Business Type		Ser	umber o vice Offi Californ	ces		in		umber o vice Offi rved Co	ices	ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
21ST CENTURY INSURANCE															
Sales Claims	0	0 17	0 17	0 15	0 15	0	0	0	0 0	0 0	0% 9%	0% 6%	0% 6%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
ACCESSINSURANCECOMPANY															
Sales Claims	0	0 1	0 1	0 1	0	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
AEGIS SECURITY INSURANCE CO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	1	0 0	0 0	0 0	0	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
AFFIRMATIVE INSURANCE COMPANY															
Sales	2	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	1	2 1	2 1	1 0	1 0	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
ALLIANCE UNITED INSURANCE COMP															
Sales	1	0	0	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	1	3 2	3 2	2 0	2 0	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	1	1	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
ALLIANZ INSURANCE GROUP															
Sales Claims	0	0 0	0 0	12 4	12 4	0	0 0	0 0	1	1 0	0% 0%	0% 0%	0% 0%	8% 0%	8% 0%
Captive	0	0	0	0	4 0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	361	374	0	0	0	27	27	0%	0%	0%	7%	7%
ALLIED PROPERTY & CASUALTY INS															
Sales Claims	2	2 2	2 2	2 2	2 2	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	18	13	13	14	14	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,289	1,287	1,369	1,392	1,530	71	65	69	65	75	6%	5%	5%	5%	5%
ALLSTATE INDEMNITY COMPANY															
Sales Claims	0 101	0 57	0 46	0 37	0 35	0	0 1	0 1	0 1	02	0% 1%	0% 2%	0% 2%	0% 3%	0% 6%
Captive	77	85	85	49	13	0	1	1	0	0	0%	1%	1%	0%	0%
Independent	891	853	762	696	826	51	49	39	39	67	6%	6%	5%	6%	8%
ALLSTATE INSURANCE COMPANY															
Sales Claims	0 101	0 57	0 46	0 37	0 35	0	0 1	0 1	0 1	0 2	0% 1%	0% 2%	0% 2%	0% 3%	0% 6%
Captive	77	85	85	49	13	0	1	1	0	0		1%	1%	0%	0%
Independent	891	853	762	696	826	51	49	39	39	67	6%	6%	5%	6%	8%
ALLSTATE NORTHBROOK INDMNITY															
Sales Claims	0	0 0	0 0	0 0	0 35	0	0 0	0 0	0 0	02	0% 0%	0% 0%	0% 0%	0% 0%	0% 6%
Captive	0	0	0	0	13	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	826	0	0	0	0	67	0%	0%	0%	0%	8%
AMCO INSURANCE COMPANY															
Sales Claims	2	2 2	2 2	2 2	2 2	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	34	38	46	32	36	1	1	1	1	1	3%	3%	0% 2%	3%	3%
Independent	1,354	1,334	1,412	1,424	1,560	73	67	71	69	79	5%	5%	5%	5%	5%

Business Type		Ser	umber o vice Offi Californ	ices		in		umber o vice Off rved Co	ices	ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
AMERICAN FAMILY HOME INSURANCE															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 45	0 170	0 206	0 150	0 159	0 2	0 7	0 9	0 7	0 7	0% 4%	0% 4%	0% 4%	0% 5%	0% 4%
AMERICAN INTERNATIONAL GROUP															
Sales	5	5	5	4	4	1	1	1	2	2	20%	20%	20%	50%	50%
Claims	4	4	4	3	3	1	1	1	2	2 0	25%	25%	25%	67%	67%
Captive Independent	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
AMERICAN MODERN HOME INSURANCE															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 250	0 185	0 222	0 395	0 383	0 8	0 7	0 9	0 17	0 19	0% 3%	0% 4%	0% 4%	0% 4%	0% 5%
AMERICAN SENTINEL INS COMPANY															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0 0	0 1	0 1	0 1	0 1	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
AMERICAS INSURANCE COMPANY															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0	0 0	0 0	0 1	0	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
AMICA MUTUAL INSURANCE COMPANY															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
ANCHOR GENERAL INSURANCE CO.															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0	0 1	0 1	0 1	0	0	0 0	0	0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
-					-	-									
ASPEN AMERICAN INSURANCE COMPA Sales	0	0	0	10	10	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	10	10	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0	0 0	0 0	0 631	0 631	0	0 0	0	0 31	0 31	0% 0%	0% 0%	0% 0%	0% 5%	0% 5%
	Ť					-									
ASSURANT GROUP Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	7 71	10 15	12 15	10 11	11 10	03	0 0	1 0	0 0	0 0		0% 0%	8% 0%	0% 0%	0% 0%
AUTO CLUB SOUTHERN CALIFORNIA					20	5	5	5		0		2.0		2.0	2.0
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	16	16	16	13	13	1	1	1	1	1	6%	6%	6%	8%	8%
Captive Independent	80 0	80 0	80 0	82 0	82 0	7 0	7 0	7 0	7 0	7 0	9% 0%	9% 0%	9% 0%	9% 0%	9% 0%
BANKERS STANDARD INS CO															
Sales	4	1	1	1	1	1	0	0	0	0	25%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 132	0 1,694	0 1,943	0 2,227	0 2,373	0 8	0 52	0 65	0 77	0 83	0% 6%	0% 3%	0% 3%	0% 3%	0% 3%

Business Type		Ser	umber o vice Offi Californ	ces		in (Serv	umber (vice Offi rved Co		ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
BUSINESS ALLIANCE INSURANCE CO															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0	0	0	0	0	0 0	0	0	0	0	0% 0%	0% 0%	0% 0%	0% 100%	0% 100%
-	0	0	0	1	1	0	0	0	-	1	070	070	070	10070	10070
CALIFORNIA CASUALTY Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
CALIFORNIA FAIR PLAN															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0 0	0	0	0 0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
CAPAEN - EVEREST - PERSONAL AU															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	0	0 0	0 0	1 0	1	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
CAPITAL INSURANCE GROUP															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	6	6	6	6	6	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,422	651	686	665	684	67	26	27	26	26	5%	4%	4%	4%	4%
CENTURY-NATIONAL INSURANCE CO.															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims Captive	1	1 0	1 0	1 0	1	1 0	1 0	1 0	1 0	1	100% 0%	100% 0%	100% 0%	100% 0%	100% 0%
Independent	374	455	440	436	371	40	39	37	32	26	11%	9%	8%	7%	7%
COAST NATIONAL INSURANCE CO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	16	21	21	2	2	1	1	1	0	0	6%	5%	5%	0%	0%
Captive	6,309 3,294	3,949 2,779	3,719 2,859	3,515 2,925	3,565 3,540	428 827	289 682	284 689	261 683	252 772	7% 25%	7% 25%	8% 24%	7% 23%	7% 22%
Independent	3,294	2,119	2,039	2,923	3,340	027	082	089	085	112	2370	2.370	2470	2370	2270
COMMERCE WEST INSURANCE COMP															
Sales Claims	1	1 0	1 0	1 0	1	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	2	3	15	20	0	0	0	4	6	0%	0%	0%	27%	30%
Independent	2,085	1,456	1,420	1,057	1,127	218	172	169	121	129	10%	12%	12%	11%	11%
COMMERCIAL ALLIANCE INSURANCE															
Sales	0	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	0	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0	0 1	0 1	0	0	0 0	0	0	0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
-	0	1	1	1	0	0	0	0	0	0	070	070	070	070	070
COMPANION PROPERTY & CASUALTY Sales	0	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1 0	0	1	0	0	0	0	0	0		0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	6	6	2	0	0	0	0	0	0	0%	0%	0%	0%	0%
CORNERSTONE NATIONAL INSURANCE															
Sales	2	2	2	2	2	1	1	1	1	1	50%	50%	50%	50%	50%
Claims	2	2	2	2	2	1	1	1	1	1	50%	50%	50%	50%	50%
Captive	0	0 0	0 0	0 2	02	0 1	0 0	0 0	0	0	0% 50%	0%	0%	0% 50%	0% 50%
Independent	2	0	0	2	2	1	0	0	1	1	50%	0%	0%	50%	50%

Business Type		Ser	umber o vice Offi Californ	ces		in l	Ser	umber o vice Offi rved Co		ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
CRESTBROOK INSURANCE COMPANY															
Sales	0	2	2	2	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0	0 789	0 888	0 885	0 185	0 0	0 32	0 38	0 37	0 9	0% 0%	0% 4%	0% 4%	0% 4%	0% 5%
CSAA INSURANCE EXCHANGE															
Sales	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	3 87	3 84	1 83	1 78	1 78	02	0 1	0	0 1	0	0% 2%	0% 1%	0% 1%	0% 1%	0% 1%
Independent	0	84 0	83 0	0	0	0	0	0	1 0	0	2% 0%	1% 0%	1% 0%	1% 0%	1% 0%
CSAA INSURANCE GROUP															
Sales	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3 87	3 84	1 83	1 78	1 78	02	0 1	0 1	0 1	0	0% 2%	0% 1%	0% 1%	0% 1%	0% 1%
Captive Independent	0	84 0	83 0	0	0	0	0	0	1 0	0	2% 0%	1% 0%	1% 0%	1% 0%	1% 0%
CSE INSURANCE GROUP															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	2 0	2 0	2 0	3 0	3	0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	427	470	332	371	514	16	20	16	14	18	4%	4%	5%	4%	4%
DEPOSITORS INSURANCE COMPANY															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	2 5	2 27	2 73	2 52	2 63	0	0 2	0 3	0 3	0 3	0% 0%	0% 7%	0% 4%	0% 6%	0% 5%
Independent	1,354	1,334	1,412	1,424	1,560	73	67	71	69	79	5%	5%	5%	5%	5%
DONGBU INSURANCE CO LTD															
Sales Claims	0	1	1	1	1	0 0	0 0	0 0	1	1 0	0% 0%	0% 0%	0% 0%	100% 0%	100% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
ELECTRIC INSURANCE COMPANY															
Sales Claims	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
ENCOMPASS INSURANCE COMPANY															0.51
Sales Claims	1	1	1	1	1	0 0	0 0	0 0	0 0	0 0		0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	228	212	225	197	198	10	10	10	7	7	4%	5%	4%	4%	4%
EQUITY INSURANCE GROUP	0	0	0	1	1	0	0	0	0	0	00/	00/	00/	00/	00/
Sales Claims	0	0 0	0 0	1	1	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
ESURANCE PROPERTY AND CASUALTY Sales	2	2	2	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0		0%	0%	0%	0%
Captive	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
EXPLORER INSURANCE COMPANY Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2,800	2,802	2,170	2,022	2,022	480	572	484	431	431	17%	20%	22%	21%	21%

California Department of Insurance

Data Analytics and Reporting

Business Type		Ser	umber o vice Offi Californ	ices		in		umber o vice Off rved Co	ices	ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
FARMERS INSURANCE GROUP															
Sales	10	11	11	9	9	1	1	1	1	1	10%	9%	9%	11%	11%
Claims	24	26	26	20	20	3	2	2	2	2	13%	8%	8%	10%	10%
Captive Independent	3,118 263	2,836 241	2,896 263	2,726 268	2,831 273	241 81	227 75	239 80	223 78	232 80	8% 31%	8% 31%	8% 30%	8% 29%	8% 29%
FARMERS SPECIALTY INSURANCE															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 0	0 0	0 0	0 0	3,372 0	0 0	0 0	0 0	0 0	250 0	0% 0%	0% 0%	0% 0%	0% 0%	7% 0%
FEDERAL INSURANCE COMPANY															
Sales	6	6	6	6	6	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 232	0 250	0 253	0 254	0 253	0 13	0 13	0 15	0 14	0 14	0% 6%	0% 5%	0% 6%	0% 6%	0% 6%
FINANCIAL INDEMNITY COMPANY															
Sales	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	0	0	0		0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 2,929	0 3,026	0 3,063	0 3,069	0 3,194	0 465	0 476	0 477	0 464	0 473	0% 16%	0% 16%	0% 16%	0% 15%	0% 15%
FIRST AMERICAN PROPERTY INS															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive Independent	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
FIRST AMERICAN SPECIALTY INS															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive Independent	0 562	0 549	0 569	0 400	0 404	0 42	0 43	0 43	0 37	0 37	0% 7%	0% 8%	0% 8%	0% 9%	0% 9%
FOREMOST INSURANCE GROUP															
Sales	15	13	13	8	4	1	1	1	0	0	7%	8%	8%	0%	0%
Claims	28	58	52	21	18	1	2	4	1	1	4%	3%	8%	5%	6%
Captive Independent	4,435 3,337	3,944 4,037	2,438 4,139	2,936 4,553	3,805 2,834	340 368	315 437	195 440	215 504	270 320	8% 11%	8% 11%	8% 11%	7% 11%	7% 11%
GARRISON PROP & CASUALTY INSCO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0		0	0	0	0		0%	0%	0%	0%
Captive Independent	0 0	0 0	0 0	0 0	0 0	-	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
GEICO CASUALTY COMPANY															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	8 0	10 0	10 0	9 0	9 0	0 0	1 0	1 0	1 0	1 0	0% 0%	10% 0%	10% 0%	11% 0%	11% 0%
GEICO GENERAL INSURANCE CO															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	8 0	10 0	10 0	9 0	9 0	0 0	1 0	1 0	1 0	1 0	0% 0%	10% 0%	10% 0%	11% 0%	11% 0%
GEICO INDEMNITY COMPANY															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive	8	10	10	9 0	9	0	1	1	1	1	0%	10%	10%	11%	11%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

Business Type		Ser	umber o vice Offi Californ	ces		in (Serv	umber o vice Offi rved Co		ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
GOLDEN BEAR INSURANCE COMPANY															
Sales	0	1	1	1	1	0	1	1	1	1	0%	100%	100%	100%	100%
Claims	0	1	1	1	1	0	1	1	1	1	0%	100%	100%	100%	100%
Captive Independent	0 0	0 55	0 114	0 115	0 118	0 0	0 4	0 8	0 10	0 10	0% 0%	0% 7%	0% 7%	0% 9%	0% 8%
GOVERNMENT EMPLOYEES INS CO															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	8 0	10 0	10 0	9 0	9 0	0 0	1 0	1 0	1 0	1 0	0% 0%	10% 0%	10% 0%	11% 0%	11% 0%
GRANGE INSURANCE GROUP															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0 103	0 100	0 112	0 106	0 104	0	0	0	0	0	0% 0%	0% 1%	0% 2%	0% 1%	0% 1%
	105	100	112	100	101	0	1	2	1	1	070	170	270	170	170
GREENPATH INSURANCE COMPANY Sales	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	1	0	0	0	0	0		0%	0%	0%	0%
Captive	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
HARCO NATIONAL INSURANCE COMPA	0	0	0			0	0	0	0	0	0.04	0.04	0.04	0.04	0.04
Sales Claims	0	0 0	0 0	1	1	0 0	0	0	0 0	0 0		0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0		0%	0%	0%	0%
HILLSTAR INSURANCE COMPANY															
Sales	2	0	0	1	0	0	0	0	0	0		0%	0%	0%	0%
Claims Captive	1	6 0	6 0	1 0	0	0 0	1 0	1 0	0 0	0 0		17% 0%	17% 0%	0% 0%	0% 0%
Independent	618	1,162	1,142	942	0		278	271	233	0		24%	24%	25%	0%
HOMESITE INS. COMPANY OF CALIF															
Sales	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Claims Captive	0 16	0 0	0 0	0 11	0 11	0	0 0	0 0	0 0	0 0		0% 0%	0% 0%	0% 0%	0% 0%
Independent	34	0	0	0	0	4	0	0	0	0	12%	0%	0%	0%	0%
HORACE MANN INSURANCE COMPANY															
Sales	0	0	0	0	0		0	0	0	0		0%	0%	0%	0%
Claims Captive	0 72	0 69	0 67	0 77	0 76		0 3	0 5	0 4	0 5		0% 4%	0% 7%	0% 5%	0% 7%
Independent	0	09	0	0	0	0	0	0	4	0		4%	0%	0%	0%
HORACE MANN PROP & CAS INS CO															
Sales	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Claims	0 72	0 69	0 67	0 77	0 76	03	0 3	0 5	0 4	0		0% 4%	0% 7%	0% 5%	0% 7%
Captive Independent	0	69 0	0/	0	/6 0	5 0	3 0	5 0	4 0	5 0		4% 0%	7% 0%	5% 0%	7% 0%
HUDSON INSURANCE COMPANY															
Sales	0	0	0	0	0	0	0	0	0	0		0%	0%	0%	0%
Claims	1	1	1	1	1	1	1	1	0	0		100%	100%	0%	0%
Captive Independent	0 3	0 3	0 2	0 2	0 2	0 0	0 0	0 0	0 0	0 0		0% 0%	0% 0%	0% 0%	0% 0%
IDS PROPERTY CASUALTY INSURANC															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0		0	0	0	0		0%	0%	0%	0%
Captive	0	0	0	0	0		0	0	0	0		0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

Business Type		Ser	umber o vice Offi Californ	ces		in l		umber o vice Offi rved Co	ices	ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
INFINITY PROPERTY AND CASUALTY															
Sales	14	1	1	1	1	3	0	0	0	0	21%	0%	0%	0%	0%
Claims	10	6	6	6	6	1	1	1	1	1	10%	17%	17%	17%	17%
Captive Independent	0 3,959	0 4,742	0 4,771	0 4,085	0 4,134	0 990	0 1,167	0 1,193	0 1,014	0 1,039	0% 25%	0% 25%	0% 25%	0% 25%	0% 25%
INTEGON NATIONAL INSURANCE CO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 0	0 1,841	0 2,062	2 2,216	2 2,202	0 0	0 235	0 239	0 263	0 310	0% 0%	0% 13%	0% 12%	0% 12%	0% 14%
INTEGON PREFERRED INSURANCE CO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 1,559	0 1,841	0 2,067	2 2,216	2 2,202	0 226	0 235	0 239	0 263	0 310	0% 14%	0% 13%	0% 12%	0% 12%	0% 14%
KEMPER PREFERRED GROUP															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 662	0 683	0 803	0 790	0 890	0 19	0 25	0 31	0 37	0 40	0% 3%	0% 4%	0% 4%	0% 5%	0% 4%
-										-					
LIBERTYMUTUALINSURANCEGROUP Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	3	3	9	9	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	28	24	23	24	20	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
LOYA CASUALTY INSURANCE CO Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0		0	0	0	0	0%	0%	0%	0%	0%
Captive	149	185	182	210	215	52	63	60	65	66	35%	34%	33%	31%	31%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
MAPFRE INSURANCE COMPANY Sales	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	1	1	1		0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	2	15	22	0	0	0	4	6	0%	0%	0%	27%	27%
Independent	0	0	170	341	525	0	0	14	32	39	0%	0%	8%	9%	7%
MERCED PROPERTYCASUALTYCOMPANY	0					0	0	0	0	0	0.04	0.04	0.04	0.04	0.04
Sales Claims	0	1	1 1	1	1	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0		0	0	0	0	0%	0%	0%	0%	0%
Independent	101	108	113	112	108	0	0	0	0	0	0%	0%	0%	0%	0%
MERCURY INSURANCE GROUP															
Sales Claims	3 14	2 13	2 13	5 13	6 13	02	0 2	0 2	0 1	0	0%	0% 15%	0%	0% 8%	0% 8%
Captive	14	13	13	13	13	2 0	2 0	2 0	1 0	1	14% 0%	15%	15% 0%	8% 0%	8% 0%
Independent	1,838	2,309	2,271	1,912	1,929	133	170	169	148	148	7%	7%	7%	8%	8%
METDIRECT															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	0 15	0 17	0 16	0 17	0 10	0	0 1	0 1	0 0	0 1	0% 7%	0% 6%	0% 6%	0% 0%	0% 10%
Independent	452	585	681	106	96	24	28	31	3	7	5%	5%	5%	3%	7%
MIC GENERAL INSURANCE CORP															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0		0% 0%	0% 0%	0% 0%	0% 0%

Business Type		Ser	umber o vice Off Califorr	ices		in	Ser	umber o vice Off rved Co	ices	ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
NATIONAL AMERICAN INSURANCE CO															
Sales	1	0	0	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0	0 1	0 1	0 1	0 0	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
NATIONAL GENERAL INSURANCE CO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	2 2	2 2	2 2	0 0	0 0	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
-															
NATIONAL LIABILITY AND FIRE Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
NATIONAL UNITY INSURANCE CO															0.51
Sales	0	1	1	1	1	0	0 0	0 0	0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Claims Captive	0	0	1 0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
NATIONS INSURANCE COMPANY															
Sales	1	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1 0	1 0	1 0	1	0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive Independent	0	1	1	1	1	0	0	0	0	0	0%	0% 0%	0%	0% 0%	0% 0%
NATIONWIDE INS CO OF AMERICA															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	59 4	62 4	74 5	51 21	62 22	3 0	3 0	3 0	3 0	3 0	5% 0%	5% 0%	4% 0%	6% 0%	5% 0%
NATIONWIDE MUTUAL FIRE INS CO															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	2	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 0	0 0	0 0	50 0	62 0	0 0	0 0	0 0	3 0	3 0	0% 0%	0% 0%	0% 0%	6% 0%	5% 0%
OCCIDENTAL FIRE & CASUALTY CO															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive Independent	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
OCEAN HARBOR CASUALTY INSURANC															
Sales	2	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0	02	02	0	02	0	0	0	0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
-	0	-	-	-	-	0	0	0	0	0	070	0,0	0,0	0,0	0,0
OREGONMUTUALINSURANCECOMPANY Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	4	4	4	4	4	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0 267	0 308	0 309	0 254	0 238	0 10	0 11	0 10	0 11	0 11	0% 4%	0% 4%	0% 3%	0% 4%	0% 5%
			/			2.0					.,,,		2,0	.,,,	2,0
PACIFIC PIONEER INSURANCE COMP Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%

Personal Business

Business Type		Ser	umber o vice Offi Californ	ces		in l		umber (vice Off rved Co	ices	ies	in th	Office	rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
PACIFIC PROPERTY AND CASUALTY															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	64 0	50 0	53 0	66 0	62 0	1 0	1 0	1 0	2 0	2 0	2% 0%	2% 0%	2% 0%	3% 0%	3% 0%
PACIFIC SPECIALTY INSURANCE CO															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 26	0 27	0 26	0 23	0 23	0 3	0 3	0 3	0 3	0 3	0% 12%	0% 11%	0% 12%	0% 13%	0% 13%
PLAZAINDEMNITYINSURANCECOMPANY															
Sales	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0	0 0	0 1	0 1	0	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
PRAETORIAN INSURANCE COMPANY															
Sales	1	1	1	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0 6	0 6	0 6	0 1	0	0	0	0	0 0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
PRIVILEGE UNDERWRITERS INC	0	0	0	0	1	0	0	0	0	0	00/	00/	00/	00/	00/
Sales Claims	0	0 0	0 0	0 0	1	0 0	0 0	0 0	0 0	0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	60	0	0	0	0	4	0%	0%	0%	0%	7%
PROGRESSIVE INSURANCE COMPANY	0	0	0	0	0	0	0	0	0		0.04	0.04	0.04	0.04	0.04
Sales Claims	0 21	0 18	0 18	0 17	0 16	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	5,558	5,185	5,664	5,958	5,730	722	656	721	745	705	13%	13%	13%	13%	12%
QBE INSURANCE CORPORATION															
Sales Claims	10 10	8 8	8 9	13 12	13 12	0 0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	9	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,264	1,296	1,403	1,192	1,019	270	277	325	293	277	21%	21%	23%	25%	27%
RESPONSE INDEMNITY COMPANY OF															
Sales Claims	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	0	0	0	0	1	0	0	0	0	0		0%	0%	0%	0%
Independent	0	0	0	0	1	0	0	0	0	0		0%	0%	0%	0%
SAFE AUTO INSURANCE COMPANY															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	0	0 0	0 0	1 0	1	0 0	0 0	0	0 0	0 0		0% 0%	0% 0%	0% 0%	0% 0%
Independent	0	0	0	1	1	0	0	0	0	0		0%	0%	0%	0%
SAFECO INSURANCE COMPANIES															
Sales	2	2	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	4	5 0	5 0	3 0	3 0	0 0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	1,124	1,136	1,102	0 1,046	1,048	83	77	78	48	47	0% 7%	0% 7%	0% 7%	0% 5%	0% 4%
SAFEWAY INSURANCE COMPANY															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0 979	0 1,003	0 1,050	0 1,032	0 1,015	0 326	0 335	0 351	0 355	0 329	0% 33%	0% 33%	0% 33%	0% 34%	0% 32%

Business Type		Ser	umber o vice Offi Californ	ces		in l	Ser	umber o vice Off rved Co		ies	in th		rcentage s in Cali served (fornia	nities
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
SEQUOIA INSURANCE GROUP															
Sales	2	2	2	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	1	1	0 0	0	0	0	0 0	0%	0%	0%	0%	0%
Captive Independent	0	1 0	1 0	0 25	22	0	0 0	0	0 1	0	0% 0%	0% 0%	0% 0%	0% 4%	0% 0%
STARR INDEMNITY & LIABILITY CO															
Sales	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive Independent	0 1	0 1	0 1	0 1	0 1	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
STATE FARM INSURANCE COMPANIES															
Sales	3	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	23	16	16	17	17	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	1,870 0	1,889 0	1,925 0	1,928 0	1,957 0	103 0	103 0	107 0	107 0	113 0	6% 0%	5% 0%	6% 0%	6% 0%	6% 0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
STERLING CASUALTY INSURANCE CO	0	0	0	0	0	0	0	0	0	0	00/	00/	0.0/	00/	00/
Sales Claims	0	0	0 1	0	0	0 0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Captive	31	33	28	28	27	2	3	1	1	1	6%	9%	4%	4%	4%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
STILLWATER INSURANCE COMPANY															
Sales	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Claims Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,351	908	940	760	824	184	99	100	64	66	14%	11%	11%	8%	8%
STILLWATER P&C INSURANCE CO															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	1,351	906	938	760	823	184	99	100	64	66	14%	11%	11%	8%	8%
THE HARTFORD															
Sales	5	4	4	5	5	1	1	1	1	1	20%	25%	25%	20%	20%
Claims Captive	0	0 0	0 0	0	0	0 0	0 0	0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
Independent	762	1,058	1,111	1,164	1,209	44	60	62	55	55	6%	6%	6%	5%	5%
TOKIO MARINE AMERICA INSURANCE															
Sales	2	2	2	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims Captive	13 0	15 0	14 0	20 0	20 0	0 0	0 0	1	0 0	0 0	0% 0%	0% 0%	7% 0%	0% 0%	0% 0%
Independent	33	31	30	31	31	11	11	11	11	11	33%	35%	37%	35%	35%
TOPA INSURANCE COMPANY															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	3	3	4	4	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0 8	0 9	0 9	0 15	0 15	0 0	0 0	0 0	0 0	0 0	0% 0%	0% 0%	0% 0%	0% 0%	0% 0%
TOWER SELECT INSURANCE COMPANY															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0		0%	0%	0%	0%
Captive Independent	0 15	0 14	0 12	0 15	0 13	0 1	0 1	0 1	0 1	0 1	0% 7%	0% 7%	0% 8%	0% 7%	0% 8%
TRANSGUARD INSURANCE COMPANY															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

Sales6601010111 </th <th>Business Type</th> <th></th> <th>Ser</th> <th>umber o vice Offi Californ</th> <th>ices</th> <th></th> <th>in</th> <th></th> <th>umber o ⁄ice Offi rved Co</th> <th>ices</th> <th>ies</th> <th>in th</th> <th></th> <th>rcentage s in Cali served (</th> <th>fornia</th> <th>nities</th>	Business Type		Ser	umber o vice Offi Californ	ices		in		umber o ⁄ice Offi rved Co	ices	ies	in th		rcentage s in Cali served (fornia	nities
Sales6601010111 </th <th></th> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th>		2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
Chains443300 <td>TRAVELERS INSURANCE GROUP</td> <td></td>	TRAVELERS INSURANCE GROUP															
Capity Capity (CAPI)00<	Sales															
Independent2,4552,0032,5872,5422,5501,771,301,721,751,607%6%7% </td <td>Claims</td> <td></td>	Claims															
Sales33333300 <td>Independent</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td>	Independent										-					
Sales33333300 <td>UNIGARD INDEMNITY COMPANY</td> <td></td>	UNIGARD INDEMNITY COMPANY															
Capibe00 <td>Sales</td> <td>3</td> <td>3</td> <td>3</td> <td>3</td> <td>3</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td>	Sales	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Independent 181 181 154 165 165 6 5 6 6 3% 3% 4% 4% UNIGADNELCOMPANY Sales 3<	Claims															
Sales3333333000000%<	Captive Independent					-	-									
Sales33333333000000% </td <td>UNIGARD INSURANCE COMPANY</td> <td></td>	UNIGARD INSURANCE COMPANY															
Captice00 </td <td>Sales</td> <td>3</td> <td>3</td> <td>3</td> <td>3</td> <td>3</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td>	Sales	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Independent181181181154165165665665673%3%3%4%4%UNTED SERVICES AUTO ASSOCIATION <t< td=""><td>Claims</td><td></td><td>3</td><td>3</td><td>3</td><td></td><td>0</td><td>0</td><td>0</td><td>0</td><td></td><td>0%</td><td>0%</td><td>0%</td><td>0%</td><td>0%</td></t<>	Claims		3	3	3		0	0	0	0		0%	0%	0%	0%	0%
UNITED SERVICES AUTO ASSOCIATION 0 <	Captive Independent					-	-									
Sales00 <td>-</td> <td>101</td> <td>101</td> <td>101</td> <td>100</td> <td>100</td> <td>0</td> <td>0</td> <td>5</td> <td>0</td> <td>0</td> <td>570</td> <td>570</td> <td>270</td> <td>170</td> <td>170</td>	-	101	101	101	100	100	0	0	5	0	0	570	570	270	170	170
Claims 0 <td></td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>n</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td>		0	0	0	0	n	0	0	0	0	0	0%	0%	0%	0%	0%
Independent000	Claims					-										
Internet DIRECT INSURANCE CO I	Captive					-	-					0%	0%	0%	0%	0%
Sales 1 1 1 1 0 <td>Independent</td> <td>0</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td>	Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Chains 1 <td>UNITRIN DIRECT INSURANCE CO</td> <td></td> <td></td> <td></td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> <td>0.04</td> <td>0.04</td> <td>0.04</td> <td>0.04</td> <td>0.04</td>	UNITRIN DIRECT INSURANCE CO				0	0	0	0	0	0	0	0.04	0.04	0.04	0.04	0.04
Capive 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>						-	-									
Independent 0 <th< td=""><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>		-														
Sales 2 0 <td>Independent</td> <td>0</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td> <td>0%</td>	Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims 2 0 <td>UNIVERSAL NORTH AMERICA INSURA</td> <td></td>	UNIVERSAL NORTH AMERICA INSURA															
Capive 0 <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>						-	-									
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Sales 0 <td>Independent</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Independent					-	-									
Claims 0 <td>USAA CASUALTY INSURANCE COMPAN</td> <td></td>	USAA CASUALTY INSURANCE COMPAN															
Captive 0 </td <td>Sales</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Sales					-	-									
Independent 0 <th< td=""><td></td><td></td><td></td><td></td><td></td><td>-</td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>						-	-									
Sales 0 <td>Independent</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Independent					-	-									
Claims 0 <td>USAA GENERAL INDEMNITY COMPANY</td> <td></td>	USAA GENERAL INDEMNITY COMPANY															
Captive 0 </td <td>Sales</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Sales					-	-									
Independent 0 <th< td=""><td></td><td></td><td></td><td></td><td></td><td>-</td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>						-	-									
Sales 2 2 2 2 2 2 2 0 0 0 0 0%	Independent					-	-									
Claims 2 2 2 2 2 2 2 0 0 0 0 0% <td>VICTORIA FIRE & CASUALTY</td> <td></td>	VICTORIA FIRE & CASUALTY															
Captive 51 0 0 0 0 5 0<	Sales															
Independent 1,238 1,178 1,324 1,337 1,459 161 157 170 197 214 13% 13% 13% 13% 15% 15% VIGILANT INURANCE COMPANY 6 6 6 6 6 6 6 0 <td< td=""><td>Claims</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Claims															
Sales 6 6 6 6 6 6 6 0 <td>Independent</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Independent					-	-									
Sales 6 6 6 6 6 6 6 0 <td>VIGILANT INURANCE COMPANY</td> <td></td>	VIGILANT INURANCE COMPANY															
Captive 0 </td <td>Sales</td> <td></td>	Sales															
Independent 227 244 246 246 246 13 13 15 14 14 6% 5% 6%<	Claims															
Sales 0 <td>Captive Independent</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Captive Independent					-	-									
Sales 0 <td>VIKING INSURANCE COMPANY OF WI</td> <td></td>	VIKING INSURANCE COMPANY OF WI															
Claims 1 1 1 1 1 0 0 0 0 0%	Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
•	Claims									0						
	Captive Independent					-										

WAWANESA GENERAL INSURANCE CO	2010	2011	2012	2013											
WAWANESA GENERAL INSURANCE CO	1				2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
	1														
Sales		1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
WESTERN GENERAL INSURANCE COMP															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	6	5	5	5	5	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
WESTERN MUTUAL INSURANCE GROUP															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	8	8	8	8	8	0	0	0	0	0	0%	0%	0%	0%	0%
WORKMENS AUTO INSURANCE CO															
Sales	2	1	1	1	1	1	1	1	1	1	50%	100%	100%	100%	100%
Claims	2	1	1	1	1	1	1	1	1	1	50%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	143	378	515	295	293	10	85	102	40	33	7%	22%	20%	14%	11%
ZURICH INSURANCE GROUP															
Sales	10	8	8	10	10	1	0	0	0	0	10%	0%	0%	0%	0%
Claims	10	9	9	11	11	1	Ő	Ő	Ő	0	8%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	Ő	Ő	Ő	0	0%	0%	0%	0%	0%
Independent	623	595	595	637	637	44	32	32	31	31	7%	5%	5%	5%	5%