422	-1%	0.1%	0.1%	40%	36%	5%	6%	35%	31%	21%	22%	62%	58%	Yes	Yes		
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	20%	109,479,129		106,367,832	3%	0.1%	0.1%	57%	45%	8%	8%	49%	37%	37%	38%	93%	82%	Yes	Yes		
21229	MEMBERSELECT INSURANCE COMPANY	55	23%	218,602,091		201,804,588	8%	0.2%	0.2%	58%	78%	6%	3%	52%	74%	29%	29%	87%	107%	Yes	No		
11908	MERCURY CASUALTY COMPANY	660	52%	196,952,915		295,805,804	-33%	0.2%	0.3%	73%	71%	12%	15%	60%	56%	28%	29%	100%	99%	No	Yes		
19798	MERRIMACK MUTUAL FIRE INSURANCE COMPANY	22	54%	167,134,462		162,364,576	3%	0.2%	0.2%	110%	44%	9%	6%	101%	38%	34%	32%	144%	82%	No	Yes		
34339	METROPOLITAN GROUP PROPERTY AND CASUALTY INSURANCE COMPANY	241	19%	137,361,090		130,108,349	6%	0.2%	0.2%	65%	69%	9%	9%	56%	60%	24%	24%	89%	93%	Yes	Yes		
13938	METROPOLITAN LLOYDS INSURANCE COMPANY OF TEXAS	241	40%	112,519,134		100,967,350	11%	0.1%	0.1%	93%	79%	10%	9%	84%	70%	29%	29%	122%	108%	No	No		
26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE COMPANY	241	40%	677,739,176		676,806,667	0%	0.8%	0.8%	65%	68%	9%	9%	56%	55%	28%	29%	93%	93%	Yes	Yes		
21687	MID-CENTURY INSURANCE COMPANY	212	20%	546,072,986		570,946,041	-4%	0.6%	0.7%	69%	59%	9%	10%	60%	49%	43%	45%	112%	104%	No	No		
27669	MISSISSIPPI FARM BUREAU CASUALTY INSURANCE COMPANY	483	39%	163,246,511		163,942,214	-0%	0.2%	0.2%	48%	79%	4%	10%	44%	69%	24%	23%	73%	102%	Yes	No		
43001	Narragansett Bay Insurance Company	497	96%	267,062,073		231,928,053	15%	0.3%	0.3%	64%	53%	12%	14%	52%	38%	61%	59%	126%	111%	No	No		
26093	NATIONWIDE AFFINITY INSURANCE COMPANY OF AMERICA	140	18%	205,597,103		175,868,888	17%	0.2%	0.2%	70%	99%	8%	8%	63%	91%	34%	34%	104%	132%	No	No		
23760	NATIONWIDE GENERAL INSURANCE COMPANY	140	48%	433,277,928		300,982,951	44%	0.5%	0.3%	72%	66%	8%	8%	63%	57%	32%	31%	103%	97%	No	Yes		
25453	NATIONWIDE INSURANCE COMPANY OF AMERICA	140	9%	90,367,480		81,038,647	12%	0.1%	0.1%	74%	75%	8%	8%	67%	67%	29%	28%	103%	103%	No	No		
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	47%	766,734,804		793,069,229	-3%	0.9%	0.9%	56%	59%	8%	8%	49%	52%	31%	31%	87%	90%	Yes	Yes		
23787	NATIONWIDE MUTUAL INSURANCE COMPANY	140	6%	159,749,484		211,121,668	-24%	0.2%	0.2%	49%	50%	7%	7%	42%	43%	32%	31%	81%	81%	Yes	Yes		
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPANY	140	38%	634,574,008		707,963,297	-10%	0.7%	0.8%	60%	65%	8%	8%	52%	57%	31%	31%	91%	96%	Yes	Yes		
12122	NEW JERSEY MANUFACTURERS INSURANCE COMPANY	708	14%	231,079,110		208,626,852	11%	0.3%	0.2%	69%	87%	12%	17%	57%	70%	13%	13%	83%	100%	Yes	No		
14834	NEW YORK CENTRAL MUTUAL FIRE INSURANCE COMPANY	2518	37%	174,295,596		170,546,595	2%	0.2%	0.2%	62%	64%	12%	11%	50%	52%	35%	34%	97%	98%	Yes	Yes		
14842	NORTH CAROLINA FARM BUREAU MUTUAL INSURANCE COMPANY	324	31%	297,315,888		286,729,907	4%	0.3%	0.3%	54%	54%	6%	6%	48%	49%	30%	30%	84%	84%	Yes	Yes		
23248	Occidental Fire and Casualty Company of North Carolina	225	18%	91,375,169		79,747,764	15%	0.1%	0.1%	37%	35%	9%	8%	28%	27%	46%	47%	83%	82%	Yes	Yes		
12954	Olympus Insurance Company	86%		125,057,934		121,228,302	3%	0.1%	0.1%	30%	35%	-8%	-0%	38%	35%	n/a	47%		82%	Yes	Yes		
32700	Owners Insurance Company	280	19%	363,743,323		415,089,500	-12%	0.4%	0.5%	49%	65%	5%	5%	44%	60%	32%	30%	82%	96%	Yes	Yes		
20346	PACIFIC INDEMNITY COMPANY	38	45%	311,982,550		312,321,434	-0%	0.4%	0.4%	83%	66%	7%	7%	76%	59%	32%	32%	116%	98%	No	Yes		
37850	PACIFIC SPECIALTY INSURANCE COMPANY	2898	83%	174,434,728		168,864,790	3%	0.2%	0.2%	57%	58%	11%	10%	46%	48%	39%	39%	96%	97%	Yes	Yes		
24341	PEMCO MUTUAL INSURANCE COMPANY	157	26%	103,040,068		94,838,397	9%	0.1%	0.1%	74%	74%	8%	11%	66%	63%	30%	32%	105%	106%	No	No		
13125	Peoples Trust Insurance Company	91%		257,649,935		248,155,136	4%	0.3%	0.3%	46%	45%	9%	10%	38%	35%	28%	27%	74%	72%	Yes	Yes		
37257	Praetorian Insurance Company	796	24%	155,973,700		121,975,420	28%	0.2%	0.1%	48%	58%	7%	9%	41%	49%	39%	39%	87%	97%	Yes	Yes		
15024	PREFERRED MUTUAL INSURANCE COMPANY	42%		125,708,224		123,374,857	2%	0															

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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
25127	STATE AUTO PROPERTY & CASUALTY INSURANCE COMPANY	175	27%	185,780,536	194,577,602	-5%	0.2%	0.2%	51%	55%	10%	10%	41%	46%	33%	37%	84%	93%	Yes	Yes		
25143	State Farm Fire and Casualty Company	176	71%	13,685,868,356	13,103,342,484	4%	15.4%	15.2%	62%	67%	13%	13%	49%	54%	28%	28%	90%	95%	Yes	Yes		
10739	State Farm Florida Insurance Company	176	87%	613,803,081	639,786,895	-4%	0.7%	0.7%	39%	31%	15%	14%	24%	17%	27%	26%	66%	57%	Yes	Yes		
25151	State Farm General Insurance Company	176	73%	1,485,634,528	1,498,413,168	-1%	1.7%	1.7%	72%	59%	14%	14%	58%	44%	28%	28%	100%	87%	No	Yes		
43419	State Farm Lloyds	176	93%	1,739,353,757	1,990,390,755	-13%	2.0%	2.3%	54%	52%	14%	15%	39%	37%	29%	27%	83%	79%	Yes	Yes		
15245	TENNESSEE FARMERS MUTUAL INSURANCE COMPANY	694	31%	366,280,106	353,246,850	4%	0.4%	0.4%	56%	61%	7%	6%	49%	54%	18%	17%	74%	78%	Yes	Yes		
11543	Texas Fair Plan Association		70%	92,494,715	92,932,744	-0%	0.1%	0.1%	55%	37%	20%	16%	35%	21%	23%	22%	78%	59%	Yes	Yes		
25380	TEXAS FARM BUREAU MUTUAL INSURANCE COMPANY	809	33%	171,481,229	158,502,645	8%	0.2%	0.2%	83%	83%	7%	8%	76%	76%	25%	26%	108%	109%	No	No		
21695	TEXAS FARMERS INSURANCE COMPANY	212	93%	651,496,009	662,217,112	-2%	0.7%	0.8%	66%	59%	10%	10%	56%	49%	44%	45%	110%	104%	No	No		
19062	THE AUTOMOBILE INSURANCE COMPANY OF HARTFORD, CO	3548	51%	294,521,293	323,626,768	-9%	0.3%	0.4%	40%	45%	7%	10%	33%	35%	34%	34%	73%	79%	Yes	Yes		
25615	THE CHARTER OAK FIRE INSURANCE COMPANY	3548	8%	110,173,466	122,986,499	-10%	0.1%	0.1%	39%	48%	7%	10%	32%	38%	33%	34%	72%	81%	Yes	Yes		
33588	The First Liberty Insurance Corporation	111	39%	246,652,031	263,247,222	-6%	0.3%	0.3%	54%	55%	9%	9%	44%	46%	28%	28%	82%	84%	Yes	Yes		
19070	THE STANDARD FIRE INSURANCE COMPANY	3548	26%	429,768,224	484,576,934	-11%	0.5%	0.6%	40%	46%	6%	9%	34%	36%	35%	35%	75%	81%	Yes	Yes		
27998	THE TRAVELERS HOME AND MARINE INSURANCE COMPANY	3548	51%	1,177,082,879	1,051,604,817	12%	1.3%	1.2%	49%	56%	6%	9%	42%	47%	33%	34%	82%	90%	Yes	Yes		
29050	Tower Hill Preferred Insurance Company	3484	78%	130,212,776	134,547,259	-3%	0.1%	0.2%	46%	34%	10%	8%	36%	26%	35%	37%	81%	71%	Yes	Yes		
11027	Tower Hill Prime Insurance Company	3484	85%	212,516,145	209,188,927	2%	0.2%	0.2%	51%	38%	9%	8%	42%	30%	35%	36%	86%	74%	Yes	Yes		
12011	Tower Hill Select Insurance Company	3484	100%	121,491,653	129,789,658	-6%	0.1%	0.2%	53%	38%	10%	8%	42%	31%	34%	35%	87%	74%	Yes	Yes		
12538	Tower Hill Signature Insurance Company	3484	83%	129,673,081	138,553,231	-6%	0.1%	0.2%	51%	32%	11%	8%	40%	24%	34%	36%	85%	68%	Yes	Yes		
28188	TRAVCO INSURANCE COMPANY	3548	78%	248,707,775	248,908,047	-0%	0.3%	0.3%	47%	45%	6%	9%	40%	36%	34%	35%	81%	80%	Yes	Yes		
36137	TRAVELERS COMMERCIAL INSURANCE COMPANY	3548	65%	287,479,213	274,722,277	5%	0.3%	0.3%	53%	57%	8%	11%	46%	46%	31%	31%	84%	88%	Yes	Yes		
41564	TRAVELERS LLOYDS OF TEXAS INSURANCE COMPANY	3548	89%	126,814,809	138,688,146	-9%	0.1%	0.2%	44%	47%	6%	9%	38%	38%	31%	31%	75%	79%	Yes	Yes		
21709	TRUCK INSURANCE EXCHANGE TRUCK UNDERWRITERS ASS	212	13%	98,999,661	65,689,958	51%	0.1%	0.1%	80%	73%	10%	10%	70%	63%	37%	43%	117%	116%	No	No		
27120	TRUMBULL INSURANCE COMPANY	91	20%	216,682,394	168,145,465	29%	0.2%	0.2%	68%	74%	7%	8%	61%	66%	22%	22%	90%	96%	Yes	Yes		
15288	UNITED FARM FAMILY MUTUAL INSURANCE COMPANY	542	24%	139,711,700	137,742,927	1%	0.2%	0.2%	49%	57%	8%	8%	41%	49%	29%	27%	78%	84%	Yes	Yes		
10969	United Property & Casualty Insurance Company		88%	470,397,660	388,236,427	21%	0.5%	0.5%	42%	32%	5%	3%	38%	28%	32%	37%	74%	68%	Yes	Yes		
25941	UNITED SERVICES AUTOMOBILE ASSOCIATION	200	35%	2,480,327,682	2,408,964,365	3%	2.8%	2.8%	60%	60%	6%	7%	53%	53%	13%	13%	73%	73%	Yes	Yes		
11986	Universal Insurance Company of North America	71	80%	106,902,841	109,439,290	-2%	0.1%	0.1%	65%	52%	18%	17%	48%	35%	38%	36%	103%	88%	No	Yes		
10759	Universal North America Insurance Company	71	84%	170,031,445	161,335,605	5%	0.2%	0.2%	65%	63%	16%	17%	49%	45%	42%	42%	107%	105%	No	No		
10861	UNIVERSAL PROPERTY & CASUALTY INSURANCE COMPANY	4663	92%	806,138,445	724,639,793	11%	0.9%	0.8%	31%	31%	7%	10%	24%	21%	30%	35%	61%	66%	Yes	Yes		
25968	USAA CASUALTY INSURANCE COMPANY	200	29%	1,506,778,779	1,334,679,550	13%	1.7%	1.5%	60%	57%	6%	7%	54%	51%	13%	13%	73%	70%	Yes	Yes		
18600	USAA GENERAL INDEMNITY COMPANY	200	19%	547,705,365	384,778,509	42%	0.6%	0.4%	75%	82%	7%	7%	68%	75%	14%	13%	89%	95%	Yes	Yes		
11120	USAA TEXAS LLOYD'S COMPANY	200	94%	199,996,254	388,546,740	-49%	0.2%	0.5%	73%	56%	7%	7%	66%	49%	13%	14%	86%	70%	Yes	Yes		
26018	VERMONT MUTUAL INSURANCE COMPANY	234	41%	135,881,640	130,717,968	4%	0.2%	0.2%	98%	50%	7%	7%	91%	44%	35%	37%	134%	88%	No	Yes		
20397	VIGILANT INSURANCE COMPANY	38	45%	217,133,525	224,236,367	-3%	0.2%	0.3%	55%	47%	6%	6%	49%	41%	32%	32%	87%	79%	Yes	Yes		
15350	WEST BEND MUTUAL INSURANCE COMPANY		12%	124,208,995	110,079,176	13%	0.1%	0.1%	59%	76%	9%	9%	50%	67%	34%	31%	93%	108%	Yes	No		
24120	Westfield National Insurance Company	228	35%	104,696,064	109,283,539	-4%	0.1%	0.1%	50%	64%	9%	8%	41%	57%	33%	32%	83%	96%	Yes	Yes		
<b>Total for companies with &lt;0.1% Market Share ****</b>				12,696,595,375	12,909,747,547	-2%	14.3%	15.0%	-1%	-2%	-1%	-2%	0%	-0%	33%	33%	32%	31%	Yes	Yes		
<b>TOTAL</b>				<b>89,024,930,167</b>	<b>86,190,570,550</b>	<b>3.3%</b>	<b>100%</b>	<b>100%</b>	<b>59%</b>	<b>58%</b>	<b>9%</b>	<b>9%</b>	<b>50%</b>	<b>50%</b>	<b>30%</b>	<b>30%</b>	<b>89%</b>	<b>89%</b>	<b>Yes</b>	<b>Yes</b>		

\* 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 832 companies which have less than 0.1% market share.