

Market Competition in the New Hampshire Personal Automobile Insurance Marketplace (2020)

This report reviews the New Hampshire Personal Auto insurance market, and forms the basis for determining whether a competitive market exists pursuant to RSA 412:13.

The data used for this report comes from the NAIC database and includes calendar years 2018 and 2019.

General Information:

Personal auto insurance is offered by many companies in New Hampshire. It is a package policy that may include coverage for liability and physical damage (collision & comprehensive), as well as uninsured motorist coverage, medical payments, and sometimes ancillary coverages like towing. In general an auto policy will provide the following coverage, depending on what the policyholder chooses to purchase.

1. Protection against legal liability for bodily injury and property damage to others,
2. Payment for medical costs due to injury of the insureds and other occupants of the vehicle, and
3. Payment for damage to the vehicle itself.

There are two characteristics of the NH insurance market that differentiate it from other states:

1. Unlike most states, drivers in New Hampshire are **not required** to carry personal auto liability insurance, and
2. New Hampshire is a ‘take-all-comers’ state for auto insurance. Insurers **must** provide coverage in some form to anyone who requests it.

Coronavirus Pandemic:

This analysis is conducted using financial data provided to the NAIC by individual insurance companies for calendar years 2018 and 2019 as well as rate filings submitted to the New Hampshire Insurance Department through 12/31/2019. This analysis does not account for the significant effects to the personal auto markets in New Hampshire and Countrywide due to “Stay-at-Home Orders”. The reduction in driving particularly in the spring of 2020 has dramatically decreased the number of car accidents and auto insurance claims. Citing the unanticipated reduction in risk, most private passenger auto carriers returned premium to their policyholders. The New Hampshire Insurance Department will closely observe how carriers determined the appropriate return of premium and how insurance companies consider the 2020 claims activity in upcoming rate filings.

The Personal Auto Insurance Market in New Hampshire

There were 113 companies reporting premium in 2019. Many individual companies are members of groups of affiliated insurers. A group is made up of companies which share common ownership, and often management, but may focus on different markets or provide coverage through different distribution channels. In fact, 16 affiliated groups (most with multiple companies) account for 90% of the 2019 auto market.

Premium written statewide was approximately \$881M in 2018 and \$912M in 2019, a year over year increase of 3.6%.

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Overall rate changes filed with the NH Insurance Department in 2018 averaged 0.9%, so it is reasonable there is a relatively small increase in written premium. There were fewer rate changes filed in 2019 affecting less than half the premium volume. The average rate change (weighed by anticipated renewal premium) was actually a very slight decrease at -0.2%. It is important to remember that auto premium increases as people buy new and more expensive cars, as technology changes and cars become more expensive to repair, and for many other reasons.

While the **average** rate change was small, rate changes for an individual can be large. Companies are increasingly using complex predictive models that consider extremely detailed personal, geographic, and driving characteristics, such as credit, vehicle history, driving record, commute distance, gender, and marital status. These models often result in large rate adjustments - both up and down – as much as 100% in some isolated cases. Insurers are often capping premium to mitigate the price increases that consumers must absorb from year to year. **It is more important than ever for consumers to shop for the best price and coverage, because rate models are being revised in a way that could have a significant impact on the price that consumers pay for insurance.**

State Analysis:

Exhibit I shows premium and market share information for companies writing personal auto insurance in New Hampshire during 2018 or 2019. In addition to premium and market share data, incurred loss, loss adjustment expense, and other expenses as ratios to premium are shown for each of the two years. The expense ratios shown on the exhibit include New Hampshire specific commissions and taxes, licenses & fees, and countrywide general expense figures. They are shown simply for comparative purposes, and to allow the calculation of an estimated combined ratio. 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. An underwriting profit is indicative of a company's profitability before investment returns.

While there are companies showing estimated combined ratios above 100% in one or both years, the industry combined ratio was profitable for both 2018 and 2019 (90% for both years). Only 10 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 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 the personal auto market, we first look at the concentration of business in the various companies and groups of companies. There are five companies with greater than 5.5% of the market each in 2019.

The top five **companies** writing in New Hampshire are:

Written Premiums by Individual Company	2019 Written Premium	2018 Written Premium	2019 Market Share	2018 Market Share
State Farm Mutual Automobile Insurance Company	\$99,585,863	\$99,055,953	10.9%	11.2%
Allstate Fire And Casualty Insurance Company	72,499,812	68,671,756	7.9%	7.8%
Progressive Universal Insurance Company	67,275,410	59,982,208	7.4%	6.8%
Progressive Northern Insurance Company	57,235,661	52,279,823	6.3%	5.9%
Lm General Insurance Company	50,205,817	50,281,165	5.5%	5.7%
	\$346,802,563	\$330,270,905	38.0%	37.5%

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The table above shows that 38% of total premium was written in the top five companies. Two of the largest five companies are members of the same group, Progressive Casualty.

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

Written Premiums by Group	2019 Written Premium	2018 Written Premium	2019 Market Share	2018 Market Share	# Companies in Group with NH Premium
National Indemnity Group	\$132,118,431	\$125,329,469	14.5%	14.2%	7
Progressive Group	124,531,902	112,294,315	13.6%	12.7%	3
State Farm Mutual Group	107,074,849	107,032,758	11.7%	12.2%	0
Allstate Group	92,104,320	88,635,448	10.1%	10.1%	6
Liberty Mutual Group	90,004,457	93,520,500	9.9%	10.6%	9
	\$545,833,959	\$526,812,490	59.8%	59.8%	

The top five groups wrote approximately 60% of the New Hampshire personal auto market. The number of individual companies writing NH auto in each group is also shown. All of the top five companies are represented among the top five groups.

It is noteworthy that the largest group writer Nation Indemnity Group (commonly known as GEICO) is represented in the state by 7 companies, none of which write more than 5% of the market.

Despite the concentration in these top five companies and groups, there are many smaller companies and groups that offer personal auto 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 relation to the industry as a whole. The HHI is a widely used measure of competition in a marketplace. An index below 1500 indicates an unconcentrated marketplace, an index from 1500 to 2500 indicates a moderately concentrated marketplace, and an index above 2500 indicates a highly concentrated marketplace.

The HHI for the individual companies in New Hampshire in 2019 is **430**, shown in Exhibit I. If we recalculate the HHI using affiliated groups, the HHI is **835**.

Therefore, whether we look at companies individually or in groups of affiliated companies, the HHI for personal auto in New Hampshire indicates a competitive market. That indication is consistent with the total number of insurers writing business 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:

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	Written Premium (\$000s)		Top 5 Cos Market Share		HHI
	2019	2018	2019	2018	2019
Connecticut	3,146,959	3,083,012	34.8%	33.9%	387
Maine	785,584	764,614	37.5%	36.8%	446
Massachusetts	5,570,167	5,401,680	54.3%	55.4%	881
New Hampshire	912,452	880,901	38.0%	37.5%	430
Rhode Island	1,002,420	965,656	47.4%	45.7%	567
Vermont	395,461	387,841	39.3%	38.5%	461
New England	11,813,042	11,483,705	31.5%	30.8%	353

Connecticut and Massachusetts are the two biggest markets. All states show an unconcentrated personal auto market.

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

	2019 Written Premium	2019 Market Share	GROUP
Connecticut			
Geico General Insurance Company	\$307,468,642	9.8%	National Indemnity Group
Geico Indemnity Company	212,004,314	6.7%	National Indemnity Group
Allstate Fire & Casualty Insurance Company	205,201,548	6.5%	Allstate Group
Progressive Direct Insurance Company	193,281,880	6.1%	Progressive Group
State Farm Mutual Automobile Ins Co	178,643,381	5.7%	State Farm Group
Maine			
State Farm Mutual Automobile Ins Co	\$91,563,529	11.7%	State Farm Group
Progressive Northwestern Insurance Co	63,663,135	8.1%	Progressive Group
United Financial Casualty Company	59,003,986	7.5%	Progressive Group
Geico General Insurance Company	42,205,036	5.4%	National Indemnity Group
LM General Insurance Company	38,131,219	4.9%	Liberty Mutual Group
Rhode Island			
Progressive Direct Insurance Company	\$115,461,002	11.5%	Progressive Group
Progressive Casualty Insurance Company	108,316,884	10.8%	Progressive Group
Amica Mutual Insurance Company	107,574,765	10.7%	Amica Mutual Group
Allstate Fire & Casualty Insurance Company	72,393,338	7.2%	Allstate Group
Geico General Insurance Company	71,832,793	7.2%	National Indemnity Group
Vermont			
Progressive Northern Insurance Company	\$40,247,076	10.2%	Progressive Group
Progressive Direct Insurance Company	33,815,632	8.6%	Progressive Group
Geico General Insurance Company	28,381,672	7.2%	National Indemnity Group
State Farm Mutual Automobile Ins Co	27,762,575	7.0%	State Farm Group
Geico Indemnity Company	25,257,347	6.4%	National Indemnity Group
Massachusetts			
Commerce Insurance Company	\$1,225,323,020	22.0%	Commerce Group
Government Employees Insurance Co	574,006,228	10.3%	National Indemnity Group
Safety Insurance Company	450,304,179	8.1%	Safety Group
Arbella Mutual Insurance Company	418,054,513	7.5%	Arbella Ins Group
Plymouth Rock Assurance Corporation	356,664,109	6.4%	Plymouth Rock Ins Group

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New England	2019 Written Premium	2019 Market Share	GROUP
Commerce Insurance Company	\$1,240,537,476	10.5%	Commerce Group
Geico General Insurance Company	687,620,552	5.8%	National Indemnity Group
Government Employees Insurance Co	674,151,288	5.7%	National Indemnity Group
Progressive Direct Insurance Company	582,451,363	4.9%	Progressive Group
LM General Insurance Company	540,666,294	4.6%	Liberty Mutual Group

There is a lot of overlap among the larger companies in New Hampshire and the other New England states. The outlier is Massachusetts; Massachusetts has been a (managed) competitive state for several years and has fewer companies writing in the state. Most of the larger carriers writing in Massachusetts are either located in the state or have a large presence there.

Exhibit II shows information consistent with that shown in Exhibit I, but for all the New England states combined. There are 199 insurers writing personal auto in New England compared to 113 insurers writing in New Hampshire. The 95% combined ratio for New England is slightly higher than New Hampshire's. The HHI for New England as a whole is 353.

Exhibit III shows the same information for all companies writing personal auto insurance countrywide.

The top 5 companies on a countrywide basis are:

Written Premiums by Individual Company	2019 Written Premium	2018 Written Premium	2019 Market Share	2018 Market Share
State Farm Mutual Automobile Ins Co	\$38,274,161,400	\$39,059,618,736	15.1%	15.9%
Geico General Insurance Company	10,652,681,086	10,375,071,567	4.2%	4.2%
Allstate Fire & Casualty Insurance Company	9,661,524,606	8,932,480,386	3.8%	3.6%
Geico Indemnity Company	6,321,191,784	6,161,239,110	2.5%	2.5%
Government Employees Insurance Company	6,166,735,292	6,055,079,973	2.4%	2.5%
	\$71,076,294,168	\$70,583,489,772	28.1%	28.7%

Three of the top five companies countrywide are part of National Indemnity Group (GEICO Companies).

Nationally, auto premiums are more concentrated among the top insurers; however, there are more than 800 carriers writing auto in 2019. The HHI on a countrywide basis is 320, indicating the market is not concentrated, although there is significant variation by state. To put the results into perspective, note that New Hampshire makes up less than a half of one percent of the total personal auto insurance market, while New England makes up about five percent.

Premium Comparisons

Premium comparison exhibits are provided on the New Hampshire Insurance Department website

These exhibits show the actual price a representative New Hampshire resident would pay for auto insurance, depending on where they live. Prices are shown by company and zip code for the top 35 personal auto writers in the state. This information is provided to help consumers understand the availability of auto

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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_auto.htm

Summary & Conclusions:

We believe that this material demonstrates that there is a reasonable degree of competition in the New Hampshire Personal Auto insurance marketplace.

However, in light of continued national and state level response to the pandemic, the department will continue to monitor this market for non-competitive behaviors.

NEW HAMPSHIRE SPECIFIC COMPETITIVE DATA BY COMPANY

Homeowners

HHI Index**	323	340
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NAIC Code	Company Name	Group Code	Product Mix *	2019		2018		Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio***		Combined Ratio		Underwriting Profit	
				DWP	Chg from Prior	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
				DWP	DWP	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
19240	ALLSTATE INDEMNITY COMPANY	8	50%	5,870,117	6,245,593	-6%	1.3%	1.5%	52%	51%	9%	9%	43%	42%	24%	26%	76%	76%	Yes	Yes	
19232	ALLSTATE INSURANCE COMPANY	8	40%	7,188,713	7,462,287	-4%	1.6%	1.8%	31%	42%	8%	8%	23%	34%	27%	26%	57%	68%	Yes	Yes	
17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPANY	8	74%	23,512,240	21,375,752	10%	5.4%	5.1%	50%	55%	9%	9%	41%	46%	24%	26%	74%	80%	Yes	Yes	
10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	19	32%	2,261,174	2,136,803	6%	0.5%	0.5%	32%	37%	3%	4%	29%	34%	54%	53%	86%	90%	Yes	Yes	
23469	American Modern Home Insurance Company	361	20%	557,960	540,944	3%	0.1%	0.1%	50%	52%	3%	3%	47%	49%	34%	29%	84%	81%	Yes	Yes	
19976	AMICA MUTUAL INSURANCE COMPANY	28	35%	18,919,281	17,733,897	7%	4.3%	4.2%	27%	54%	7%	9%	20%	45%	28%	24%	55%	78%	Yes	Yes	
18279	BANKERS STANDARD INSURANCE COMPANY	626	56%	1,340,340	1,306,616	3%	0.3%	0.3%	110%	103%	11%	7%	98%	95%	30%	30%	140%	132%	No	No	
19771	CAMBRIDGE MUTUAL FIRE INSURANCE COMPANY	22	59%	7,900,616	7,188,366	10%	1.8%	1.7%	55%	57%	8%	7%	47%	51%	42%	38%	97%	96%	Yes	Yes	
25950	CASCO INDEMNITY COMPANY	963	89%	1,598,076	1,241,730	29%	0.4%	0.3%	83%	56%	9%	10%	75%	46%	36%	37%	119%	93%	No	Yes	
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	24%	3,734,904	3,540,154	6%	0.9%	0.8%	86%	49%	6%	6%	80%	43%	30%	31%	116%	80%	No	Yes	
19402	CHARTIS PROPERTY CASUALTY COMPANY	12	54%	1,832,138	1,777,675	3%	0.4%	0.4%	198%	62%	11%	8%	187%	54%	34%	35%	232%	98%	No	Yes	
10677	CINCINNATI INSURANCE COMPANY	244	16%	2,260,845	2,061,702	10%	0.5%	0.5%	109%	58%	8%	7%	100%	52%	31%	32%	140%	90%	No	Yes	
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	8%	1,114,705	1,233,613	-10%	0.3%	0.3%	38%	50%	7%	6%	31%	44%	40%	36%	77%	86%	Yes	Yes	
34754	COMMERCE INSURANCE COMPANY	411	39%	5,466,093	5,892,894	-7%	1.2%	1.4%	50%	83%	8%	12%	42%	71%	39%	38%	89%	121%	Yes	No	
20672	CONCORD GENERAL MUTUAL INSURANCE COMPANY	45	30%	19,618,977	19,368,779	1%	4.5%	4.6%	58%	58%	9%	9%	49%	49%	42%	33%	100%	91%	No	Yes	
18686	Co-operative Insurance Companies	18686	32%	7,204,739	6,911,814	4%	1.6%	1.6%	51%	68%	8%	8%	43%	60%	42%	39%	93%	106%	Yes	No	
21261	ELECTRIC INSURANCE COMPANY		26%	622,273	647,676	-4%	0.1%	0.2%	39%	35%	10%	9%	29%	26%	22%	22%	62%	57%	Yes	Yes	
13803	Farm Family Casualty Insurance Company	408	10%	1,736,950	1,743,708	-0%	0.4%	0.4%	48%	131%	5%	10%	44%	121%	33%	33%	81%	164%	Yes	No	
20281	FEDERAL INSURANCE COMPANY	38	9%	1,800,107	1,594,569	13%	0.4%	0.4%	26%	23%	9%	7%	17%	16%	30%	30%	56%	53%	Yes	Yes	
16578	Fidelity National Property and Casualty Insurance Company	670	100%	695,061	557,136	25%	0.2%	0.1%	51%	48%	8%	8%	43%	41%	32%	30%	83%	79%	Yes	Yes	
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS, MICHIGAN	212	61%	11,692,676	11,194,250	4%	2.7%	2.7%	34%	43%	9%	9%	25%	34%	42%	42%	76%	85%	Yes	Yes	
11800	FOREMOST PROPERTY AND CASUALTY INSURANCE COMPANY	212	95%	1,044,317	1,075,820	-3%	0.2%	0.3%	35%	53%	9%	8%	26%	45%	33%	35%	67%	88%	Yes	Yes	
21253	Garrison Property and Casualty Insurance Company	200	25%	2,272,806	1,925,053	18%	0.5%	0.5%	33%	56%	9%	9%	24%	47%	15%	13%	47%	69%	Yes	Yes	
20303	GREAT NORTHERN INSURANCE COMPANY	38	41%	1,856,305	1,784,113	4%	0.4%	0.4%	8%	87%	8%	8%	-1%	80%	31%	31%	39%	119%	Yes	No	
29424	HARTFORD CASUALTY INSURANCE COMPANY	91	13%	457,541	176,615	159%	0.1%	0.0%	11%	116%	14%	22%	-3%	94%	40%	36%	51%	151%	Yes	No	
37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	91	48%	2,006,283	2,206,861	-9%	0.5%	0.5%	44%	61%	7%	7%	38%	54%	21%	19%	65%	80%	Yes	Yes	
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	21%	1,174,722	1,306,659	-10%	0.3%	0.3%	12%	32%	7%	6%	5%	26%	21%	19%	33%	51%	Yes	Yes	
13927	HomeSite Insurance Company of the Midwest	501	99%	6,142,532	4,511,146	36%	1.4%	1.1%	76%	56%	3%	3%	74%	54%	26%	23%	102%	80%	No	Yes	
22578	HORACE MANN INSURANCE COMPANY	300	29%	487,458	505,186	-4%	0.1%	0.1%	37%	48%	8%	9%	28%	39%	24%	24%	61%	72%	Yes	Yes	
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	51%	7,179,550	6,668,103	11%	1.7%	1.6%	71%	49%	10%	5%	61%	44%	54%	47%	126%	96%	No	Yes	
15598	INTERINSURANCE EXCHANGE OF THE AUTOMOBILE CLUB	1318	28%	8,091,418	7,657,684	6%	1.9%	1.8%	44%	60%	9%	9%	36%	50%	24%	24%	69%	84%	Yes	Yes	
19437	LEXINGTON INSURANCE COMPANY	12	25%	625,829	919,192	-32%	0.1%	0.2%	73%	5%	8%	5%	66%	0%	30%	32%	103%	37%	No	Yes	
42404	Liberty Insurance Corporation	111	80%	18,758,818	26,035,151	-28%	4.3%	6.2%	66%	52%	8%	9%	57%	44%	22%	22%	87%	74%	Yes	Yes	
23035	Liberty Mutual Fire Insurance Company	111	41%	11,951,958	12,798,865	-7%	2.7%	3.0%	41%	31%	8%	9%	33%	22%	22%	28%	63%	60%	Yes	Yes	
12484	Liberty Mutual Personal Insurance Company	111	94%	8,863,875	0		2.0%	0.0%	46%	0%	11%	9%	35%	n/a	22%	n/a	67%		Yes		
33600	LM Insurance Corporation	111	25%	2,583,486	2,819,827	-8%	0.6%	0.7%	68%	37%	8%	9%	60%	28%	32%	32%	101%	70%	No	Yes	
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	62%	12,018,987	12,888,044	-7%	2.7%	3.1%	54%	52%	7%	7%	47%	45%	41%	37%	95%	89%	Yes	Yes	
19798	MERRIMACK MUTUAL FIRE INSURANCE COMPANY	22	65%	5,824,580	5,649,386	3%	1.3%	1.3%	26%	71%	5%	7%	21%	64%	42%	38%	68%	108%	Yes	No	
34339	METROPOLITAN GROUP PROPERTY AND CASUALTY INSURANCE	241	26%	5,532,536	5,315,949	4%	1.3%	1.3%	64%	38%	9%	8%	55%	30%	23%	23%	87%	61%	Yes	Yes	
26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE COMP	241	77%	9,739,021	9,373,134	4%	2.2%	2.2%	65%	53%	9%	8%	56%	45%	29%	28%	94%	81%	Yes	Yes	
15997	MMG Insurance Company		23%	12,116,479	12,272,526	-1%	2.8%	2.9%	61%	44%	10%	10%	51%	34%	38%	38%	100%	82%	Yes	Yes	
43982	Mt. Washington Assurance Corporation	415	33%	9,187,676	7,867,372	17%	2.1%	1.9%	56%	38%	10%	10%	46%	28%	36%	37%	93%	75%	Yes	Yes	
23760	NATIONWIDE GENERAL INSURANCE COMPANY	140	73%	1,757,227	1,105,229	59%	0.4%	0.3%	54%	51%	8%	8%	47%	43%	30%	29%	84%	80%	Yes	Yes	
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	57%	1,487,090	1,599,117	-7%	0.3%	0.4%	203%	42%	7%	7%	196%	35%	29%	29%	232%	72%	No	Yes	
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPANY	140	74%	1,716,217	1,820,618	-6%	0.4%	0.4%	135%	46%	8%	8%	127%	38%	30%	29%	164%	75%	No	Yes	
14788	NGM Insurance Company	311	24%	2,842,569	2,911,933	-2%	0.6%	0.7%	50%	50%	7%	7%	44%	43%	n/a	34%	85%	85%	Yes	Yes	
25992	NORTHERN SECURITY INSURANCE COMPANY, INC	234	48%	1,755,277	1,718,935	2%	0.4%	0.4%	46%	30%	6%	6%	40%	24%	33%	32%	80%	62%	Yes	Yes	
40231	OLD DOMINION INSURANCE COMPANY	311	65%	3,174,690	2,837,821	12%	0.7%	0.7%	49%	49%	7%	7%	36%	42%	n/a	31%	80%	80%	Yes	Yes	
20346	PACIFIC INDEMNITY COMPANY	38	62%	980,290	1,039,940	-6%	0.2%	0.2%	-79%	206%	6%	10%	-85%	196%	30%	30%	-49%	236%	Yes	No	
32069	Patriot Insurance Company	1309	26%	3,062,380	2,935,296	4%	0.7%	0.7%	51%	48%	6%	5%	45%	43%	39%	37%	89%	84%	Yes	Yes	
23175	Phenix Mutual Fire Insurance Company	291	88%	1,587,883	2,074,911	-23%	0.4%	0.5%	35%	46%	13%	11%	22%	35%	45%	40%	80%	86%	Yes	Yes	
15024	PREFERRED MUTUAL INSURANCE COMPANY	15024	45%	1,467,670	1,439,532	2%	0.3%	0.3%	45%	91%	4%	6%	41%	85%	40%	41%	86%	132%	Yes	No	
12873	Privilege Underwriters Reciprocal Exchange	4664	61%	1,930,906	1,490,434	30%	0.4%	0.4%	44%	68%	12%	9%	32%	59%	73%	62%	117%	130%	No	No	
15040	PROVIDENCE MUTUAL FIRE INSURANCE COMPANY	382	39%	4,137,216	4,350,491	-5%	0.9%	1.0%	60%	48%	8%	7%	51%	41%	39%	38%	99%	86%	Yes	Yes	
24740	SAFECO INSURANCE COMPANY OF AMERICA	111	40%	18,424,598	18,551,621	-1%	4.2%	4.4%	44%	45%	8%	8%	36%	37%	44%	40%	88%	85%	Yes	Yes	
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	78%	5,853,635	5,468,388	7%	1.3%	1.3%	99%	95%	11%	11%	88%	84%	35%	35%	134%	130%	No	No	
39454	SAFETY INSURANCE COMPANY	188	13%	3,128,294	3,019,470	4%	1.7%	0.7%	92%	41%	11%	7%	81%	34%	32%	33%	124%	74%	No	Yes	
12808	Safety Property and Casualty Insurance Company	188	64%	439,715	438,996	0%	0.1%	0.1%	73%	111%	9%	7%	64%	104%	34%	35%	107%	146%	No	No	
25143	State Farm Fire and Casualty Company	176	71%	42,744,247	41,544,656	3%	9.8%	9.9%	59%	60%	8%	11%	50%	49%	27%	27%	86%	87%	Yes	Yes	
28479	SUNAPEE MUTUAL FIRE INSURANCE COMPANY	45	99%	714,850	742,623	-4%	0.2%	0.2%	74%	66%	8%	9%	66%	57%	42%	32%	115%	98%	No	Yes	
22683	TEACHERS INSURANCE COMPANY	300	44%	1,762,607	1,859,827	-5%	0.4%	0.4%	42%	84%	8%	9%	33%	75%	25%	24%	67%	109%	Yes	No	
22292	THE HANOVER INSURANCE COMPANY	88	5%	945,632	204,472	362%	0.2%	0.0%	13%	20%	6%	6%	6%	14%	38%	19%	51%	39%	Yes	Yes	
19070	THE STANDARD FIRE INSURANCE COMPANY	3548	13%	2,445,385	2,638,880	-7%	0.6%	0.6%	50%	34%	7%	6%	44%	28%	33%	33%	83%	68%	Yes	Yes	
27998	THE TRAVELERS HOME AND MARINE INSURANCE COMPANY	3548	71%	12,811,380	11,941,223	7%	2.9%	2.8%	60%	41%	7%	6%	53%	34%	32%	33%	92%	73%	Yes	Yes	
28188	TRAVCO INSURANCE COMPANY	3548	45%	954,812	831,614	15%	0.2%	0.2%	42%	65%	6%	7%	36%	59%	24%	24%	65%	89%	Yes	Yes	
27120	TRUMBULL INSURANCE COMPANY	91	89%	1,892,724	1,766,335	7%	0.4%	0.4%	21%	51%	7%	8%	14%	43%	21%	19%	42%	70%	Yes	Yes	
25860	UNION MUTUAL FIRE INSURANCE COMPANY	195	26%	4,713,523	4,880,965	-3%	1.1%	1.2%	47%	70%	7%	7%	40%	63%	40%	38%	87%	108%	Yes	No	

NEW HAMPSHIRE SPECIFIC COMPETITIVE DATA BY COMPANY

Homeowners

HHI	323	340
Index **		

NAIC Code	Company Name	Group Code	Product Mix *	2019	2018	Chg from Prior	Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit			
				DWP	DWP		2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
				25941	UNITED SERVICES AUTOMOBILE ASSOCIATION		200	43%	15,087,825	13,495,932	12%	3.4%	3.2%	42%	53%	9%	7%	33%	46%	14%	13%	56%
25968	USAA CASUALTY INSURANCE COMPANY	200	33%	9,056,178	8,400,610	8%	2.1%	2.0%	47%	48%	8%	7%	39%	41%	15%	13%	62%	62%	Yes	Yes		
18600	USAA GENERAL INDEMNITY COMPANY	200	31%	5,318,189	4,476,900	19%	1.2%	1.1%	71%	84%	8%	8%	63%	76%	15%	13%	86%	97%	Yes	Yes		
26018	VERMONT MUTUAL INSURANCE COMPANY	234	36%	18,777,677	17,501,439	7%	4.3%	4.2%	42%	47%	6%	6%	36%	41%	37%	35%	79%	82%	Yes	Yes		
20397	VIGILANT INSURANCE COMPANY	38	68%	5,020,403	4,747,195	6%	1.1%	1.1%	28%	120%	10%	8%	18%	111%	29%	30%	57%	149%	Yes	No		
Total for companies with <0.1% Market Share ****				6,298,159	6,850,925	-8%	1.4%	1.6%	71%	34%	8%	6%	63%	28%	15%	14%	86%	48%	Yes	Yes		
TOTAL				437,373,410	420,198,972	4.1%	100.0%	100.0%	53%	53%	7%	8%	45%	46%	31%	30%	84%	83%	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 50 companies which have less than 0.1% market share.

NEW ENGLAND (Regional) COMPETITIVE DATA BY COMPANY

Homeowners

HHI Index **	161	169
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NAIC Code	Company Name	Group Code	Product Mix *	2019		2018		Chg from Prior	Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2019	2018		2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
				Mil \$	Mil \$	%	%		%	%	%	%	%	%	%	%	%	%	%	%	%	%
12487	AAA Southern New England Insurance Company		29%	8,643,094	1,665,052	419%	0.2%	0.0%	56%	64%	1%	1%	55%	63%	55%	75%	111%	139%	No	No		
10921	ACA Insurance Company	1278	93%	8,661,692	17,965,433	-52%	0.2%	0.3%	50%	66%	11%	7%	39%	59%	31%	30%	81%	96%	Yes	Yes		
19240	ALLSTATE INDEMNITY COMPANY	8	34%	15,223,164	16,093,176	-5%	0.3%	0.3%	43%	46%	9%	9%	34%	37%	25%	26%	68%	72%	Yes	Yes		
19232	ALLSTATE INSURANCE COMPANY	8	35%	105,214,716	111,192,013	-5%	1.9%	2.0%	44%	53%	9%	9%	34%	44%	24%	25%	67%	72%	Yes	Yes		
17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPANY	8	61%	59,682,776	57,075,368	5%	1.1%	1.0%	46%	53%	9%	9%	36%	43%	24%	26%	70%	79%	Yes	Yes		
37907	ALLSTATE VEHICLE AND PROPERTY INSURANCE COMPANY	8	99%	44,374,613	36,651,750	21%	0.8%	0.7%	52%	52%	10%	10%	42%	42%	24%	25%	75%	77%	Yes	Yes		
10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	19	24%	23,430,268	21,565,226	9%	0.4%	0.4%	32%	37%	4%	4%	29%	33%	55%	54%	87%	90%	Yes	Yes		
19941	AMERICAN COMMERCE INSURANCE COMPANY	411	34%	44,822,450	61,003,082	-27%	0.8%	1.1%	64%	87%	9%	12%	54%	75%	30%	30%	93%	118%	Yes	No		
23469	American Modern Home Insurance Company	361	20%	6,095,314	6,310,594	-3%	0.1%	0.1%	38%	39%	3%	3%	34%	36%	43%	39%	81%	78%	Yes	Yes		
19704	AMERICAN STATES INSURANCE COMPANY	111	92%	9,717,226	10,676,948	-9%	0.2%	0.2%	36%	58%	8%	8%	28%	51%	33%	37%	69%	95%	Yes	Yes		
10872	American Strategic Insurance Corp.	1344	73%	30,772,859	26,603,739	16%	0.5%	0.5%	57%	96%	9%	9%	49%	87%	33%	33%	90%	129%	Yes	No		
19976	AMICA MUTUAL INSURANCE COMPANY	28	38%	285,670,191	271,655,552	5%	5.0%	5.0%	43%	64%	10%	9%	34%	54%	28%	25%	71%	88%	Yes	Yes		
10017	Arbella Indemnity Insurance Company	586	50%	11,417,185	8,305,685	37%	0.2%	0.2%	45%	41%	9%	8%	36%	32%	36%	41%	81%	82%	Yes	Yes		
17000	Arbella Mutual Insurance Company	586	23%	129,495,449	131,655,130	-2%	2.3%	2.4%	35%	46%	7%	7%	28%	38%	41%	39%	76%	85%	Yes	Yes		
18279	BANKERS STANDARD INSURANCE COMPANY	626	53%	57,991,733	64,219,430	-10%	1.0%	1.2%	57%	79%	10%	7%	47%	71%	30%	30%	88%	108%	Yes	No		
13463	Barnstable County Mutual Insurance Company	919	91%	24,320,333	23,919,813	2%	0.4%	0.4%	39%	52%	14%	14%	25%	37%	38%	38%	77%	90%	Yes	Yes		
19763	BAY STATE INSURANCE COMPANY	22	81%	49,589,489	43,740,708	13%	0.9%	0.8%	60%	53%	7%	6%	52%	47%	41%	36%	101%	89%	No	Yes		
13643	BUNKER HILL INSURANCE CASUALTY COMPANY	415	100%	9,918,320	9,082,409	9%	0.2%	0.2%	44%	43%	11%	12%	33%	31%	34%	34%	78%	77%	Yes	Yes		
10394	Bunker Hill Insurance Company	415	100%	50,463,351	48,062,028	5%	0.9%	0.9%	36%	55%	10%	12%	26%	43%	38%	37%	74%	92%	Yes	Yes		
16035	Bunker Hill Preferred Insurance Company	415	100%	8,243,651	4,145,508	99%	0.1%	0.1%	41%	48%	11%	11%	30%	36%	35%	38%	76%	85%	Yes	Yes		
16036	Bunker Hill Property Insurance Company	415	100%	7,030,231	4,053,098	73%	0.1%	0.1%	46%	52%	10%	11%	36%	41%	36%	38%	83%	91%	Yes	Yes		
16037	BUNKER HILL SECURITY INSURANCE COMPANY	415	100%	8,581,110	4,674,881	84%	0.2%	0.1%	37%	39%	10%	11%	27%	28%	36%	38%	73%	77%	Yes	Yes		
19771	CAMBRIDGE MUTUAL FIRE INSURANCE COMPANY	22	60%	35,983,525	26,679,531	35%	0.6%	0.5%	52%	64%	7%	6%	45%	58%	43%	40%	95%	104%	Yes	No		
25560	CASCO INDEMNITY COMPANY	963	84%	11,774,751	9,593,759	23%	0.2%	0.2%	60%	62%	8%	9%	52%	53%	36%	37%	97%	99%	Yes	Yes		
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	18%	12,438,533	12,666,255	-2%	0.2%	0.2%	60%	68%	6%	7%	53%	60%	30%	31%	89%	99%	Yes	Yes		
26905	CENTURY-NATIONAL INSURANCE COMPANY	40%	40%	28,392,353	14,153,934	101%	0.5%	0.3%	5%	5%			n/a	n/a								
19402	CHARTIS PROPERTY CASUALTY COMPANY	12	61%	90,596,545	91,311,287	-1%	1.6%	1.7%	73%	64%	10%	11%	63%	53%	32%	35%	105%	99%	No	Yes		
12777	CHUBB INDEMNITY INSURANCE COMPANY	38	42%	17,105,916	13,481,663	27%	0.3%	0.2%	49%	41%	11%	8%	39%	33%	33%	33%	82%	74%	Yes	Yes		
10052	CHUBB NATIONAL INSURANCE COMPANY	38	58%	37,581,455	32,264,535	16%	0.7%	0.6%	36%	88%	9%	9%	27%	79%	31%	31%	67%	119%	Yes	No		
10677	CINCINNATI INSURANCE COMPANY	244	23%	23,573,655	17,619,326	34%	0.4%	0.3%	56%	69%	8%	7%	48%	61%	31%	31%	87%	100%	Yes	Yes		
40274	CITATION INSURANCE COMPANY	411	89%	212,216,621	205,569,771	3%	3.7%	3.8%	46%	60%	10%	12%	36%	49%	34%	33%	80%	93%	Yes	Yes		
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	17%	53,602,902	52,647,055	2%	0.9%	1.0%	40%	53%	7%	7%	53%	46%	37%	36%	76%	90%	Yes	Yes		
34754	COMMERCE INSURANCE COMPANY	411	9%	134,054,397	131,801,572	2%	2.4%	2.4%	47%	56%	8%	13%	39%	43%	34%	34%	81%	90%	Yes	Yes		
20672	CONCORD GENERAL MUTUAL INSURANCE COMPANY	45	32%	51,974,084	50,567,379	3%	0.9%	0.9%	50%	50%	8%	9%	41%	41%	39%	33%	89%	82%	Yes	Yes		
18686	Co-operative Insurance Companies	36%	36%	30,084,641	29,326,941	3%	0.5%	0.5%	59%	62%	8%	8%	51%	55%	42%	39%	101%	113%	No	No		
10062	Covenant Insurance Company	586	39%	14,447,393	14,535,061	1%	0.3%	0.3%	33%	78%	8%	10%	25%	68%	37%	35%	70%	70%	Yes	No		
37346	Danbury Insurance Company	787	98%	7,206,367	1,596,469	351%	0.1%	0.0%	24%	60%	6%	8%	18%	53%	42%	44%	66%	104%	Yes	No		
13706	Dorchester Mutual Insurance Company	144	88%	35,806,245	35,369,750	1%	0.6%	0.6%	41%	49%	7%	7%	34%	41%	41%	38%	82%	87%	Yes	Yes		
21261	ELECTRIC INSURANCE COMPANY	1186	88%	11,866,880	12,148,649	-2%	0.2%	0.2%	57%	65%	11%	10%	46%	54%	20%	20%	77%	85%	Yes	Yes		
13803	Farm Family Casualty Insurance Company	408	10%	12,540,355	12,610,749	-1%	0.2%	0.2%	45%	54%	6%	8%	39%	46%	33%	33%	79%	87%	Yes	Yes		
20281	FEDERAL INSURANCE COMPANY	38	11%	52,835,137	51,216,570	3%	0.9%	0.9%	26%	49%	9%	8%	16%	41%	31%	31%	57%	80%	Yes	Yes		
16578	Fidelity National Property and Casualty Insurance Company	670	84%	10,119,041	10,335,081	-2%	0.2%	0.2%	34%	83%	8%	8%	26%	75%	34%	34%	68%	118%	Yes	No		
11185	FOREMOST INSURANCE COMPANY GRAND RAPIDS, MICHIGAN	212	30%	43,911,959	41,442,740	6%	0.8%	0.8%	41%	47%	9%	9%	32%	38%	44%	43%	85%	90%	Yes	Yes		
21253	Garrison Property and Casualty Insurance Company	200	22%	18,811,601	15,330,341	23%	0.3%	0.3%	60%	79%	8%	8%	51%	71%	15%	13%	74%	92%	Yes	Yes		
24732	GENERAL INSURANCE COMPANY OF AMERICA	111	68%	40,017,627	40,988,252	-2%	0.7%	0.7%	46%	67%	9%	8%	37%	60%	34%	35%	80%	102%	Yes	No		
20303	GREAT NORTHERN INSURANCE COMPANY	38	48%	81,284,887	82,282,805	-1%	1.4%	1.5%	42%	70%	9%	8%	33%	62%	29%	29%	72%	99%	Yes	Yes		
20680	GREEN MOUNTAIN INSURANCE COMPANY, INC	45	26%	10,822,282	10,949,143	-1%	0.2%	0.2%	55%	63%	8%	9%	48%	53%	36%	30%	91%	93%	Yes	Yes		
26182	Harleysville Worcester Insurance Company	253	25%	7,952,465	8,051,132	-1%	0.1%	0.1%					27%	68%	n/a	n/a						
22357	HARTFORD ACCIDENT AND INDEMNITY COMPANY	91	10%	6,076,379	4,070,473	49%	0.1%	0.1%	78%	66%	9%	2%	69%	64%	38%	32%	115%	98%	No	Yes		
37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	91	12%	10,183,571	11,155,959	-9%	0.2%	0.2%	55%	66%	8%	6%	47%	60%	22%	21%	77%	86%	Yes	Yes		
30104	HARTFORD UNDERWRITERS INSURANCE COMPANY	91	8%	6,440,669	7,014,267	-8%	0.1%	0.1%	51%	44%	6%	8%	45%	36%	26%	24%	77%	68%	Yes	Yes		
14192	Hingham Mutual Fire Insurance Company	787	98%	10,303,861	9,261,652	11%	0.2%	0.2%	68%	42%	8%	7%	59%	35%	45%	42%	113%	84%	No	Yes		
17221	Homesite Insurance Company	501	99%	78,997,156	66,688,556	18%	1.4%	1.2%	51%	80%	2%	2%	48%	78%	25%	25%	76%	105%	Yes	No		
13927	Homesite Insurance Company of the Midwest	501	97%	43,134,389	38,838,279	11%	0.8%	0.7%	51%	50%	2%	1%	49%	49%	26%	24%	78%	75%	Yes	Yes		
22578	HORACE MANN INSURANCE COMPANY	300	69%	14,123,824	14,056,413	0%	0.2%	0.3%	61%	66%	9%	10%	52%	56%	27%	27%	88%	93%	Yes	Yes		
29068	IDS PROPERTY CASUALTY INSURANCE COMPANY	4	30%	9,632,024	10,385,000	-7%	0.2%	0.2%	64%	62%	12%	10%	53%	52%	17%	19%	81%	81%	Yes	Yes		
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	49%	72,041,528	74,599,816	-3%	1.3%	1.4%	59%	65%	8%	6%	52%	59%	55%	48%	114%	113%	No	No		
15598	INTEGON NATIONAL INSURANCE COMPANY	1318	27%	18,014,507	17,157,831	5%	0.3%	0.3%	50%	51%	9%	9%	41%	42%	25%	25%	75%	76%	Yes	Yes		
25445	IRONSHORE SPECIALTY INSURANCE COMPANY	4509	12%	7,193,124	8,763,995	-18%	0.1%	0.2%					41%	86%	n/a	n/a						
10914	Kemper Independence Insurance Company	215	24%	9,420,584	9,108,016	3%	0.2%	0.2%	31%	60%	8%	13%	23%	47%	29%	34%	59%	94%	Yes	Yes		
13668	KINGSTONE INSURANCE CO	100%	100%	8,589,656	1,363,029	530%	0.2%	0.0%	54%	34%	8%	5%	46%	29%	37%	38%	91%	72%	Yes	Yes		
19437	LEXINGTON INSURANCE COMPANY	12	8%	8,621,072	11,777,786	-27%	0.2%	0.2%	67%	49%	8%	5%	59%	43%	30%	32%	97%	81%	Yes	Yes		
42404	Liberty Insurance Corporation	111	68%	107,098,780	147,696,189	-27%	1.9%	2.7%	55%	63%	9%	9%	46%	54%	22%	21%	76%	85%	Yes	Yes		
23035	Liberty Mutual Fire Insurance Company	111	43%	142,557,163	153,893,303	-7%	2.5%	2.8%	33%	41%	8%	9%	25%	32%	22%	29%	55%	70%	Yes	Yes		
23043	Liberty Mutual Insurance Company	111	14%	55,166,377	53,538,480	3%	1.0%	1.0%	53%	64%	14%	12%	40%	52%	26%	25%	79%	88%	Yes	Yes		
12484	Liberty Mutual Personal Insurance Company	111	98%	49,108,433	2,140,072	2195%	0.9%	0.0%	51%	45%	10%	9%	41%	36%	21%	23%	71%	68%	Yes	Yes		
36447	LM General Insurance Company	111	11%	67,443,737	62,473,538	8%	1.2%	1.1%	44%	46%	8%	9%	36%	37%	22%	22%	66%	68%	Yes	Yes		

NEW ENGLAND (Regional) COMPETITIVE DATA BY COMPANY

Homeowners

HHI Index **	161	169
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NAIC Code	Company Name	Group Code	Product Mix *	2019	2018	Chg from Prior	Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit			
				DWP	DWP		2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
33600	LM Insurance Corporation	111	33%	29,155,992	30,539,288	-5%	0.5%	0.6%	40%	52%	9%	9%	31%	43%	26%	26%	65%	78%	Yes	Yes		
29939	MAIN STREET AMERICA ASSURANCE COMPANY	31	11%	9,576,043	9,305,582	3%	0.2%	0.2%	3%	45%	7%	7%	27%	38%	n/a	31%	38%	7%	7%	Yes	Yes	
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	53%	75,591,234	78,633,519	-4%	1.3%	1.4%	47%	65%	7%	7%	40%	58%	37%	37%	84%	102%	Yes	No		
19798	MERRIMACK MUTUAL FIRE INSURANCE COMPANY	22	64%	153,509,407	156,468,734	-2%	2.7%	2.9%	55%	60%	7%	6%	48%	54%	41%	36%	96%	96%	Yes	Yes		
34339	METROPOLITAN GROUP PROPERTY AND CASUALTY INSURANCE COMPANY	241	26%	33,069,270	31,709,374	4%	0.6%	0.6%	49%	66%	9%	8%	40%	58%	24%	24%	72%	90%	Yes	Yes		
26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE COMPANY	241	30%	125,790,074	122,026,420	3%	2.2%	2.2%	41%	56%	9%	8%	32%	48%	27%	27%	68%	83%	Yes	Yes		
15997	MMG Insurance Company	25%		41,647,711	41,403,733	1%	0.7%	0.8%	54%	49%	10%	10%	43%	39%	39%	38%	93%	87%	Yes	Yes		
43982	Mt. Washington Assurance Corporation	415	33%	9,187,676	7,867,372	17%	0.2%	0.1%	56%	38%	10%	10%	46%	28%	36%	37%	93%	75%	Yes	Yes		
43001	Narragansett Bay Insurance Company	497	90%	90,522,593	81,406,198	11%	1.6%	1.5%	48%	64%	11%	13%	37%	51%	53%	71%	102%	134%	No	No		
23760	NATIONWIDE GENERAL INSURANCE COMPANY	140	30%	28,291,962	22,903,828	24%	0.5%	0.4%	57%	97%	8%	8%	49%	88%	29%	30%	86%	127%	Yes	No		
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	60%	26,867,306	29,175,034	-8%	0.5%	0.5%	70%	75%	7%	8%	63%	68%	30%	30%	100%	105%	Yes	No		
23787	NATIONWIDE MUTUAL INSURANCE COMPANY	140	6%	6,257,745	7,123,379	-12%	0.1%	0.1%	27%	47%	8%	8%	19%	39%	51%	41%	78%	88%	Yes	Yes		
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPANY	140	73%	28,390,057	32,020,938	-11%	0.5%	0.6%	60%	94%	7%	8%	53%	86%	29%	30%	89%	124%	Yes	No		
12725	New England Mutual Insurance Company	1275	100%	11,651,023	13,249,510	-12%	0.2%	0.2%	43%	38%	6%	7%	37%	32%	32%	32%	75%	70%	Yes	Yes		
14826	NEW LONDON COUNTY MUTUAL INSURANCE COMPANY	787	54%	28,266,421	30,823,608	-8%	0.5%	0.6%	48%	78%	9%	9%	39%	69%	45%	39%	93%	117%	Yes	No		
14788	NGM Insurance Company	311	24%	40,274,778	41,437,833	3%	0.7%	0.8%	60%	7%	9%	50%	53%	n/a	34%	94%	94%	94%	Yes	Yes		
23965	Norfolk & Dedham Mutual Fire Insurance Company	144	17%	29,345,067	28,692,181	2%	0.5%	0.5%	42%	56%	8%	10%	34%	46%	38%	36%	80%	92%	Yes	Yes		
25992	NORTHERN SECURITY INSURANCE COMPANY, INC	234	16%	15,185,145	14,988,681	1%	0.3%	0.3%	52%	52%	6%	6%	46%	46%	29%	32%	82%	84%	Yes	Yes		
20346	PACIFIC INDEMNITY COMPANY	38	65%	65,751,569	67,014,967	-2%	1.2%	1.2%	40%	78%	10%	8%	30%	70%	31%	30%	70%	109%	Yes	No		
37850	PACIFIC SPECIALTY INSURANCE COMPANY	2898	100%	8,578,565	9,109,713	-6%	0.2%	0.2%	67%	58%	11%	9%	56%	49%	39%	41%	106%	99%	No	Yes		
32069	Patriot Insurance Company	1309	26%	14,066,128	14,160,543	-1%	0.2%	0.3%	44%	45%	6%	5%	38%	40%	40%	40%	83%	85%	Yes	Yes		
14923	PATRONS MUTUAL INSURANCE COMPANY OF CONNECTICUT	175	25%	10,407,504	12,600,537	-17%	0.2%	0.2%	39%	59%	10%	8%	29%	51%	37%	40%	75%	100%	Yes	Yes		
28290	PATRONS OXFORD INSURANCE COMPANY	1275	42%	20,941,935	20,677,881	1%	0.4%	0.4%	50%	55%	6%	6%	44%	49%	36%	33%	86%	88%	Yes	Yes		
24198	Peerless Insurance Company	111	44%	15,117,670	17,156,928	-12%	0.3%	0.3%	33%	44%	8%	8%	24%	36%	40%	40%	40%	78%	84%	Yes	Yes	
23175	Phenix Fire Insurance Company	291	82%	7,544,074	8,285,680	-9%	0.1%	0.2%	62%	67%	13%	10%	49%	56%	41%	41%	103%	108%	No	No		
15024	PREFERRED MUTUAL INSURANCE COMPANY	44%	44%	46,053,936	44,374,757	4%	0.8%	0.8%	56%	59%	7%	6%	48%	53%	40%	41%	96%	100%	Yes	Yes		
12873	Privilege Underwriters Reciprocal Exchange	4664	62%	79,051,538	66,940,088	18%	1.4%	1.2%	48%	73%	11%	9%	37%	65%	73%	62%	121%	135%	No	No		
34690	PROPERTY AND CASUALTY INSURANCE COMPANY OF HARTFORD	91	45%	14,430,794	15,300,942	-6%	0.3%	0.3%	48%	69%	5%	5%	43%	64%	22%	21%	71%	90%	Yes	Yes		
15040	PROVIDENCE MUTUAL FIRE INSURANCE COMPANY	382	43%	35,082,510	36,563,075	-4%	0.6%	0.7%	45%	57%	8%	7%	37%	50%	39%	38%	84%	95%	Yes	Yes		
11515	QBE SPECIALTY INSURANCE COMPANY	796	29%	6,762,481	6,409,300	6%	0.1%	0.1%	68%	44%	8%	5%	60%	39%	43%	43%	111%	87%	No	Yes		
15067	Quincy Mutual Fire Insurance Company	1275	28%	59,480,552	59,296,562	0%	1.0%	1.1%	35%	43%	6%	6%	29%	37%	37%	35%	72%	78%	Yes	Yes		
28860	RLI Indemnity Company	783	94%	15,192,180	10,051,998	51%	0.3%	0.2%	54%	83%	7%	8%	47%	75%	51%	49%	105%	132%	No	No		
24740	SAFECO INSURANCE COMPANY OF AMERICA	111	35%	43,301,235	45,933,290	-6%	0.8%	0.8%	52%	48%	12%	7%	41%	41%	48%	42%	100%	90%	No	Yes		
33618	SAFETY INDEMNITY INSURANCE COMPANY	188	69%	112,715,220	110,480,528	2%	2.0%	2.0%	48%	46%	8%	7%	39%	39%	34%	35%	82%	81%	Yes	Yes		
39454	SAFETY INSURANCE COMPANY	188	9%	57,304,567	56,412,712	2%	1.0%	1.0%	39%	37%	8%	7%	31%	29%	34%	34%	73%	71%	Yes	Yes		
12808	Safety Property and Casualty Insurance Company	188	74%	19,220,884	18,894,482	2%	0.3%	0.3%	36%	54%	8%	9%	28%	45%	36%	37%	72%	90%	Yes	Yes		
19259	SELECTIVE INSURANCE COMPANY OF SOUTH CAROLINA	242	7%	6,233,814	6,837,779	9%	0.1%	0.1%	34%	71%	5%	6%	29%	65%	31%	31%	65%	101%	Yes	No		
25143	State Farm Fire and Casualty Company	176	67%	219,006,262	207,329,001	6%	3.9%	3.8%	61%	72%	9%	10%	52%	62%	26%	26%	87%	98%	Yes	Yes		
22683	TEACHERS INSURANCE COMPANY	300	50%	11,252,132	11,095,264	1%	0.2%	0.2%	48%	70%	9%	10%	39%	61%	27%	27%	75%	97%	Yes	Yes		
19062	THE AUTOMOBILE INSURANCE COMPANY OF HARTFORD, CO	3548	48%	6,396,505	5,181,114	23%	0.1%	0.1%	45%	47%	6%	6%	38%	41%	37%	35%	82%	82%	Yes	Yes		
33588	The First Liberty Insurance Corporation	111	33%	8,213,195	7,932,394	4%	0.1%	0.1%	27%	43%	8%	9%	18%	35%	24%	24%	50%	68%	Yes	Yes		
22292	THE HANOVER INSURANCE COMPANY	88	12%	27,526,317	18,383,404	50%	0.5%	0.3%	40%	45%	7%	7%	33%	38%	34%	32%	74%	78%	Yes	Yes		
25623	THE PHOENIX INSURANCE COMPANY	3548	28%	33,020,627	35,069,459	-6%	0.6%	0.6%	37%	42%	6%	7%	30%	35%	34%	34%	71%	76%	Yes	Yes		
19070	THE STANDARD FIRE INSURANCE COMPANY	3548	15%	66,473,490	70,876,184	-6%	1.2%	1.3%	36%	48%	6%	7%	29%	41%	35%	35%	70%	83%	Yes	Yes		
27998	THE TRAVELERS HOME AND MARINE INSURANCE COMPANY	3548	54%	90,791,216	96,856,171	-6%	1.6%	1.8%	38%	51%	7%	7%	32%	44%	33%	34%	72%	84%	Yes	Yes		
25658	THE TRAVELERS INDEMNITY COMPANY	3548	15%	28,404,857	28,203,438	1%	0.5%	0.5%	59%	53%	9%	10%	50%	43%	29%	29%	88%	82%	Yes	Yes		
25666	THE TRAVELERS INDEMNITY COMPANY OF AMERICA	3548	5%	6,489,893	7,187,205	-10%	0.1%	0.1%	26%	36%	6%	7%	19%	29%	24%	24%	49%	60%	Yes	Yes		
38130	TRAVELERS PERSONAL INSURANCE COMPANY	3548	98%	24,376,606	884,435	2656%	0.4%	0.0%	58%	10%	7%	6%	51%	4%	35%	31%	93%	41%	Yes	Yes		
36145	TRAVELERS PERSONAL SECURITY INSURANCE COMPANY	3548	48%	11,291,668	9,551,716	18%	0.2%	0.2%	25%	72%	6%	7%	18%	65%	27%	25%	52%	97%	Yes	Yes		
36161	TRAVELERS PROPERTY CASUALTY INSURANCE COMPANY	3548	73%	7,874,763	7,951,425	-1%	0.1%	0.1%	39%	45%	7%	6%	33%	39%	34%	33%	73%	78%	Yes	Yes		
21709	TRUCK INSURANCE EXCHANGE TRUCK UNDERWRITERS ASSOCIATION	212	94%	16,243,188	15,074,237	8%	0.3%	0.3%	82%	78%	11%	10%	71%	68%	42%	45%	124%	123%	No	No		
97120	TRUMBULL INSURANCE COMPANY	91	19%	22,213,912	20,089,679	11%	0.4%	0.4%	54%	68%	7%	8%	48%	60%	22%	21%	77%	89%	Yes	Yes		
25860	UNION MUTUAL FIRE INSURANCE COMPANY	195	38%	40,864,388	43,134,917	-5%	0.7%	0.8%	39%	52%	8%	7%	32%	45%	40%	38%	79%	90%	Yes	Yes		
10969	United Property & Casualty Insurance Company	89%	89%	87,999,773	86,855,529	1%	1.6%	1.6%	56%	64%	5%	5%	51%	59%	40%	39%	96%	103%	Yes	No		
25841	UNITED SERVICES AUTOMOBILE ASSOCIATION	200	42%	123,711,286	118,145,012	5%	2.2%	2.2%	49%	58%	9%	9%	39%	49%	15%	14%	64%	71%	Yes	Yes		
10759	Universal North America Insurance Company	71	100%	8,380,119	9,860,082	-15%	0.1%	0.2%	43%	84%	15%	17%	29%	68%	46%	46%	89%	130%	Yes	No		
10861	UNIVERSAL PROPERTY & CASUALTY INSURANCE COMPANY	4663	100%	18,196,960	15,629,548	16%	0.3%	0.3%	39%	56%	8%	7%	31%	49%	32%	34%	71%	90%	Yes	Yes		
25968	USAA CASUALTY INSURANCE COMPANY	200	34%	98,319,154	94,793,602	4%	1.7%	1.7%	48%	57%	8%	8%	40%	49%	15%	13%	63%	70%	Yes	Yes		
18600	USAA GENERAL INDEMNITY COMPANY	200	26%	46,074,446	39,593,276	16%	0.8%															

COUNTRYWIDE COMPETITIVE DATA BY COMPANY

Homeowners

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NAIC Code	Company Name	Group Code	Product Mix *	2019		2018		Chg from Prior		Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
15539	AAA NORTHERN CALIFORNIA, NEVADA & UTAH INSURANCE E	1278	21%	574,938,191	544,787,815	6%	0.6%	0.6%	8%	250%	8%	13%	0%	237%	29%	29%	37%	279%	Yes	No			
10921	ACA Insurance Company	1278	38%	116,802,358	220,256,492	-47%	0.1%	0.2%	76%	66%	11%	7%	64%	59%	31%	30%	106%	96%	No	Yes			
14184	ACUTY, A MUTUAL INSURANCE COMPANY		9%	155,271,098	150,116,997	3%	0.1%	0.2%	85%	72%	1%	7%	78%	65%	32%	32%	117%	103%	No	No			
33898	AEGIS SECURITY INSURANCE COMPANY	313	58%	131,070,878	106,397,969	23%	0.1%	0.1%	58%	145%	7%	6%	51%	139%	44%	45%	102%	189%	No	No			
19135	ALFA MUTUAL INSURANCE COMPANY	5	29%	224,709,822	211,367,774	6%	0.2%	0.2%	61%	89%	5%	5%	56%	84%	26%	26%	87%	115%	Yes	No			
42579	ALLIED PROPERTY AND CASUALTY INSURANCE COMPANY	140	20%	137,349,339	205,783,527	-33%	0.1%	0.2%	39%	99%	8%	8%	31%	91%	30%	29%	69%	128%	Yes	No			
29688	ALLSTATE FIRE AND CASUALTY INSURANCE COMPANY	8	2%	193,153,694	205,426,230	-6%	0.2%	0.2%	71%	68%	9%	9%	62%	59%	26%	28%	97%	95%	Yes	Yes			
19240	ALLSTATE INDEMNITY COMPANY	8	35%	1,087,125,507	1,120,171,728	-3%	1.0%	1.1%	58%	57%	9%	9%	49%	48%	25%	27%	84%	84%	Yes	Yes			
19232	ALLSTATE INSURANCE COMPANY	8	32%	1,898,847,779	1,936,152,687	-2%	1.8%	2.0%	48%	103%	10%	8%	38%	95%	26%	27%	75%	130%	Yes	No			
10852	ALLSTATE NEW JERSEY INSURANCE COMPANY	8	27%	124,850,485	135,325,580	-8%	0.1%	0.1%	39%	45%	5%	11%	34%	34%	35%	32%	75%	77%	Yes	Yes			
17230	ALLSTATE PROPERTY AND CASUALTY INSURANCE COMPANY	8	18%	881,682,364	933,276,376	-6%	0.8%	0.9%	65%	60%	9%	9%	56%	51%	25%	27%	90%	87%	Yes	Yes			
26530	ALLSTATE TEXAS LLOYD'S	8	99%	325,343,326	337,792,921	-4%	0.3%	0.3%	57%	48%	9%	9%	47%	39%	26%	27%	83%	75%	Yes	Yes			
37907	ALLSTATE VEHICLE AND PROPERTY INSURANCE COMPANY	8	99%	3,344,540,304	2,780,020,044	20%	3.2%	2.8%	71%	64%	10%	10%	61%	55%	24%	26%	95%	91%	Yes	Yes			
19100	AMCO INSURANCE COMPANY	140	12%	120,793,352	279,991,759	-57%	0.1%	0.3%	18%	115%	8%	7%	10%	109%	30%	29%	48%	145%	Yes	No			
10111	AMERICAN BANKERS INSURANCE COMPANY OF FLORIDA	19	14%	667,454,465	634,507,641	5%	0.6%	0.6%	42%	54%	4%	4%	38%	51%	59%	57%	101%	111%	No	No			
10386	American Family Insurance Company	473	23%	486,727,906	394,343,089	23%	0.5%	0.4%	76%	77%	9%	9%	67%	67%	26%	29%	102%	105%	No	No			
19275	American Family Mutual Insurance Company	473	35%	1,552,404,653	1,593,423,091	-3%	1.5%	1.6%	71%	63%	9%	9%	62%	54%	26%	28%	97%	91%	Yes	Yes			
24376	American General Indemnity Company	12	94%	196,042,267	71,324,285	175%	0.2%	0.1%	78%	75%	7%	5%	71%	70%	36%	46%	114%	121%	No	No			
12841	American Integrity Insurance Company of Florida		75%	256,968,651	233,736,119	10%	0.2%	0.2%	66%	149%	7%	13%	59%	136%	15%	18%	81%	167%	Yes	No			
23469	American Modern Home Insurance Company	361	45%	196,631,331	218,104,175	-10%	0.2%	0.2%	34%	90%	3%	3%	31%	87%	45%	43%	79%	133%	Yes	No			
28401	American National Property and Casualty Company	408	27%	233,279,573	216,913,430	7%	0.2%	0.2%	68%	72%	7%	8%	61%	65%	32%	32%	100%	104%	No	No			
19992	American Select Insurance Company	228	31%	145,780,807	123,430,022	18%	0.1%	0.1%	77%	56%	9%	8%	68%	47%	35%	36%	112%	92%	No	Yes			
10872	American Strategic Insurance Corp	1344	84%	841,853,984	725,962,289	16%	0.8%	0.7%	72%	73%	9%	8%	63%	65%	34%	34%	106%	107%	No	No			
12359	American Traditions Insurance Company	4686	91%	116,930,785	101,868,239	15%	0.1%	0.1%	70%	59%	13%	12%	57%	47%	24%	31%	95%	90%	Yes	Yes			
42390	AMGUARD INSURANCE COMPANY	828	11%	137,324,280	17,933,164	666%	0.1%	0.0%	85%	73%	9%	9%	76%	65%	31%	32%	116%	106%	No	No			
19976	AMICA MUTUAL INSURANCE COMPANY	28	41%	944,824,579	909,196,126	4%	0.9%	0.9%	62%	69%	10%	9%	53%	60%	28%	25%	90%	94%	Yes	Yes			
17000	Arbella Mutual Insurance Company	586	23%	129,495,449	131,655,130	-2%	0.1%	0.1%	35%	46%	7%	7%	28%	38%	41%	39%	76%	85%	Yes	Yes			
11059	ASI Lloyds	1344	76%	243,342,332	306,831,114	-21%	0.2%	0.3%	78%	60%	10%	8%	68%	52%	34%	36%	112%	96%	No	Yes			
13142	ASI Preferred Insurance Corp	1344	80%	303,836,702	165,212,098	84%	0.3%	0.2%	81%	71%	13%	11%	69%	60%	29%	30%	110%	101%	No	No			
27235	AUTO CLUB FAMILY INSURANCE COMPANY	1318	99%	128,792,722	129,006,572	-0%	0.1%	0.1%	55%	50%	10%	9%	45%	41%	25%	25%	79%	75%	Yes	Yes			
11008	AUTO CLUB INDEMNITY COMPANY	1318	99%	142,056,275	141,940,555	0%	0.1%	0.1%	64%	43%	11%	10%	53%	33%	22%	23%	86%	68%	Yes	Yes			
12813	Auto Club Insurance Company of Florida	1318	46%	107,501,453	105,902,507	2%	0.1%	0.1%	73%	80%	12%	11%	62%	69%	31%	34%	105%	114%	No	No			
18988	Auto-Owners Insurance Company	280	36%	1,451,806,366	1,334,995,122	9%	1.4%	1.4%	63%	61%	6%	6%	57%	55%	31%	31%	94%	92%	Yes	Yes			
18279	BANKERS STANDARD INSURANCE COMPANY	626	53%	436,632,619	457,061,463	-4%	0.4%	0.5%	91%	128%	11%	8%	80%	119%	29%	30%	121%	158%	No	No			
38342	CALIFORNIA AUTOMOBILE INSURANCE COMPANY	660	47%	504,120,860	439,905,326	15%	0.5%	0.4%	63%	121%	10%	10%	53%	111%	25%	25%	88%	146%	Yes	No			
10908	Capital Preferred Insurance Company, Inc.	72%		152,330,262	60,902,816	150%	0.1%	0.1%	119%	107%	13%	19%	106%	88%	22%	48%	141%	155%	No	No			
12573	Centauri Specialty Insurance Company	73%		111,448,456	121,228,651	-8%	0.1%	0.1%	123%	86%	38%	20%	85%	66%	62%	39%	184%	125%	No	No			
20230	CENTRAL MUTUAL INSURANCE COMPANY	36	23%	165,098,610	173,495,299	-5%	0.2%	0.2%	77%	75%	6%	6%	71%	69%	30%	32%	107%	107%	No	No			
19402	CHARTIS PROPERTY CASUALTY COMPANY	12	53%	836,283,411	843,458,742	-1%	0.8%	0.9%	103%	239%	12%	15%	91%	224%	32%	34%	134%	273%	No	No			
27774	CHUBB LLOYDS INSURANCE COMPANY OF TEXAS	38	76%	177,746,412	161,893,906	10%	0.2%	0.2%	202%	37%	11%	6%	191%	31%	29%	29%	230%	66%	No	Yes			
10052	CHUBB NATIONAL INSURANCE COMPANY	38	45%	305,492,527	253,210,297	21%	0.3%	0.3%	77%	105%	10%	8%	67%	97%	31%	30%	108%	136%	No	No			
10677	CINCINNATI INSURANCE COMPANY	244	16%	620,433,779	580,596,818	7%	0.6%	0.6%	82%	82%	9%	8%	73%	74%	31%	31%	113%	113%	No	No			
40274	CITATION INSURANCE COMPANY	411	89%	212,216,621	205,569,771	3%	0.2%	0.2%	46%	60%	10%	12%	36%	49%	34%	33%	80%	93%	Yes	Yes			
31534	CITIZENS INSURANCE COMPANY OF AMERICA	88	29%	256,127,229	280,789,924	-9%	0.2%	0.3%	56%	56%	7%	7%	50%	50%	31%	32%	88%	88%	Yes	Yes			
10064	CITIZENS PROPERTY INSURANCE CORPORATION		59%	520,338,320	489,870,458	6%	0.5%	0.5%	97%	122%	24%	47%	74%	76%	31%	31%	128%	153%	No	No			
34754	COMMERCE INSURANCE COMPANY	411	9%	134,054,397	131,801,572	2%	0.1%	0.1%	47%	56%	8%	13%	39%	43%	34%	34%	81%	90%	Yes	Yes			
20990	COUNTRY Mutual Insurance Company	50	41%	722,337,503	685,988,984	5%	0.7%	0.7%	73%	68%	8%	8%	65%	61%	30%	31%	102%	99%	Yes	Yes			
18961	Crestbrook Insurance Company	140	47%	167,197,843	143,874,669	16%	0.2%	0.1%	65%	166%	8%	5%	57%	161%	32%	34%	98%	201%	Yes	No			
12482	Edison Insurance Company		100%	90,427,247	94,047,520	13%	0.1%	0.1%	152%	209%	26%	21%	127%	189%	49%	44%	201%	253%	No	No			
11252	ENCOMPASS HOME AND AUTO INSURANCE COMPANY	8	36%	145,473,772	145,341,450	0%	0.1%	0.1%	68%	72%	10%	8%	58%	63%	30%	31%	98%	102%	Yes	No			
15130	ENCOMPASS INDEMNITY COMPANY	8	43%	140,163,215	135,889,754	3%	0.1%	0.1%	81%	85%	10%	8%	71%	57%	29%	30%	110%	95%	No	Yes			
26263	Erie Insurance Company	213	58%	997,115,407	882,198,385	13%	1.0%	0.9%	78%	77%	10%	10%	68%	67%	30%	31%	108%	108%	No	No			
26271	Erie Insurance Exchange	213	13%	686,112,893	730,418,443	-6%	0.7%	0.7%	79%	75%	9%	10%	70%	65%	30%	30%	109%	106%	No	No			
25712	Esurance Insurance Company	8	20%	111,721,070	94,705,546	18%	0.1%	0.1%	76%	83%	10%	10%	66%	74%	13%	14%	89%	97%	Yes	Yes			
14432	Family Security Insurance Company, Inc.	4830	99%	198,453,237	141,817,673	40%	0.2%	0.1%	88%	139%	9%	10%	79%	129%	30%	30%	117%	169%	No	No			
21547	FARM BUREAU GENERAL INSURANCE COMPANY OF MICHIGAN	67	22%	160,320,840	160,492,707	-0%	0.2%	0.2%	72%	64%	5%	6%	66%	58%	28%	28%	99%	92%	Yes	Yes			
1357	FARM BUREAU MUTUAL INSURANCE COMPANY OF ARKANSAS	157	55%	136,889,228	135,431,653	1%	0.1%	0.1%	76%	82%	7%	7%	68%	75%	20%	20%	96%	102%	Yes	No			
13773	FARM BUREAU PROPERTY & CASUALTY INSURANCE COMPAN	513	23%	287,790,448	281,789,002	2%	0.3%	0.3%	66%	52%	6%	6%	59%	46%	27%	27%	92%	80%	Yes	Yes</			

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NAIC Code	Company Name	Group Code	Product Mix *	2019		2018		Chg from Prior	Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit	
				DWP	DWP	2019	2018		2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
20303	GREAT NORTHERN INSURANCE COMPANY	38	41%	546,250,264	532,677,692	3%	0.5%	0.5%	70%	103%	10%	8%	61%	94%	29%	30%	100%	132%	Yes	No		
12237	GULFSTREAM PROPERTY AND CASUALTY INSURANCE COMP		86%	128,826,314	136,811,070	-5%	0.1%	0.1%	135%	253%	20%	30%	116%	224%	50%	44%	185%	297%	No	No		
37478	HARTFORD INSURANCE COMPANY OF THE MIDWEST	91	13%	122,322,468	133,787,341	-9%	0.1%	0.1%	53%	63%	6%	6%	47%	57%	23%	22%	75%	85%	Yes	Yes		
14407	Heritage Property & Casualty Insurance Company		78%	416,174,543	407,254,553	2%	0.4%	0.4%	103%	121%	13%	29%	90%	93%	31%	33%	135%	154%	No	No		
12944	Homeowners Choice Property & Casualty Insurance Company, Inc.		90%	271,674,546	290,965,688	-7%	0.3%	0.3%	71%	81%	12%	13%	59%	68%	34%	34%	105%	115%	No	No		
12536	Homeowners of America Insurance Company		88%	168,857,824	135,576,161	25%	0.2%	0.1%	67%	51%	15%	10%	52%	41%	93%	82%	160%	132%	No	No		
17221	Homesite Insurance Company	501	98%	592,452,662	460,583,146	29%	0.6%	0.5%	60%	71%	2%	2%	58%	69%	26%	24%	86%	95%	Yes	Yes		
11005	Homesite Insurance Company of California	501	98%	107,719,879	107,060,989	1%	0.1%	0.1%	49%	197%	2%	3%	47%	194%	25%	25%	74%	221%	Yes	No		
13927	Homesite Insurance Company of the Midwest	501	99%	622,165,929	474,855,316	31%	0.6%	0.5%	61%	63%	2%	2%	60%	61%	25%	24%	86%	87%	Yes	Yes		
29068	IDS PROPERTY CASUALTY INSURANCE COMPANY	4	25%	281,733,321	280,306,262	1%	0.3%	0.3%	85%	97%	10%	10%	75%	86%	16%	19%	101%	115%	No	No		
36940	Indian Harbor Insurance Company	1285	9%	116,689,225	52,466,162	122%	0.1%	0.1%	80%	3%	4%	3%	77%	0%	57%	52%	137%	55%	No	Yes		
29742	INTEGON NATIONAL INSURANCE COMPANY	2538	21%	280,719,972	293,059,528	-4%	0.3%	0.3%	36%	152%	6%	6%	30%	145%	53%	45%	89%	197%	Yes	No		
15598	INTERINSURANCE EXCHANGE OF THE AUTOMOBILE CLUB	1318	16%	570,592,989	555,297,177	3%	0.5%	0.6%	65%	65%	11%	11%	54%	54%	23%	23%	88%	88%	Yes	Yes		
10914	Kemper Independence Insurance Company	215	37%	104,965,103	115,037,546	-9%	0.1%	0.1%	27%	114%	8%	11%	19%	102%	30%	31%	57%	145%	Yes	No		
22993	Kentucky Farm Bureau Mutual Insurance Company	109	25%	269,356,937	273,078,871	-1%	0.3%	0.3%	65%	56%	5%	6%	60%	51%	24%	24%	89%	80%	Yes	Yes		
13668	KINGSTONE INSURANCE CO		67%	114,215,435	87,569,032	30%	0.1%	0.1%	56%	56%	7%	6%	49%	50%	38%	40%	94%	95%	Yes	Yes		
16023	Lemonade Insurance Company		100%	115,704,159	46,825,895	147%	0.1%	0.0%	75%	106%	9%	8%	66%	97%	45%	56%	120%	162%	No	No		
19437	LEXINGTON INSURANCE COMPANY	12	9%	188,638,559	236,609,533	-20%	0.2%	0.2%	71%	260%	6%	11%	65%	249%	32%	35%	103%	295%	No	No		
42404	Liberty Insurance Corporation	111	69%	1,782,046,014	2,036,341,107	-12%	1.7%	2.1%	65%	64%	9%	10%	57%	54%	24%	24%	89%	87%	Yes	Yes		
23035	Liberty Mutual Fire Insurance Company	111	23%	770,540,113	839,443,387	-8%	0.7%	0.9%	41%	44%	8%	9%	33%	36%	24%	30%	66%	80%	Yes	Yes		
14486	Liberty Mutual Mid-Atlantic Insurance Company	111	74%	133,532,000	127,385,694	5%	0.1%	0.1%	55%	67%	9%	10%	46%	57%	20%	20%	75%	88%	Yes	Yes		
12484	Liberty Mutual Personal Insurance Company	111	85%	306,307,123	5,472,511	5497%	0.3%	0.0%	53%	46%	10%	9%	43%	37%	23%	25%	76%	71%	Yes	Yes		
13207	Lighthouse Property Insurance Corporation		84%	163,613,768	132,158,083	24%	0.2%	0.1%	84%	121%	15%	17%	69%	104%	74%	41%	158%	161%	No	No		
36447	LM General Insurance Company	111	4%	154,072,013	146,250,079	5%	0.1%	0.1%	47%	52%	8%	9%	39%	43%	22%	23%	69%	75%	Yes	Yes		
33600	LM Insurance Corporation	111	23%	285,420,006	320,765,013	-11%	0.3%	0.3%	55%	57%	9%	9%	46%	48%	34%	34%	89%	91%	Yes	Yes		
22306	MASSACHUSETTS BAY INSURANCE COMPANY	88	23%	129,774,757	128,171,146	1%	0.1%	0.1%	49%	61%	7%	7%	41%	55%	35%	35%	84%	97%	Yes	Yes		
21229	MEMBERSELECT INSURANCE COMPANY	55	22%	266,820,305	249,762,448	7%	0.3%	0.3%	70%	55%	6%	6%	64%	49%	27%	25%	98%	79%	Yes	Yes		
23353	Meridian Security Insurance Company	175	47%	169,992,477	96,361,617	76%	0.2%	0.1%	106%	66%	10%	9%	95%	57%	35%	38%	141%	104%	No	No		
19798	MERRIMACK MUTUAL FIRE INSURANCE COMPANY	22	52%	190,259,542	192,873,018	-1%	0.2%	0.2%	55%	59%	7%	6%	48%	53%	41%	36%	96%	95%	Yes	Yes		
34339	METROPOLITAN GROUP PROPERTY AND CASUALTY INSURAN	241	18%	147,809,303	143,576,468	3%	0.1%	0.1%	61%	62%	9%	8%	52%	54%	24%	24%	85%	86%	Yes	Yes		
26298	METROPOLITAN PROPERTY AND CASUALTY INSURANCE COM	241	43%	678,273,358	665,637,495	2%	0.7%	0.7%	60%	68%	9%	8%	51%	60%	29%	28%	89%	96%	Yes	Yes		
38660	MIC General Insurance Corporation	2538	48%	125,113,867	98,476,643	27%	0.1%	0.1%	67%	102%	6%	7%	61%	95%	52%	44%	118%	145%	No	No		
21687	MID-CENTURY INSURANCE COMPANY	212	17%	487,209,161	501,583,052	-3%	0.5%	0.5%	14%	158%	10%	11%	4%	148%	41%	43%	56%	202%	Yes	No		
27669	MISSISSIPPI FARM BUREAU CASUALTY INSURANCE COMPANY	483	35%	160,754,395	158,600,175	1%	0.2%	0.2%	67%	54%	9%	9%	57%	46%	22%	23%	88%	77%	Yes	Yes		
10205	MOUNTAIN VALLEY INDEMNITY COMPANY	3703	89%	133,436,923	132,653,239	1%	0.1%	0.1%	77%	78%	12%	13%	65%	65%	56%	60%	133%	138%	No	No		
43001	Narragansett Bay Insurance Company	497	94%	333,053,214	323,018,729	3%	0.3%	0.3%	53%	67%	12%	14%	41%	53%	53%	70%	105%	137%	No	No		
26093	NATIONWIDE AFFINITY INSURANCE COMPANY OF AMERICA	140	26%	220,255,099	219,209,648	0%	0.2%	0.2%	86%	81%	8%	8%	78%	73%	30%	29%	116%	110%	No	No		
23760	NATIONWIDE GENERAL INSURANCE COMPANY	140	43%	630,914,322	642,595,572	-2%	0.6%	0.7%	76%	80%	8%	8%	68%	71%	30%	31%	106%	110%	No	No		
25453	NATIONWIDE INSURANCE COMPANY OF AMERICA	140	17%	211,589,831	165,289,938	28%	0.2%	0.2%	84%	94%	8%	9%	76%	85%	28%	27%	112%	121%	No	No		
23779	NATIONWIDE MUTUAL FIRE INSURANCE COMPANY	140	52%	575,139,706	620,982,110	-7%	0.6%	0.6%	64%	70%	7%	8%	57%	62%	30%	31%	94%	101%	Yes	No		
23787	NATIONWIDE MUTUAL INSURANCE COMPANY	140	14%	409,362,091	116,617,491	251%	0.4%	0.1%	61%	73%	8%	7%	53%	66%	28%	39%	89%	112%	Yes	No		
37877	NATIONWIDE PROPERTY & CASUALTY INSURANCE COMPANY	140	28%	446,919,280	466,802,583	-4%	0.4%	0.5%	67%	65%	8%	8%	60%	57%	30%	31%	98%	95%	Yes	Yes		
12122	NEW JERSEY MANUFACTURERS INSURANCE COMPANY	708	16%	311,954,477	285,506,328	9%	0.3%	0.3%	72%	73%	12%	11%	61%	61%	13%	14%	86%	87%	Yes	Yes		
14834	NEW YORK CENTRAL MUTUAL FIRE INSURANCE COMPANY	2518	34%	191,178,899	186,634,705	3%	0.2%	0.2%	49%	53%	10%	10%	39%	43%	34%	34%	83%	87%	Yes	Yes		
14842	NORTH CAROLINA FARM BUREAU MUTUAL INSURANCE COMF	324	29%	351,834,338	331,553,571	6%	0.3%	0.3%	74%	110%	6%	6%	68%	104%	29%	28%	103%	138%	No	No		
14850	North Star Mutual Insurance Company	698	23%	104,277,763	97,377,591	7%	0.1%	0.1%	65%	62%	5%	5%	60%	57%	26%	27%	91%	89%	Yes	Yes		
23248	Occidental Fire and Casualty Company of North Carolina	225	44%	252,052,122	203,578,281	24%	0.2%	0.2%	52%	51%	12%	9%	40%	42%	47%	42%	99%	93%	Yes	Yes		
12954	Olympus Insurance Company		90%	171,813,119	141,179,775	22%	0.2%	0.1%	404%	156%	327%	43%	77%	114%	n/a	7%		163%	No	No		
20346	PACIFIC INDEMNITY COMPANY	38	47%	302,365,545	296,480,857	2%	0.3%	0.3%	63%	105%	10%	8%	53%	97%	30%	30%	93%	135%	Yes	No		
37850	PACIFIC SPECIALTY INSURANCE COMPANY	2898	86%	219,583,055	199,536,570	10%	0.2%	0.2%	49%	69%	12%	10%	37%	59%	43%	42%	92%	111%	Yes	No		
24341	PEMCO MUTUAL INSURANCE COMPANY	157	26%	130,315,253	121,429,812	7%	0.1%	0.1%	70%	68%	9%	9%	61%	60%	26%	26%	96%	94%	Yes	Yes		
13125	Peoples Trust Insurance Company		74%	173,193,238	170,328,066	2%	0.2%	0.2%	100%	170%	31%	37%	69%	133%	22%	27%	123%	197%	No	No		
37257	Praetorian Insurance Company	796	58%	212,921,502	192,231,191	11%	0.2%	0.2%	57%	72%	8%	10%	49%	62%	39%	39%	96%	112%	Yes	No		
15024	PREFERRED MUTUAL INSURANCE COMPANY		39%	133,711,042	132,367,953	1%	0.1%	0.1%	60%	65%	7%	6%	52%	59%	40%	39%	99%	105%	Yes	No		
12873	Privilege Underwriters Reciprocal Exchange	4664	57%	654,148,116	548,195,965	19%	0.6%	0.6%	80%	75%	12%	9%	68%	66%	73%	62%	152%	137%	No	No		
34690	PROPERTY AND CASUALTY INSURANCE COMPANY OF HARTF	91	35%	316,492,451	337,737,488	-6%	0.3%	0.3%	51%	113%	6%	9%	45%	104%	21%	21%	73%	133%	Yes	No		
39217	QBE INSURANCE CORPORATION	796	11%	127,050,331	181,118,620	-30%	0.1%	0.2%	87%	75%	8%	13%	80%	62%	35%	34%	122%	109%	No	No		
11515	QBE SPECIALTY INSURANCE COMPANY	796	15%	118,762,583	109,335,719	9%	0.1%	0.1%	63%	44%	7%	12%	55%	31%	45%	46%	108%	89%	No	Yes		

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NAIC Code	Company Name	Group Code	Product Mix *	2019			2018			Market Share		Loss & LAE Ratio		Total LAE Ratio		Loss Ratio		Exp Ratio ***		Combined Ratio		Underwriting Profit		
				DWP	DWP	Chg from Prior	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
				21695	TEXAS FARMERS INSURANCE COMPANY	212	94%	855,382,665	821,439,987	4%	0.8%	0.8%	78%	56%	10%	9%	68%	47%	42%	42%	120%	98%	No	Yes
19062	THE AUTOMOBILE INSURANCE COMPANY OF HARTFORD, CO	3548	37%	198,559,837	209,181,620	-5%	0.2%	0.2%	48%	53%	7%	7%	41%	47%	32%	32%	80%	85%	Yes	Yes				
33588	The First Liberty Insurance Corporation	111	36%	172,764,084	188,392,782	-8%	0.2%	0.2%	55%	49%	9%	9%	46%	40%	24%	24%	79%	73%	Yes	Yes				
22292	THE HANOVER INSURANCE COMPANY	88	10%	131,854,052	116,035,276	14%	0.1%	0.1%	58%	65%	7%	7%	51%	59%	34%	34%	91%	99%	Yes	Yes				
19070	THE STANDARD FIRE INSURANCE COMPANY	3548	13%	326,641,042	339,933,458	-4%	0.3%	0.3%	50%	61%	6%	7%	43%	54%	33%	33%	82%	94%	Yes	Yes				
27998	THE TRAVELERS HOME AND MARINE INSURANCE COMPANY	3548	68%	1,591,144,288	1,670,678,913	-5%	1.5%	1.7%	70%	70%	7%	7%	63%	63%	31%	32%	101%	102%	No	No				
29050	Tower Hill Preferred Insurance Company	3484	100%	107,030,081	99,705,260	7%	0.1%	0.1%	101%	140%	13%	13%	88%	127%	36%	34%	137%	174%	No	No				
11027	Tower Hill Prime Insurance Company	3484	80%	209,038,850	219,341,943	-5%	0.2%	0.2%	114%	145%	16%	13%	98%	132%	34%	31%	147%	177%	No	No				
12538	Tower Hill Signature Insurance Company	3484	74%	116,086,739	107,637,348	8%	0.1%	0.1%	97%	141%	14%	14%	83%	127%	36%	34%	133%	175%	No	No				
28188	TRAVCO INSURANCE COMPANY	3548	86%	313,191,018	280,886,969	12%	0.3%	0.3%	60%	75%	7%	7%	54%	67%	32%	32%	92%	107%	Yes	No				
36137	TRAVELERS COMMERCIAL INSURANCE COMPANY	3548	52%	414,631,855	375,751,257	10%	0.4%	0.4%	71%	185%	9%	10%	62%	175%	29%	29%	100%	215%	No	No				
38130	TRAVELERS PERSONAL INSURANCE COMPANY	3548	66%	659,946,179	140,197,724	371%	0.6%	0.1%	68%	65%	7%	7%	60%	58%	30%	30%	98%	95%	Yes	Yes				
21709	TRUCK INSURANCE EXCHANGE TRUCK UNDERWRITERS ASS	212	26%	270,956,152	240,464,124	13%	0.3%	0.2%	73%	69%	10%	10%	63%	59%	42%	40%	115%	109%	No	No				
27120	TRUMBULL INSURANCE COMPANY	91	23%	283,724,735	265,064,527	7%	0.3%	0.3%	50%	110%	6%	10%	44%	101%	23%	22%	73%	133%	Yes	No				
15288	UNITED FARM FAMILY MUTUAL INSURANCE COMPANY	542	25%	168,706,832	154,959,656	9%	0.2%	0.2%	67%	56%	8%	8%	60%	48%	29%	29%	96%	85%	Yes	Yes				
10969	United Property & Casualty Insurance Company	84%		636,598,310	615,210,293	3%	0.6%	0.6%	71%	110%	7%	9%	64%	100%	41%	39%	112%	148%	No	No				
25941	UNITED SERVICES AUTOMOBILE ASSOCIATION	200	34%	3,012,796,439	2,773,862,646	9%	2.9%	2.8%	72%	92%	9%	8%	63%	84%	14%	13%	86%	105%	Yes	No				
10759	Universal North America Insurance Company	71	83%	148,355,243	155,695,823	-5%	0.1%	0.2%	57%	96%	17%	19%	40%	77%	42%	41%	99%	137%	Yes	No				
10861	UNIVERSAL PROPERTY & CASUALTY INSURANCE COMPANY	4663	94%	1,210,123,432	1,111,195,841	9%	1.2%	1.1%	92%	113%	10%	13%	82%	101%	28%	29%	120%	142%	No	No				
25968	USAA CASUALTY INSURANCE COMPANY	200	29%	2,119,175,847	1,927,999,044	10%	2.0%	2.0%	72%	81%	9%	9%	63%	73%	15%	13%	87%	94%	Yes	Yes				
18600	USAA GENERAL INDEMNITY COMPANY	200	23%	1,108,711,775	963,616,193	15%	1.1%	1.0%	74%	89%	9%	8%	65%	80%	15%	13%	89%	102%	Yes	No				
26018	VERMONT MUTUAL INSURANCE COMPANY	234	41%	172,412,264	164,355,232	5%	0.2%	0.2%	47%	54%	7%	7%	40%	48%	39%	38%	86%	92%	Yes	Yes				
20397	VIGILANT INSURANCE COMPANY	38	47%	202,658,536	200,331,988	1%	0.2%	0.2%	56%	80%	10%	8%	46%	72%	30%	30%	86%	110%	Yes	No				
15350	WEST BEND MUTUAL INSURANCE COMPANY	12%		165,244,346	153,950,805	7%	0.2%	0.2%	64%	58%	6%	6%	58%	52%	32%	32%	95%	90%	Yes	Yes				
37770	Western United Insurance Company	1278	24%	229,490,507	98,778,198	132%	0.2%	0.1%	75%	82%	11%	8%	63%	73%	29%	29%	104%	111%	No	No				
Total for companies with <0.1% Market Share ****				14,632,270,811	14,311,217,340	2%	14.1%	14.5%	-1%	-1%	-1%	-1%	-0%	-1%	32%	31%	30%	29%	Yes	Yes				
TOTAL				104,023,850,502	98,688,068,530	5.4%	100%	100%	67%	81%	8%	9%	58%	72%	29%	30%	96%	111%	Yes	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 738 companies which have less than 0.1% market share.