

LEADING WRITERS OF HOMEOWNERS INSURANCE IN CALIFORNIA, 2006
BY DIRECT PREMIUMS WRITTEN, 2006
(in \$ millions)

| Rank | Group | Direct premiums written (1) | Market share (percent) |
|------|------------------------------------|-----------------------------|------------------------|
| 1 | STATE FARM IL | \$1,436 | 21.7% |
| 2 | ZURICH INS GRP | 1,116 | 16.9 |
| 3 | ALLSTATE INSURANCE GROUP | 888 | 13.4 |
| 4 | CALIFORNIA STATE AUTO GROUP | 414 | 6.3 |
| 5 | UNITED SERVICES AUTOMOBILE ASN GRP | 295 | 4.5 |
| 6 | AUTO CLUB ENTERPRISES INS GRP | 266 | 4.0 |
| 7 | NATIONWIDE CORP | 233 | 3.5 |
| 8 | MERCURY GENERAL GRP | 197 | 3.0 |
| 9 | SAFECO INSURANCE GROUP | 182 | 2.8 |
| 10 | ALLIANZ INSURANCE GROUP | 166 | 2.5 |

(1) Before reinsurance transactions, excluding state funds

Source: National Association of Insurance Commissioners (NAIC) Annual Statement Database, via Highline Data, LLC. Copyrighted information.

LEADING WRITERS OF PRIVATE PASSENGER AUTO INSURANCE IN CALIFORNIA, 2006
BY DIRECT PREMIUMS WRITTEN, 2006
(in \$ millions)

| Rank | Group | Direct premiums written (1) | Market share (percent) |
|------|------------------------------------|-----------------------------|------------------------|
| 1 | STATE FARM IL | \$2,516 | 12.7% |
| 2 | ZURICH INS GRP | 1,924 | 9.7 |
| 3 | MERCURY GENERAL GRP | 1,923 | 9.7 |
| 4 | AUTO CLUB ENTERPRISES INS GRP | 1,865 | 9.4 |
| 5 | ALLSTATE INSURANCE GROUP | 1,843 | 9.3 |
| 6 | CALIFORNIA STATE AUTO GROUP | 1,651 | 8.3 |
| 7 | AMERICAN INTERNATIONAL GROUP | 1,549 | 7.8 |
| 8 | PROGRESSIVE GRP | 810 | 4.1 |
| 9 | UNITED SERVICES AUTOMOBILE ASN GRP | 660 | 3.3 |
| 10 | BERKSHIRE HATHAWAY | 645 | 3.2 |

(1) Before reinsurance transactions, excluding state funds

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LEADING WRITERS OF COMMERCIAL MULTI PERIL, PROPERTY INSURANCE IN CALIFORNIA, 2006
BY DIRECT PREMIUMS WRITTEN, 2006
(in \$ millions)

| Rank | Group | Direct premiums written (1) | Market share (percent) |
|------|--------------------------------|-----------------------------|------------------------|
| 1 | ZURICH INS GRP | \$523 | 19.3% |
| 2 | HARTFORD FIRE & CASUALTY GROUP | 250 | 9.2 |
| 3 | TRAVELERS GRP | 205 | 7.6 |
| 4 | STATE FARM IL | 195 | 7.2 |
| 5 | ALLIANZ INSURANCE GROUP | 184 | 6.8 |
| 6 | CHUBB & SON INC | 177 | 6.5 |
| 7 | NATIONWIDE CORP | 143 | 5.3 |
| 8 | ALLSTATE INSURANCE GROUP | 117 | 4.3 |
| 9 | LIBERTY MUTUAL INSURANCE GROUP | 113 | 4.2 |
| 10 | CNA INSURANCE GROUP | 83 | 3.1 |

(1) Before reinsurance transactions, excluding state funds

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