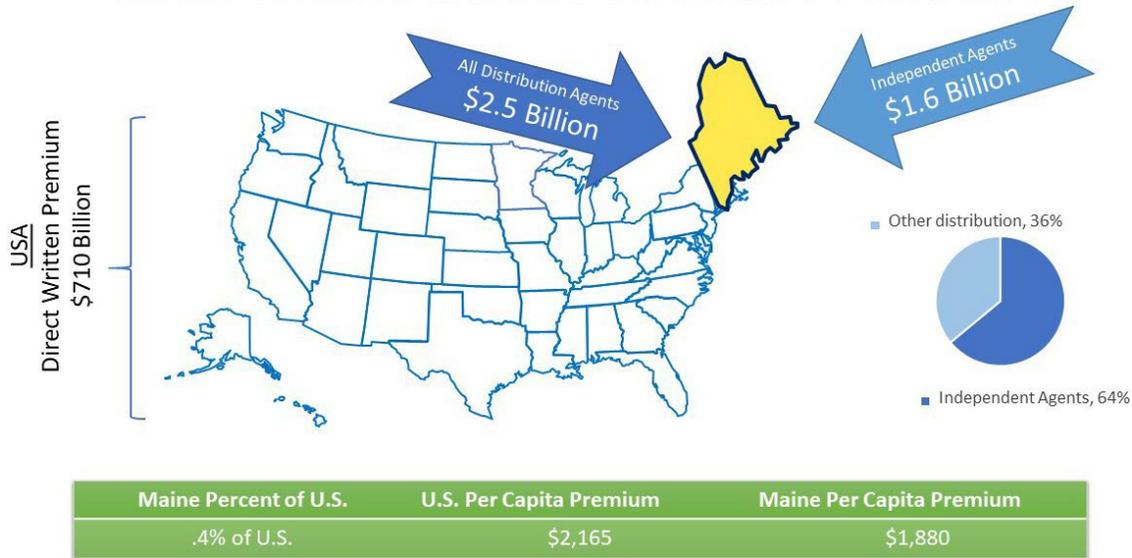




**Data is provided for education and strategic considerations of members and is not done to encourage any collective action or discussion toward or against any insurer or insurers. Any discussion of such collective action by anyone whether in a meeting or other context will not be recognized or responded to. Public statements if made on-line via association vehicles are not permitted.**

## 2020 Maine Direct Written Premium



Source: © A.M. Best Company — Used by Permission; US Census Bureau

You are being provided this summary of the Maine property and casualty (P-C) insurance marketplace as a benefit of your membership in the Maine Insurance Agents Association.

What follows is a numeric and visual summary of the P-C insurance marketplace from an independent agent's perspective in Maine.

- Maine summary: premium and distribution by line of business (L.O.B.)
- Loss ratios by L.O.B.
- Average growth rates by L.O.B.
- Top nine lines of business: five years of premium, penetration, loss ratios and top insurers
- Independent agent penetration: five-year trends by L.O.B.
- Average commissions: major L.O.B.s
- Surplus Lines: surplus lines utilization and top L.O.B.s written
- Fire and Allied Lines Breakout
- Policy Dividends Breakout
- Appendices with information on data sources, approaches and definitions.

## Maine All L.O.B.s: Premium and Distribution (Alphabetical)

2020 Maine Direct Written Premium (DPW in \$Millions)								
Major Line of Business (L.O.B.)	(1) All Distribution	(2)	(3)	(4)	(5)	(6)	(7)	(2+3+4)÷(1)
		Pure IA or Broker DPW	MGA/ Wholesale DPW	IA- Mixed DPW	Exclusive- Captive DPW	Direct DPW	Other	IA Penetration
Aggregate Write-ins	\$1	\$0	\$0	\$0	\$0	\$1	\$0	21%
Aircraft (all perils)	\$6	\$5	\$0	\$0	\$0	\$0	\$0	88%
All Commercial Auto	\$175	\$159	\$4	\$0	\$7	\$4	\$0	94%
All Private Passenger Auto	\$782	\$295	\$9	\$81	\$240	\$157	\$0	49%
Boiler & Machinery	\$11	\$5	\$0	\$5	\$0	\$1	\$0	91%
Burglary & Theft	\$1	\$1	\$0	\$0	\$0	\$0	\$0	99%
Commercial Multi-Peril	\$267	\$243	\$6	\$3	\$10	\$6	\$0	94%
Credit	\$8	\$6	\$1	\$0	\$1	\$0	\$0	84%
Excess Workers' Comp	\$4	\$4	\$0	\$0	\$0	\$0	\$0	99%
Farmowners Multi-Peril	\$6	\$5	\$0	\$0	\$0	\$1	\$0	80%
Fidelity	\$5	\$4	\$0	\$0	\$0	\$1	\$0	82%
Financial Guaranty	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
Fire & Allied Lines	\$123	\$79	\$7	\$19	\$8	\$11	\$0	85%
Homeowners Multi-Peril	\$471	\$262	\$27	\$3	\$122	\$57	\$0	62%
Inland Marine	\$91	\$59	\$5	\$6	\$17	\$4	\$0	77%
Medical Malpractice	\$50	\$8	\$1	\$40	\$0	\$0	\$0	98%
Mortgage Guaranty	\$20	\$3	\$0	\$0	\$0	\$13	\$4	13%
Ocean Marine	\$32	\$29	\$1	\$0	\$0	\$1	\$1	95%
Other Liability (Claims-made)	\$75	\$61	\$4	\$1	\$0	\$6	\$3	88%
Other Liability (Occurrence)	\$131	\$94	\$13	\$3	\$8	\$12	\$1	84%
Products Liability	\$9	\$7	\$1	\$0	\$0	\$0	\$0	92%
Surety	\$21	\$17	\$1	\$0	\$0	\$2	\$0	88%
Warranty	\$5	\$1	\$0	\$0	\$2	\$2	\$0	25%
Workers' Compensation	\$235	\$225	\$1	\$2	\$2	\$6	\$0	97%
TTL Grps I+II (All Typical Lines)	\$2,530	\$1,572	\$82	\$164	\$417	\$285	\$10	72%

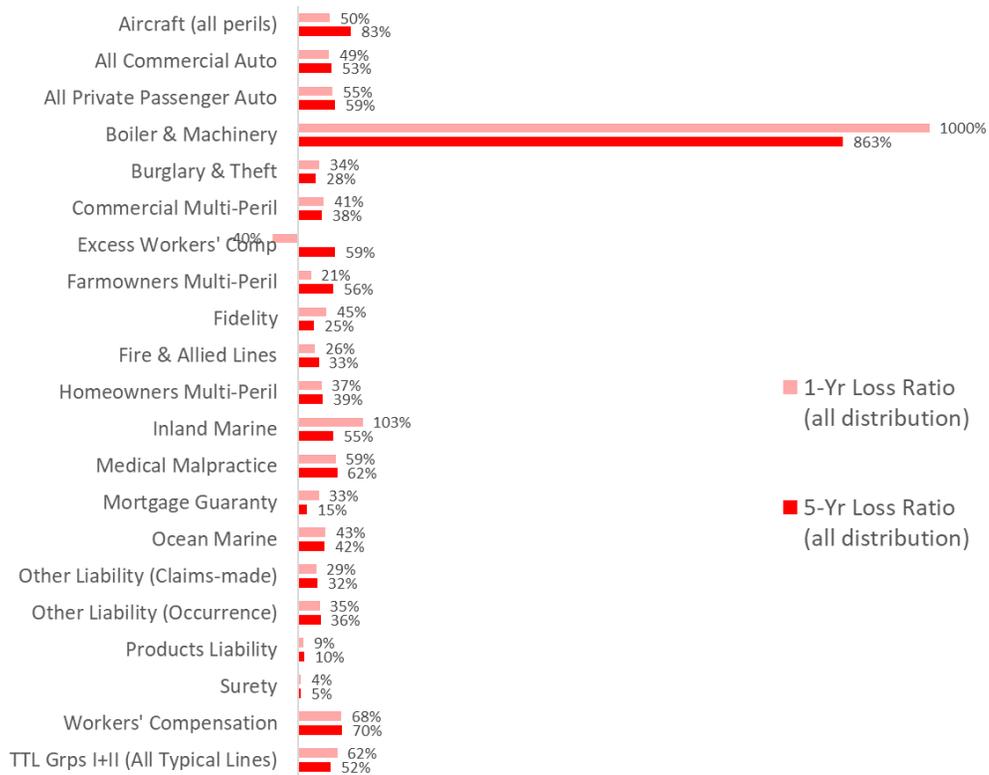
Source: © A.M. Best Company — used by permission.

**Notes or Comments:** The “Lines of Business” (L.O.B.) listed above are taken from an annual statement page each insurer must file with their state regulator. Regulators require 34 lines of business break-outs from insurers in every state where business is written. Some L.O.B.s above are actually combinations of L.O.B.s. An example of a combination is the data on personal automobile liability is combined with physical damage and other coverages. Of the 34 lines of business, the 24 shown above are included in many industry summaries. For the remainder of this summary, 19 of the above 24 are focused on as the most relevant to Independent agents. Not focused on is Aggregate Write-ins, credit-related coverages, financial guaranty, mortgage guaranty and warranties.

The classification of insurers using independent agents (IAs), brokers, MGAs, etc. are based on what is reported by the insurers. When combinations of marketing or distribution are reported for a single insurer, insurers are put in the category that best seems to fit. The above table shows the estimated premium distribution through independent agents, MGAs and IA-mixed distribution is 72%. That is higher than the penetration shown on the first page for independent agents. The first page uses A.M. Best’s estimate of independent agent distribution as provided in their standard industry reports. The above classifications are based on a more specific and proprietary approach employed for this summary as applied to each policy-issuing insurer. The two approaches are generally close. There is a slight

aggregate premium difference between the two approaches. More information on classifying by Marketing Type or distribution style insurers is included in an appendix.

## Maine Loss Ratios: Current and 5-Year Average



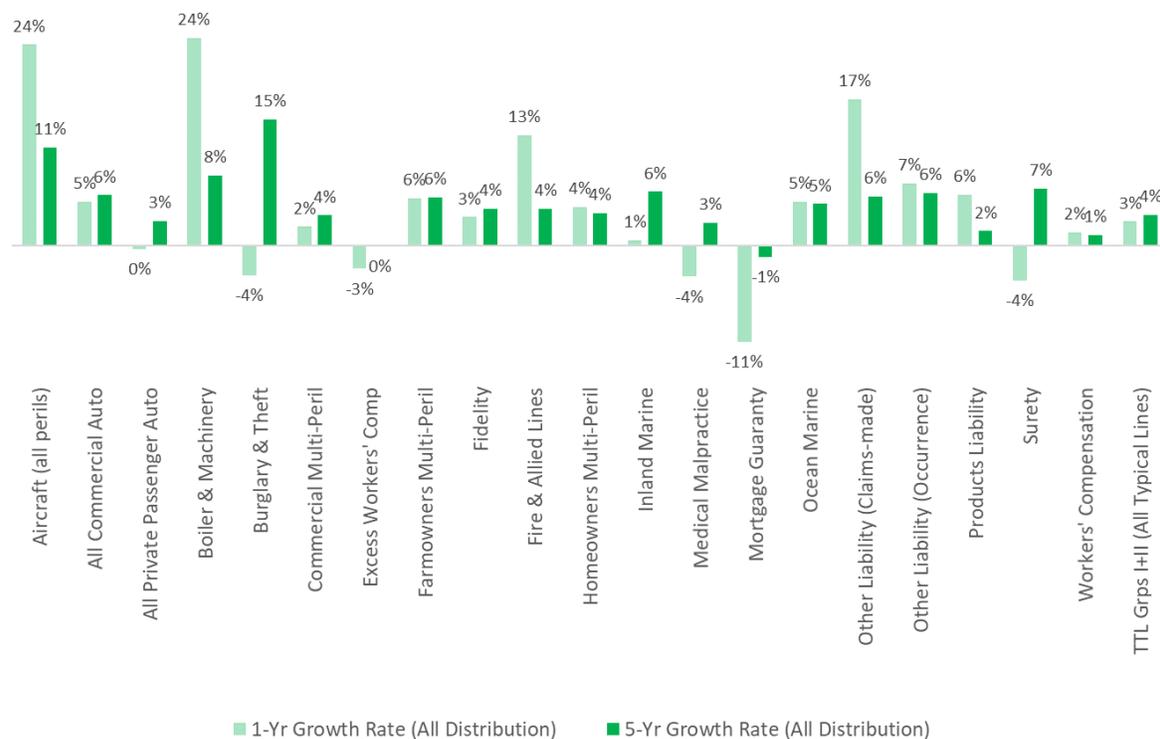
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### Notes or Comments:

$$\frac{\text{Adjusted Calendar Year Losses} + \text{Reserves at End of Year} - \text{Reserves at Beginning of Year}}{\text{Earned Premiums}} = \text{Loss Ratio}$$

Loss ratios in this summary are calculated as “adjusted calendar year loss ratios” (see formula). This means for each L.O.B. the losses used in the ratio of losses to earned premiums are the paid losses that year, plus any estimates of future losses that will be paid from claims that year (also known as “reserves”) plus any changes in “reserves” from prior years. The “adjusted” part is if dividends are paid out under an L.O.B., the loss ratio is adjusted for that cost. When dividends paid out are a minor factor, an adjusted and unadjusted loss ratio is nearly the same but where dividends are an important component, it is important to include them in the calculation. The one-year and five-year average loss ratios are provided above. That can show trends or developments but it is also helpful to refer to the data for all five years for the top L.O.B.s provided later in this summary.

## Maine Premium Growth Rates: 1-Year and 5-Year Average

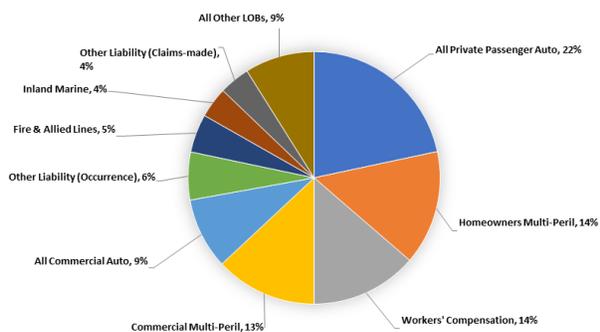


Source: © A.M. Best Company — used by permission.

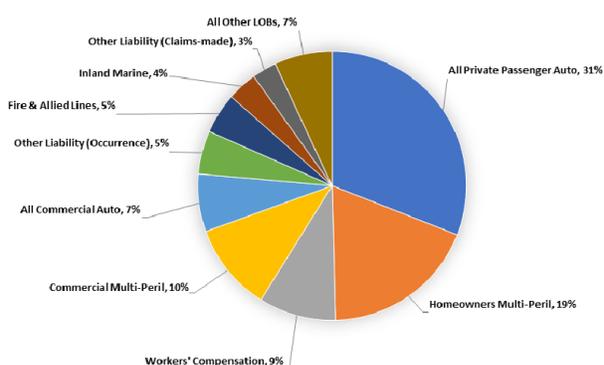
**Notes or Comments:** Direct written premium growth rates are shown above. The five-year growth rate is, mathematically, the constant percentage for 2016 direct written premiums to exactly equal the direct written premium in 2020 when applied annually for the five annual periods on a compounded basis. The one-year percentage is the change in premiums from 2019 to 2020. As this single growth figure does not show variability between years it is also helpful to examine premium trends by reviewing all years sequentially as can be seen for the top lines of business later in this summary.

## Ranking the L.O.B.s

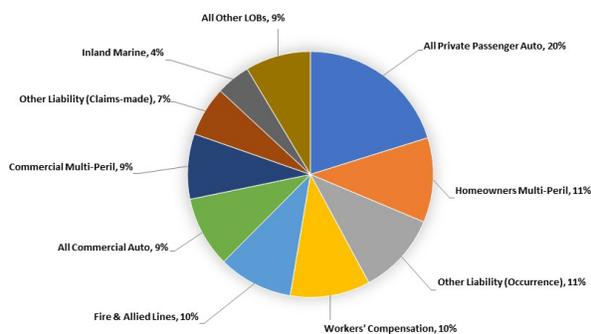
2020 - Maine Ind. Agent Prem. (Total = \$1,614,161,000)



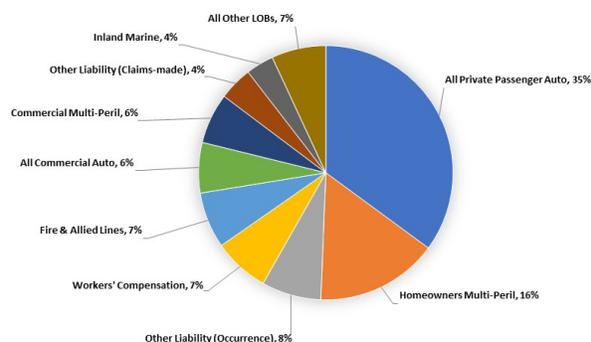
2020 - Maine Total Premium (Total = \$2,526,495,000)



2020 - United States Ind. Agent Prem. (Total = \$405,820,408,805)



2020 - United States Total Premium (Total = \$710,057,151,000)



Source: © A.M. Best Company — used by permission.

**Notes or Comments:** Above on the left-hand pie chart shows the top lines of business (L.O.B.s), in order of premium written by Maine independent agents. The right-hand chart shows the premiums written for those lines when all forms are distribution are included. The bottom two pie charts are for comparison but those are in rank order as written by independent agents in all states combined. The independent agent portion of premiums in this chart is that determined by A.M. Best in their standard industry reports.

## Maine: Largest Independent Agent L.O.B.s

Following is more detail on each of the top nine Lines of Business (L.O.B.s) in Maine for the years 2016 to 2020. All lines are combined, in aggregate, in the tenth summary. That is the top nine plus any other L.O.B. of significance to independent agents. The order of the L.O.B.s presented is the ranking, by premium volume, as written by independent agents in Maine.

Provided for each major line of business are:

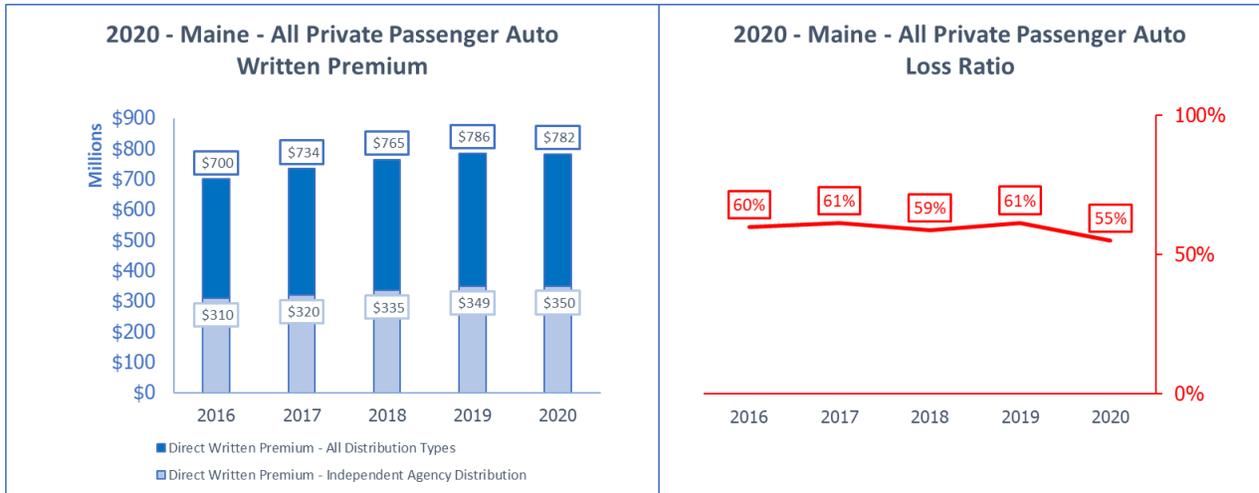
- A summary graph of five-year data on premiums for all distribution types (dark blue), premiums written through independent agents (light blue) and loss ratios (red line). For these graphs the delineation of premiums through Independent Agents is that of A.M. Best in their standard industry reports
- The average premium trend for all distribution and through independent insurance agents
- The portion of premiums written through U.S.-domiciled surplus lines insurers
- The average five-year combined ratio
- The number of active insurer groups and policy-issuing insurers in Maine
- Top Insurers: The top five groups and the market share of that line of business by those groups is provided. This includes all premiums and all distributions combined. Also provided is top ten top policy-issuing insurers using exclusively independent agencies/brokers, the top three MGA-focused, captive, exclusive or direct insurers and the top surplus lines insurers. Added, as well, is the largest premium writing risk retention group, if applicable for that line of business. For each insurer, average commission rates and adjusted loss ratios are provided as is any parent group or fleet.

As you scroll through the pages, watch for the visual cue in the heading where you are in the ranking of premiums written by independent agents. Those are visually designated with a small pie chart and expanded slice is where the product is in the ranking. Below is personal automobile as an example.

Example L.O.B. Heading=>	 <b>All Private Passenger Auto</b>
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# All Private Passenger Auto

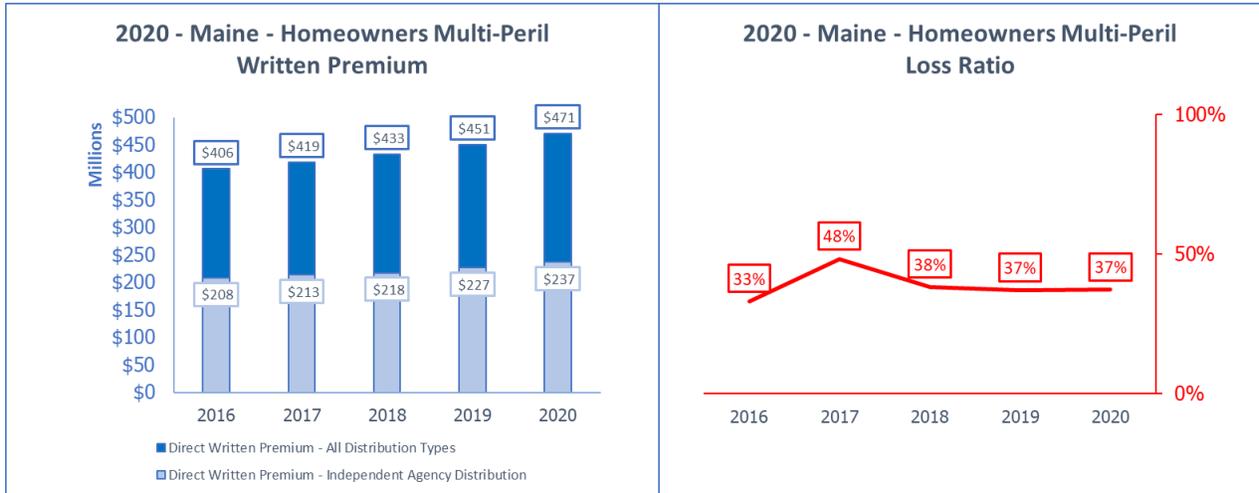


2020 - Maine - All Private Passenger Auto Average Penetration: 44.2%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL L.O.B. DPW
2.8%	3.1%	59%	87%	0.00%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 42	Affil+Unaffil: 110	S.L. Insurers: 0	RRGs: 0
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
Progressive Insurance Group (G) [16.5%]	\$129,123,000	55%	N/A	\$156,480,000
State Farm Group (G) [13.0%]	\$101,816,000	59%	N/A	\$167,924,000
Berkshire Hathaway Ins Grp (G) [11.7%]	\$91,411,000	65%	N/A	\$113,325,000
Liberty Mutual Ins Cos(G) [8.7%]	\$68,178,000	50%	N/A	\$221,699,000
Allstate Insurance Group (G) [8.5%]	\$66,892,000	45%	N/A	\$120,632,000
L.O.B. Total or Industry Ave.	\$782,381,000	55%	9.1%	\$2,529,565,000
Top 10 IA Insurers				
Progressive Northwestern Insurance Co	\$63,917,000	56.9%	11.2%	Progressive Insurance Group
Concord General Mutual Insurance Company	\$29,185,000	53.6%	19.1%	Auto-Owners Insurance Group
Citizens Insurance Company of America	\$23,884,000	42.1%	19.4%	Hanover Ins Group Prop & Cas Cos
MMG Insurance Company	\$23,459,000	59.9%	20.0%	...
Standard Fire Insurance Company	\$19,792,000	51.2%	12.9%	Travelers Group
Patrons Oxford Insurance Company	\$19,548,000	44.4%	20.6%	Quincy Mutual Group
Integon National Insurance Company	\$14,130,000	51.6%	15.5%	Allstate Insurance Group
Safeco National Insurance Company	\$13,199,000	59.0%	14.1%	Liberty Mutual Ins Cos
Patriot Insurance Company	\$11,560,000	53.4%	19.0%	Frankenmuth Insurance Group
Vermont Mutual Insurance Company	\$9,591,000	58.6%	23.3%	Vermont Mutual Group
Top 3 MGA/Wholesale Insurers				
Liberty Mutual Personal Insurance Co	\$7,374,000	66.7%	0.6%	Liberty Mutual Ins Cos
American Reliable Insurance Company	\$880,000	20.8%	20.5%	Global Indemnity Group
State National Insurance Company, Inc.	\$264,000	20.3%	68.6%	Markel Corporation Group
Top 3 Captive-Exclusive and Direct Insurers				
State Farm Mutual Automobile Ins Co	\$93,479,000	58.5%	10.3%	State Farm Group
GEICO General Insurance Company	\$43,335,000	68.9%	0.4%	Berkshire Hathaway Ins Grp
Allstate Fire and Casualty Insurance Co	\$36,827,000	43.4%	11.6%	Allstate Insurance Group
Top 3 Surplus Lines Insurers				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A
None in L.O.B.	#N/A	#N/A	#N/A	#N/A
None in L.O.B.	#N/A	#N/A	#N/A	#N/A
Top RRG				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A

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# Homeowners Multi-Peril

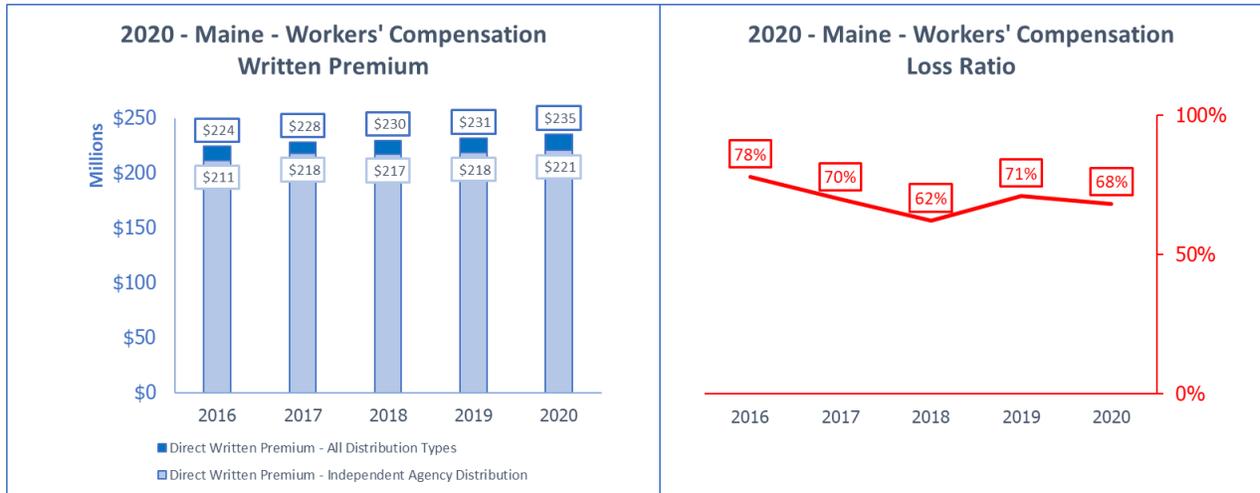


2020 - Maine - Homeowners Multi-Peril Average Penetration: 50.6%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
3.8%	3.2%	39%	72%	0.64%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 48	Affil+Unaffil: 120	S.L. Insurers: 12	RRGs: 0
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
State Farm Group (G) [12.0%]	\$56,318,000	36%	N/A	\$167,924,000
Liberty Mutual Ins Cos(G) [11.0%]	\$51,637,000	32%	N/A	\$221,699,000
Allstate Insurance Group (G) [9.3%]	\$43,553,000	36%	N/A	\$120,632,000
USAA Group (G) [5.8%]	\$27,334,000	33%	N/A	\$73,086,000
Hanover Ins Group Prop & Cas Cos (G) [5.4%]	\$25,628,000	33%	N/A	\$127,253,000
L.O.B. Total or Industry Ave.	\$470,674,000	37%	15.8%	\$2,529,565,000
Top 10 IA Insurers				
MMG Insurance Company	\$24,193,000	43.9%	26.2%	...
Patrons Oxford Insurance Company	\$20,634,000	30.9%	24.9%	Quincy Mutual Group
Vermont Mutual Insurance Company	\$19,993,000	33.2%	29.7%	Vermont Mutual Group
Concord General Mutual Insurance Company	\$19,608,000	39.5%	24.3%	Auto-Owners Insurance Group
Massachusetts Bay Insurance Company	\$18,144,000	33.0%	21.9%	Hanover Ins Group Prop & Cas Cos
Integon National Insurance Company	\$15,098,000	39.1%	19.6%	Allstate Insurance Group
Foremost Insurance Co Grand Rapids, MI	\$13,868,000	33.8%	14.8%	Farmers Insurance Group
Safeco National Insurance Company	\$11,190,000	40.3%	19.3%	Liberty Mutual Ins Cos
Cambridge Mutual Fire Insurance Company	\$9,993,000	39.9%	27.3%	Andover Companies Pool
Patriot Insurance Company	\$9,624,000	36.0%	24.3%	Frankenmuth Insurance Group
Top 3 MGA/Wholesale Insurers				
Liberty Mutual Personal Insurance Co	\$26,226,000	40.4%	1.5%	Liberty Mutual Ins Cos
Evanston Insurance Company	\$565,000	-0.7%	23.5%	Markel Corporation Group
Canopus US Insurance, Inc.	\$533,000	30.6%	22.7%	...
Top 3 Captive-Exclusive and Direct Insurers				
State Farm Fire and Casualty Company	\$56,318,000	35.5%	12.3%	State Farm Group
Metropolitan Property & Casualty Ins Co	\$18,254,000	48.4%	8.6%	Farmers Insurance Group
Allstate Property and Casualty Ins Co	\$16,363,000	39.3%	11.4%	Allstate Insurance Group
Top 3 Surplus Lines Insurers				
Lexington Insurance Company	\$773,000	33.1%	19.8%	American International Group
Evanston Insurance Company	\$565,000	-0.7%	23.5%	Markel Corporation Group
Canopus US Insurance, Inc.	\$533,000	30.6%	22.7%	...
Top RRG				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A

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# Workers' Compensation

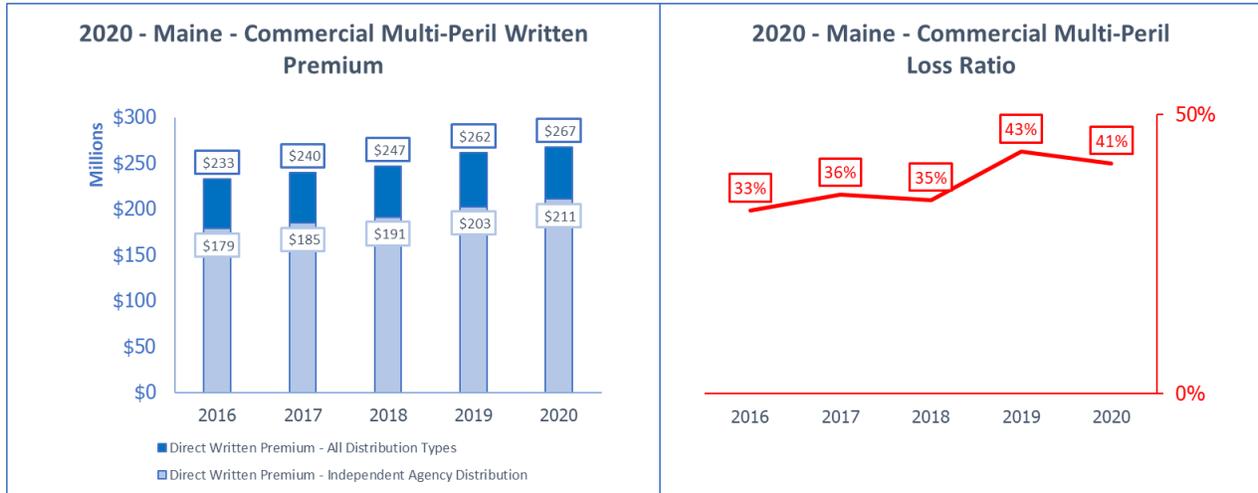


2020 - Maine - Workers' Compensation Average Penetration: 94.6%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
1.2%	1.1%	70%	101%	0.00%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 61	Affil+Unaffil: 201	S.L. Insurers: 0	RRGs: 0
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
MEMIC Group (G) [67.5%]	\$158,524,000	81%	N/A	\$161,668,000
Travelers Group (G) [3.8%]	\$8,812,000	44%	N/A	\$110,945,000
ProAssurance Group (G) [3.6%]	\$8,464,000	45%	N/A	\$10,032,000
W. R. Berkley Ins Grp (G) [3.4%]	\$7,898,000	49%	N/A	\$105,274,000
Liberty Mutual Ins Cos(G) [3.3%]	\$7,730,000	68%	N/A	\$221,699,000
L.O.B. Total or Industry Ave.	\$234,966,000	68%	9.5%	\$2,529,565,000
Top 10 IA Insurers				
Maine Employers' Mutual Insurance Co	\$157,535,000	81.3%	9.9%	MEMIC Group
Eastern Alliance Insurance Company	\$4,297,000	30.7%	8.8%	ProAssurance Group
Zurich American Insurance Company	\$3,363,000	106.2%	6.7%	Zurich Insurance US PC Group
Allied Eastern Indemnity Company	\$2,928,000	45.4%	7.9%	ProAssurance Group
Firemen's Ins Co of Washington, D.C.	\$2,689,000	36.1%	10.6%	W. R. Berkley Ins Grp
Charter Oak Fire Insurance Company	\$2,550,000	11.1%	3.7%	Travelers Group
Continental Western Insurance Company	\$1,957,000	75.4%	12.1%	W. R. Berkley Ins Grp
Union Insurance Company	\$1,571,000	88.3%	12.7%	W. R. Berkley Ins Grp
Arch Insurance Company	\$1,444,000	27.0%	7.3%	Arch Insurance Group
Travelers Commercial Casualty Company	\$1,441,000	14.7%	13.5%	Travelers Group
Top 3 MGA/Wholesale Insurers				
Praetorian Insurance Company	\$571,000	28.4%	17.0%	QBE North America Insurance Group
Imperium Insurance Company	\$57,000	-1.3%	8.8%	Skyward Specialty Insurance Group
State National Insurance Company, Inc.	\$55,000	42.1%	14.5%	Markel Corporation Group
Top 3 Captive-Exclusive and Direct Insurers				
LM Insurance Corporation	\$1,445,000	31.4%	3.4%	Liberty Mutual Ins Cos
Liberty Mutual Fire Insurance Company	\$976,000	85.4%	20.2%	Liberty Mutual Ins Cos
Liberty Insurance Corporation	\$973,000	84.6%	3.6%	Liberty Mutual Ins Cos
Top 3 Surplus Lines Insurers				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A
None in L.O.B.	#N/A	#N/A	#N/A	#N/A
None in L.O.B.	#N/A	#N/A	#N/A	#N/A
Top RRG				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A

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# Commercial Multi-Peril

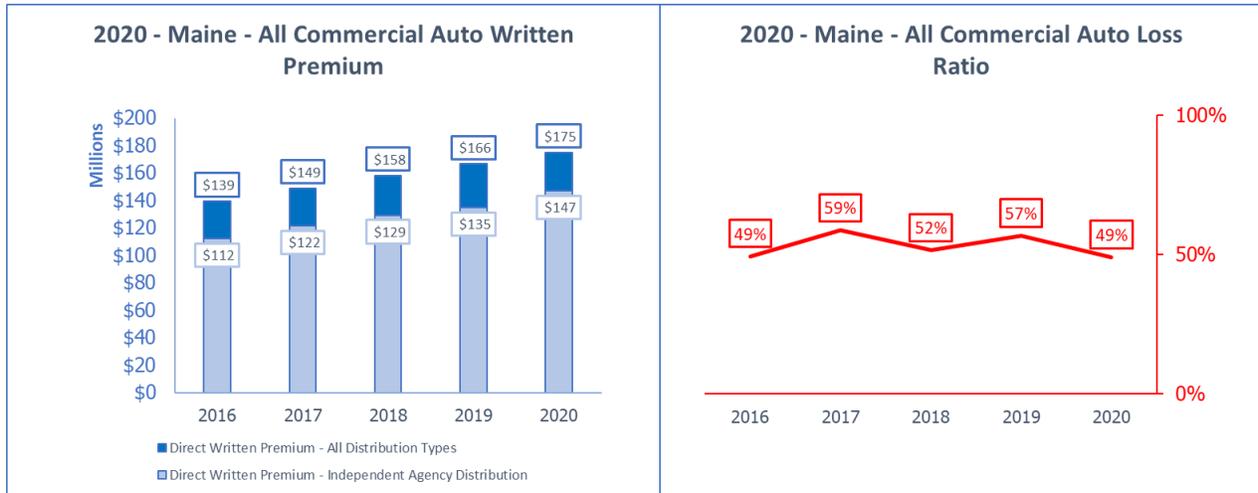


2020 - Maine - Commercial Multi-Peril Average Penetration: 77.5%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
3.5%	4.2%	38%	78%	3.37%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 75	Affil+Unaffil: 231	S.L. Insurers: 53	RRGs: 0
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
Liberty Mutual Ins Cos(G) [13.9%]	\$37,082,000	36%	N/A	\$221,699,000
W. R. Berkley Ins Grp (G) [13.3%]	\$35,588,000	31%	N/A	\$105,274,000
Hanover Ins Group Prop & Cas Cos (G) [12.6%]	\$33,784,000	27%	N/A	\$127,253,000
MMG Insurance Company [8.5%]	\$22,701,000	28%	N/A	\$89,649,000
Frankenmuth Insurance Group (G) [7.0%]	\$18,787,000	60%	N/A	\$61,634,000
L.O.B. Total or Industry Ave.	\$267,352,000	41%	20.9%	\$2,529,565,000
Top 10 IA Insurers				
MMG Insurance Company	\$22,701,000	28.0%	26.3%	...
Ohio Security Insurance Company	\$16,180,000	34.2%	17.5%	Liberty Mutual Ins Cos
Citizens Insurance Company of America	\$14,982,000	30.2%	20.6%	Hanover Ins Group Prop & Cas Cos
Frankenmuth Mutual Insurance Company	\$12,329,000	35.7%	24.2%	Frankenmuth Insurance Group
Acadia Insurance Company	\$11,010,000	24.4%	21.5%	W. R. Berkley Ins Grp
Vermont Mutual Insurance Company	\$10,538,000	20.6%	29.7%	Vermont Mutual Group
Philadelphia Indemnity Insurance Company	\$10,472,000	206.3%	15.4%	Tokio Marine US PC Group
Massachusetts Bay Insurance Company	\$9,348,000	24.0%	21.2%	Hanover Ins Group Prop & Cas Cos
The Hanover Insurance Company	\$8,799,000	17.9%	20.0%	Hanover Ins Group Prop & Cas Cos
American Fire and Casualty Company	\$8,182,000	47.3%	19.6%	Liberty Mutual Ins Cos
Top 3 MGA/Wholesale Insurers				
Markel Insurance Company	\$748,000	73.7%	21.0%	Markel Corporation Group
Penn-America Insurance Company	\$661,000	80.2%	27.4%	Global Indemnity Group
Atlantic Casualty Insurance Company	\$581,000	87.8%	24.4%	Auto-Owners Insurance Group
Top 3 Captive-Exclusive and Direct Insurers				
State Farm Fire and Casualty Company	\$4,283,000	31.3%	12.5%	State Farm Group
Allstate Indemnity Company	\$2,983,000	16.1%	12.8%	Allstate Insurance Group
Liberty Mutual Fire Insurance Company	\$2,752,000	2.4%	58.1%	Liberty Mutual Ins Cos
Top 3 Surplus Lines Insurers				
Scottsdale Insurance Company	\$1,468,000	12.6%	20.2%	Nationwide Group
National Fire & Marine Insurance Co	\$633,000	92.5%	23.5%	Berkshire Hathaway Ins Grp
Berkley Specialty Insurance Company	\$607,000	24.7%	12.9%	W. R. Berkley Ins Grp
Top RRG				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A

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# All Commercial Auto

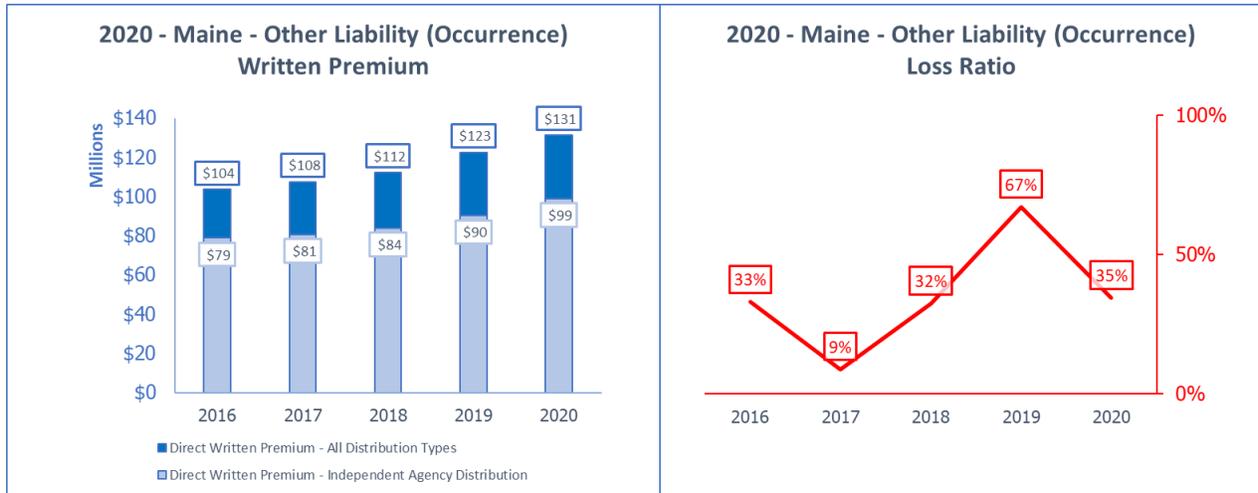


2020 - Maine - All Commercial Auto Average Penetration: 81.9%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
5.9%	7.0%	53%	87%	1.53%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 80	Affil+Unaffil: 233	S.L. Insurers: 27	RRGs: 4
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
W. R. Berkley Ins Grp (G) [16.2%]	\$28,341,000	36%	N/A	\$105,274,000
Progressive Insurance Group (G) [9.8%]	\$17,087,000	22%	N/A	\$156,480,000
Liberty Mutual Ins Cos(G) [9.3%]	\$16,212,000	71%	N/A	\$221,699,000
Hanover Ins Group Prop & Cas Cos (G) [8.5%]	\$14,944,000	17%	N/A	\$127,253,000
Travelers Group (G) [6.6%]	\$11,477,000	61%	N/A	\$110,945,000
L.O.B. Total or Industry Ave.	\$175,008,000	49%	15.3%	\$2,529,565,000
Top 10 IA Insurers				
Progressive Northern Insurance Company	\$16,685,000	22.3%	9.3%	Progressive Insurance Group
Acadia Insurance Company	\$13,707,000	34.0%	17.5%	W. R. Berkley Ins Grp
MMG Insurance Company	\$10,630,000	37.6%	21.0%	...
Allmerica Financial Benefit Insurance Co	\$10,127,000	22.3%	16.0%	Hanover Ins Group Prop & Cas Cos
Frankenmuth Mutual Insurance Company	\$9,069,000	68.6%	18.4%	Frankenmuth Insurance Group
Firemen's Ins Co of Washington, D.C.	\$6,896,000	4.2%	18.2%	W. R. Berkley Ins Grp
Ohio Security Insurance Company	\$6,421,000	51.4%	15.1%	Liberty Mutual Ins Cos
Acuity, A Mutual Insurance Company	\$4,911,000	44.3%	15.8%	...
Union Insurance Company	\$3,966,000	63.1%	17.8%	W. R. Berkley Ins Grp
Argonaut Insurance Company	\$3,811,000	61.3%	22.8%	Argo Group
Top 3 MGA/Wholesale Insurers				
Northland Insurance Company	\$2,096,000	60.6%	19.0%	Travelers Group
Occidental Fire and Casualty Co of NC	\$441,000	51.3%	21.8%	IAT Insurance Group
National Interstate Insurance Company	\$346,000	21.2%	9.0%	Great American P & C Insurance Group
Top 3 Captive-Exclusive and Direct Insurers				
Sentry Select Insurance Company	\$1,710,000	418.9%	9.8%	Sentry Insurance Group
Federated Mutual Insurance Company	\$1,434,000	34.8%	0.0%	Federated Mutual Group
Farm Family Casualty Insurance Company	\$1,375,000	154.1%	10.0%	American National Prop & Cas Group
Top 3 Surplus Lines Insurers				
Steadfast Insurance Company	\$1,898,000	5.9%	0.0%	Zurich Insurance US PC Group
Lexington Insurance Company	\$206,000	51.5%	13.6%	American International Group
Berkley Specialty Insurance Company	\$164,000	13.5%	23.8%	W. R. Berkley Ins Grp
Top RRG				
OOIDA Risk Retention Group, Inc.	\$95,000	-142.6%	22.1%	...

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# Other Liability (Occurrence)

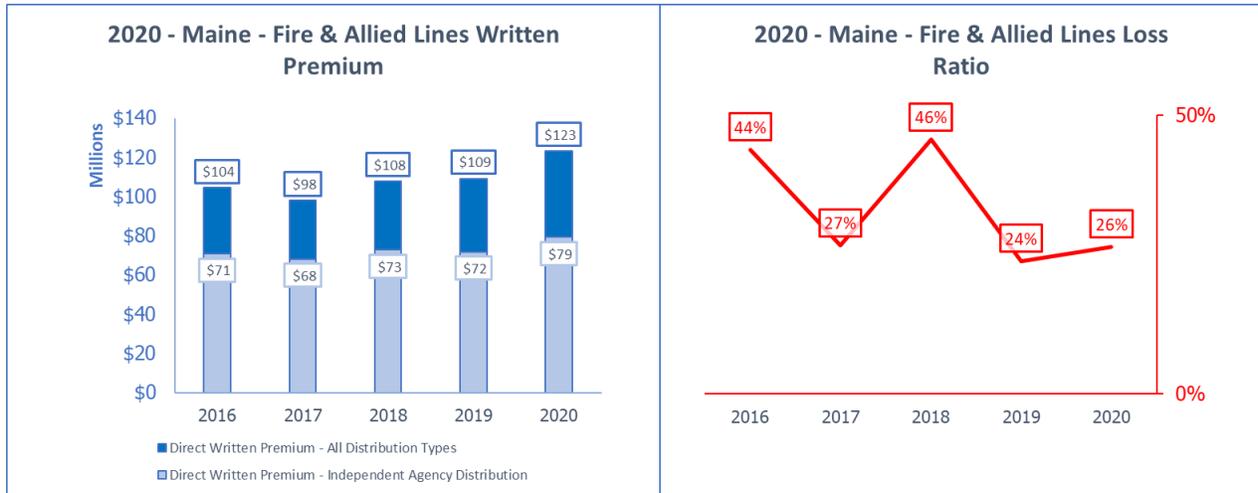


2020 - Maine - Other Liability (Occurrence) Average Penetration: 75.0%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
6.1%	5.9%	36%	68%	20.59%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 111	Affil+Unaffil: 379	S.L. Insurers: 93	RRGs: 12
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
W. R. Berkley Ins Grp (G) [10.6%]	\$13,933,000	1%	N/A	\$105,274,000
Liberty Mutual Ins Cos(G) [8.7%]	\$11,433,000	68%	N/A	\$221,699,000
Travelers Group (G) [6.5%]	\$8,552,000	40%	N/A	\$110,945,000
Chubb INA Group (G) [4.8%]	\$6,285,000	58%	N/A	\$73,495,000
Hanover Ins Group Prop & Cas Cos (G) [4.5%]	\$5,959,000	102%	N/A	\$127,253,000
L.O.B. Total or Industry Ave.	\$131,393,000	35%	14.4%	\$2,529,565,000
Top 10 IA Insurers				
Acadia Insurance Company	\$7,777,000	0.8%	17.8%	W. R. Berkley Ins Grp
The Hanover Insurance Company	\$4,962,000	116.5%	15.2%	Hanover Ins Group Prop & Cas Cos
Travelers Property Casualty Co of Amer	\$4,960,000	14.3%	9.8%	Travelers Group
Ohio Casualty Insurance Company	\$4,456,000	80.3%	13.1%	Liberty Mutual Ins Cos
Nautilus Insurance Company	\$3,201,000	15.1%	22.0%	W. R. Berkley Ins Grp
MMG Insurance Company	\$2,930,000	5.9%	27.2%	...
ACE American Insurance Company	\$2,218,000	57.8%	2.1%	Chubb INA Group
Philadelphia Indemnity Insurance Company	\$2,209,000	55.5%	12.4%	Tokio Marine US PC Group
Progressive Northwestern Insurance Co	\$2,007,000	29.8%	10.5%	Progressive Insurance Group
Federal Insurance Company	\$1,970,000	42.9%	14.4%	Chubb INA Group
Top 3 MGA/Wholesale Insurers				
Securian Casualty Company	\$2,814,000	51.1%	15.0%	...
Evanston Insurance Company	\$1,646,000	1.4%	20.7%	Markel Corporation Group
RLI Insurance Company	\$1,461,000	32.8%	20.3%	RLI Group
Top 3 Captive-Exclusive and Direct Insurers				
CUMIS Insurance Society, Inc.	\$4,335,000	59.0%	0.0%	CUMIS Insurance Society Group
Liberty Mutual Insurance Company	\$1,888,000	39.5%	1.1%	Liberty Mutual Ins Cos
Farm Family Casualty Insurance Company	\$1,812,000	8.4%	18.3%	American National Prop & Cas Group
Top 3 Surplus Lines Insurers				
Nautilus Insurance Company	\$3,201,000	15.1%	22.0%	W. R. Berkley Ins Grp
Endurance American Specialty Ins Co	\$1,835,000	25.7%	14.7%	Sompo Holdings US Group
Evanston Insurance Company	\$1,646,000	1.4%	20.7%	Markel Corporation Group
Top RRG				
United Educators Ins, a Reciprocal RRG	\$1,487,000	3.1%	4.6%	...

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# Fire & Allied Lines

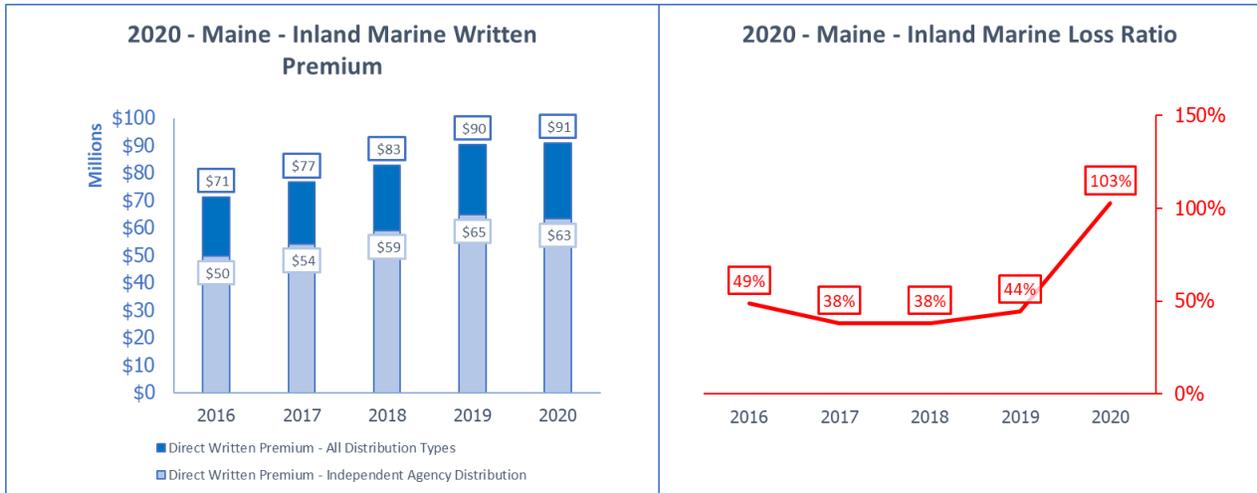


2020 - Maine - Fire & Allied Lines Average Penetration: 67.1%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
4.3%	2.8%	33%	63%	15.86%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 85	Affil+Unaffil: 248	S.L. Insurers: 66	RRGs: 0
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
FM Global Group (G) [12.4%]	\$15,321,000	6%	N/A	\$22,772,000
Chubb INA Group (G) [7.2%]	\$8,876,000	81%	N/A	\$73,495,000
Farmers Insurance Group (G) [5.9%]	\$7,249,000	29%	N/A	\$28,911,000
Zurich Insurance US PC Group (G) [5.6%]	\$6,858,000	52%	N/A	\$26,808,000
Andover Companies Pool (G) [4.9%]	\$5,991,000	17%	N/A	\$26,180,000
L.O.B. Total or Industry Ave.	\$123,303,000	26%	12.7%	\$2,529,565,000
Top 10 IA Insurers				
ACE Property and Casualty Insurance Co	\$7,476,000	102.3%	1.8%	Chubb INA Group
Foremost Insurance Co Grand Rapids, MI	\$7,248,000	29.0%	14.9%	Farmers Insurance Group
Vermont Mutual Insurance Company	\$4,751,000	33.9%	29.7%	Vermont Mutual Group
Cambridge Mutual Fire Ins Co	\$3,765,000	20.7%	29.7%	Andover Companies Pool
Zurich American Insurance Company	\$3,010,000	4.7%	5.1%	Zurich Insurance US PC Group
Merrimack Mutual Fire Ins Co	\$2,226,000	11.4%	23.8%	Andover Companies Pool
Travelers Property Casualty Co of Amer	\$2,019,000	23.8%	11.9%	Travelers Group
MMG Insurance Company	\$1,959,000	43.3%	25.6%	...
Starr Surplus Lines Insurance Company	\$1,740,000	8.6%	16.2%	Starr International Group
Insurance Company of State of PA	\$1,737,000	50.0%	0.0%	American International Group
Top 3 MGA/Wholesale Insurers				
Rural Community Insurance Company	\$2,049,000	126.5%	7.6%	Zurich Insurance US PC Group
Wright National Flood Insurance Company	\$1,182,000	0.9%	18.4%	...
Evanston Insurance Company	\$613,000	9.9%	19.7%	Markel Corporation Group
Top 3 Captive-Exclusive and Direct Insurers				
Farm Family Casualty Insurance Company	\$5,061,000	27.3%	20.5%	American National Prop & Cas Grp
American Security Insurance Company	\$3,516,000	27.0%	2.2%	Assurant P&C Group
Westport Insurance Corporation	\$2,153,000	20.7%	3.3%	Swiss Reinsurance Group
Top 3 Surplus Lines Insurers				
Starr Surplus Lines Insurance Company	\$1,740,000	8.6%	16.2%	Starr International Group
General Star Indemnity Company	\$1,547,000	19.3%	21.3%	Berkshire Hathaway Ins Grp
Lexington Insurance Company	\$1,102,000	-12.4%	13.2%	American International Group
Top RRG				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A

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# Inland Marine



2020 - Maine - Inland Marine Average Penetration: 70.7%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
6.3%	6.3%	56%	89%	0.98%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 83	Affil+Unaffil: 253	S.L. Insurers: 30	RRGs: 0
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
Liberty Mutual Ins Cos(G) [19.3%]	\$17,506,000	68%	N/A	\$221,699,000
CNA Insurance Companies (G) [9.3%]	\$8,473,000	49%	N/A	\$21,362,000
Progressive Insurance Group (G) [6.8%]	\$6,213,000	46%	N/A	\$156,480,000
Chubb INA Group (G) [6.7%]	\$6,111,000	57%	N/A	\$73,495,000
W. R. Berkley Ins Grp (G) [5.6%]	\$5,122,000	43%	N/A	\$105,274,000
L.O.B. Total or Industry Ave.	\$90,838,000	103%	15.8%	\$2,529,565,000
Top 10 IA Insurers				
Continental Casualty Company	\$8,370,000	49.0%	11.7%	CNA Insurance Companies
Progressive Northwestern Insurance Co	\$4,268,000	46.5%	10.4%	Progressive Insurance Group
Acadia Insurance Company	\$3,905,000	53.5%	23.3%	W. R. Berkley Ins Grp
The Hanover Insurance Company	\$2,843,000	49.0%	21.1%	Hanover Ins Group Prop & Cas Cos
National Casualty Company	\$2,737,000	63.7%	28.0%	Nationwide Group
Ohio Casualty Insurance Company	\$2,271,000	31.6%	20.6%	Liberty Mutual Ins Cos
MMG Insurance Company	\$2,183,000	17.3%	26.7%	...
Travelers Property Casualty Co of Amer	\$2,054,000	27.0%	19.9%	Travelers Group
Frankenmuth Mutual Insurance Company	\$1,985,000	30.7%	24.9%	Frankenmuth Insurance Group
ACE American Insurance Company	\$1,782,000	112.1%	17.0%	Chubb INA Group
Top 3 MGA/Wholesale Insurers				
American Pet Insurance Company	\$2,925,000	59.2%	2.4%	...
Independence American Insurance Company	\$353,000	65.4%	20.4%	...
Liberty Mutual Personal Insurance Co	\$334,000	24.9%	0.9%	Liberty Mutual Ins Cos
Top 3 Captive-Exclusive and Direct Insurers				
Liberty Insurance Underwriters, Inc.	\$10,965,000	93.0%	0.0%	Liberty Mutual Ins Cos
State Farm Fire and Casualty Company	\$2,322,000	53.1%	12.3%	State Farm Group
Liberty Mutual Fire Insurance Company	\$1,672,000	2.2%	24.8%	Liberty Mutual Ins Cos
Top 3 Surplus Lines Insurers				
Evanston Insurance Company	\$153,000	50.6%	19.6%	Markel Corporation Group
Lexington Insurance Company	\$135,000	85.0%	16.3%	American International Group
North American Capacity Insurance Co	\$102,000	267.8%	24.5%	Swiss Reinsurance Group
Top RRG				
None in L.O.B.	#N/A	#N/A	#N/A	#N/A

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# Other Liability (Claims-made)

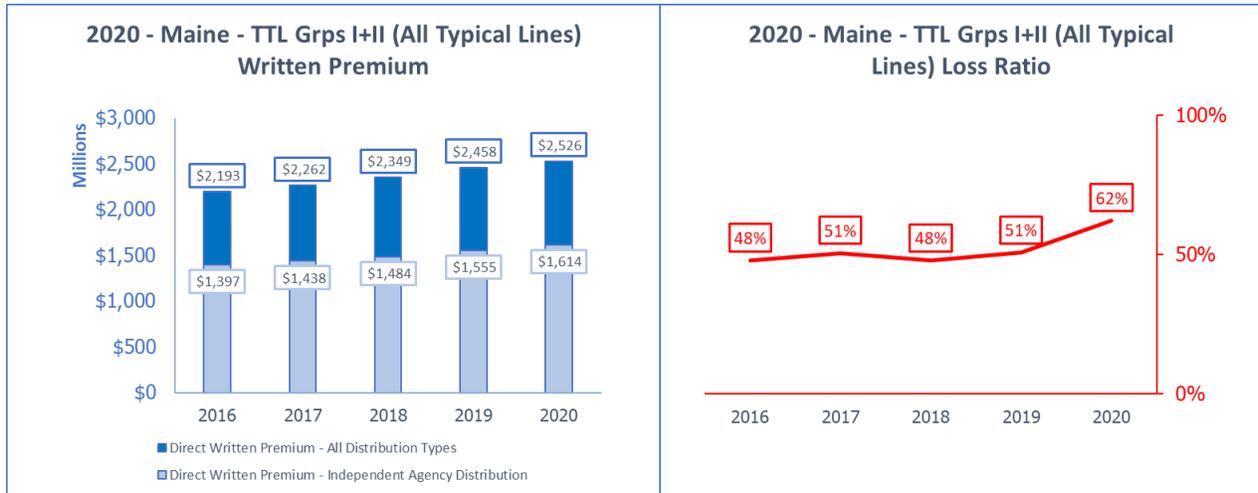


2020 - Maine - Other Liability (Claims-made) Average Penetration: 86.6%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
5.7%	4.9%	31%	70%	25.39%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 68	Affil+Unaffil: 225	S.L. Insurers: 73	RRGs: 16
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
Travelers Group (G) [9.3%]	\$6,981,000	55%	N/A	\$110,945,000
Chubb INA Group (G) [9.1%]	\$6,827,000	16%	N/A	\$73,495,000
XL Reinsurance America Group (G) [7.8%]	\$5,844,000	68%	N/A	\$12,083,000
CNA Insurance Companies (G) [6.6%]	\$4,956,000	18%	N/A	\$21,362,000
Swiss Reinsurance Group (G) [4.5%]	\$3,387,000	27%	N/A	\$9,733,000
L.O.B. Total or Industry Ave.	\$74,739,000	29%	16.2%	\$2,529,565,000
Top 10 IA Insurers				
Travelers Casualty and Surety Co of Amer	\$6,505,000	57.7%	16.1%	Travelers Group
Continental Casualty Company	\$4,460,000	21.4%	22.3%	CNA Insurance Companies
Federal Insurance Company	\$3,852,000	27.1%	13.8%	Chubb INA Group
Maine Employers' Mutual Insurance Co	\$3,143,000	-88.7%	9.4%	MEMIC Group
XL Specialty Insurance Company	\$3,047,000	41.8%	13.0%	XL Reinsurance America Group
The Hanover Insurance Company	\$2,655,000	23.9%	15.6%	Hanover Ins Group Prop & Cas Cos
Philadelphia Indemnity Insurance Company	\$2,366,000	65.3%	16.5%	Tokio Marine US PC Group
Indian Harbor Insurance Company	\$2,260,000	113.5%	17.3%	XL Reinsurance America Group
National Union Fire Ins Co Pittsburgh PA	\$1,888,000	41.1%	9.7%	American International Group
Mount Vernon Fire Insurance Company	\$1,765,000	9.9%	21.0%	Berkshire Hathaway Ins Grp
Top 3 MGA/Wholesale Insurers				
Evanston Insurance Company	\$843,000	44.1%	16.6%	Markel Corporation Group
Allied World Insurance Company	\$716,000	-0.2%	19.4%	Fairfax Financial (USA) Group
Houston Casualty Company	\$315,000	176.4%	30.8%	Tokio Marine US PC Group
Top 3 Captive-Exclusive and Direct Insurers				
Westport Insurance Corporation	\$2,384,000	30.6%	19.2%	Swiss Reinsurance Group
Liberty Surplus Insurance Corporation	\$2,006,000	35.0%	17.5%	Liberty Mutual Ins Cos
ALPS Property & Casualty Insurance Co	\$1,023,000	17.2%	6.5%	...
Top 3 Surplus Lines Insurers				
Indian Harbor Insurance Company	\$2,260,000	113.5%	17.3%	XL Reinsurance America Group
Liberty Surplus Insurance Corporation	\$2,006,000	35.0%	17.5%	Liberty Mutual Ins Cos
Mount Vernon Fire Insurance Company	\$1,765,000	9.9%	21.0%	Berkshire Hathaway Ins Grp
Top RRG				
United Educators Ins, a Reciprocal RRG	\$990,000	16.8%	3.9%	...

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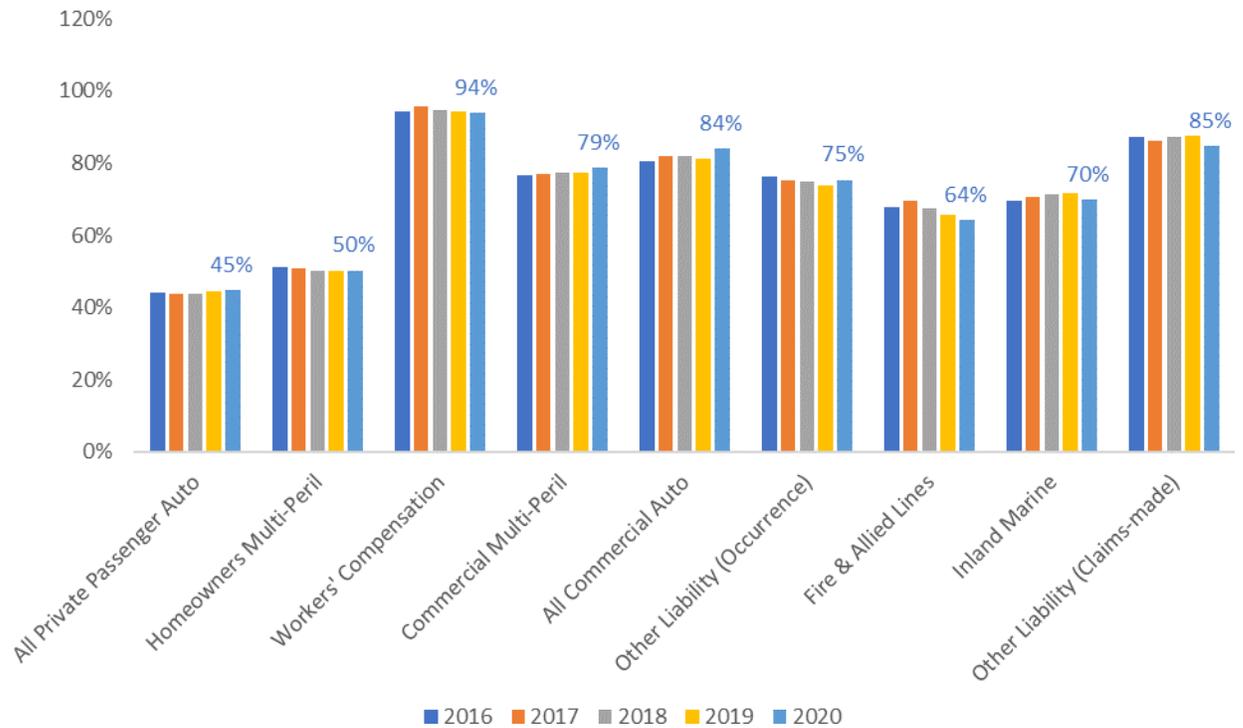
# Total-All Lines of Business



2020 - Maine - TTL Grps I+II (All Typical Lines) Average Penetration: 63.5%				
All Distribution Trend (DPW)	Ind. Agent Trend (DPW)	5 yr. Loss Adj. Ratio	5 yr. Combined Ratio	Domestic Surplus Lines ÷ ALL DPW
3.6%	3.7%	52%	84%	3.58%
Active Groups   Pol. Issuing   S.L.   RRGs =>	Groups: 148	Affil+Unaffil: 639	S.L. Insurers: 112	RRGs: 34
Top 5 Groups or Unaffil. [Mkt Share%]	2020 DPW	2020 Adj. Loss Ratio	2020 Commission	Group Name or ALL L.O.B. DPW
Liberty Mutual Ins Cos(G) [8.8%]	\$221,699,000	44%	N/A	\$221,699,000
State Farm Group (G) [6.6%]	\$167,924,000	50%	N/A	\$167,924,000
MEMIC Group (G) [6.4%]	\$161,668,000	77%	N/A	\$161,668,000
Progressive Insurance Group (G) [6.2%]	\$156,480,000	50%	N/A	\$156,480,000
Hanover Ins Group Prop & Cas Cos (G) [5.0%]	\$127,253,000	33%	N/A	\$127,253,000
L.O.B. Total or Industry Ave.	\$2,526,493,000	62%	13.2%	\$2,529,565,000
Top 10 IA Insurers				
Maine Employers' Mutual Insurance Co	\$160,679,000	77.6%	9.9%	MEMIC Group
MMG Insurance Company	\$89,649,000	41.1%	24.0%	...
Progressive Northwestern Insurance Co	\$70,235,000	55.4%	11.1%	Progressive Insurance Group
Concord General Mutual Insurance Company	\$59,243,000	44.8%	21.4%	Auto-Owners Insurance Group
Patrons Oxford Insurance Company	\$49,439,000	35.8%	23.2%	Quincy Mutual Group
Vermont Mutual Insurance Company	\$46,029,000	38.0%	28.3%	Vermont Mutual Group
Citizens Insurance Company of America	\$44,649,000	39.0%	19.5%	Hanover Ins Group Prop & Cas Cos
Acadia Insurance Company	\$39,617,000	26.1%	19.3%	W. R. Berkley Ins Grp
The Hanover Insurance Company	\$36,921,000	33.8%	19.4%	Hanover Ins Group Prop & Cas Cos
Patriot Insurance Company	\$33,993,000	47.2%	21.4%	Frankenmuth Insurance Group
Top 3 MGA/Wholesale Insurers				
Liberty Mutual Personal Insurance Co	\$33,945,000	44.1%	1.3%	Liberty Mutual Ins Cos
Evanston Insurance Company	\$4,467,000	8.8%	20.1%	Markel Corporation Group
American Pet Insurance Company	\$2,925,000	59.2%	2.4%	...
Top 3 Captive-Exclusive and Direct Insurers				
State Farm Mutual Automobile Ins Co	\$94,627,000	57.8%	10.3%	State Farm Group
State Farm Fire and Casualty Company	\$73,298,000	40.0%	12.3%	State Farm Group
GEICO General Insurance Company	\$43,335,000	68.9%	0.4%	Berkshire Hathaway Ins Grp
Top 3 Surplus Lines Insurers				
Lexington Insurance Company	\$4,583,000	23.6%	15.0%	American International Group
Evanston Insurance Company	\$4,467,000	8.8%	20.1%	Markel Corporation Group
Nautilus Insurance Company	\$4,339,000	15.5%	22.2%	W. R. Berkley Ins Grp
Top RRG				
United Educators Ins, a Reciprocal RRG	\$2,477,000	8.5%	4.3%	...

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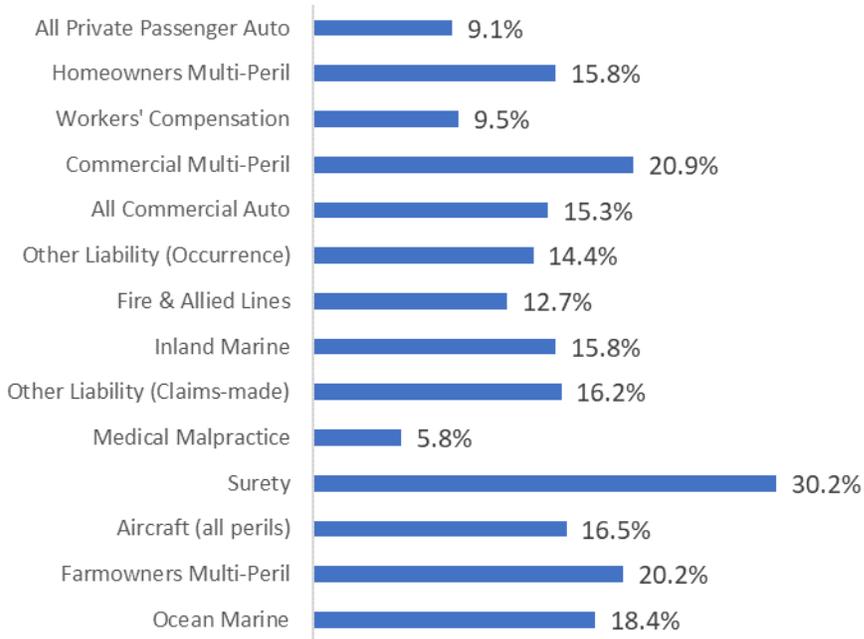
## Maine Penetration: Top L.O.B.s



Source: © A.M. Best Company — used by permission.

**Notes or Comments:** This graph shows independent agent distribution as a percentage of all distribution of P-C premiums by major L.O.B. This measure is attained by dividing the total direct written premiums for each line of business written by insurers that use independent agents by the total of all premiums for all insurers in that line of business. The figures above are based on premiums reported by A.M. Best in their standard industry reports.

## Average Commissions: Top L.O.B.s

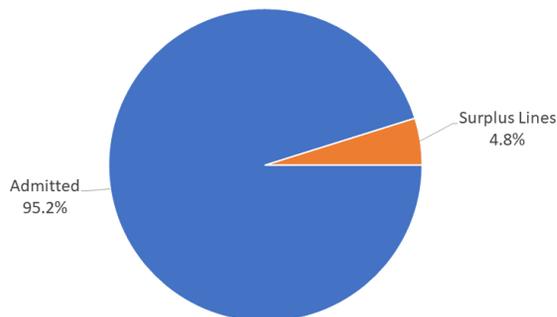


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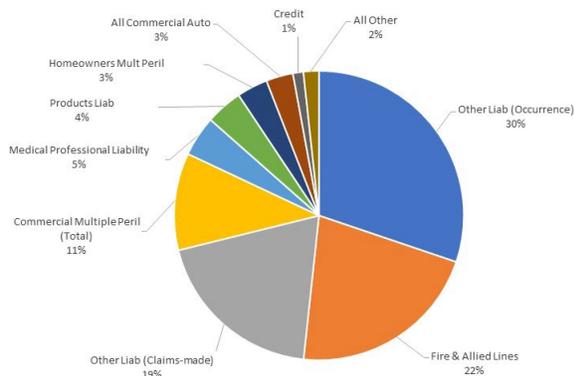
**Notes or Comments:** Commission Rates are calculated based on a page in insurer Yellow Books called "Exhibit of Premiums and Losses (Statutory Page 14)." This is part of the annual filing and insurers break-out all L.O.B.s by state and provide 12 columns of data on each L.O.B. Along with direct premiums written, direct premiums earned and direct incurred losses, also provided is commissions and brokerage expenses. By dividing commissions and brokerage expenses by direct premiums written for each of the above L.O.B.s, the average commission paid in Maine is obtained. The insurer annual report instructions tell insurers to include contingent commissions. The lines shown above are the top lines of business in Maine as written by independent agents but they are the average commission rate paid to all distribution types.

# Maine Surplus Lines

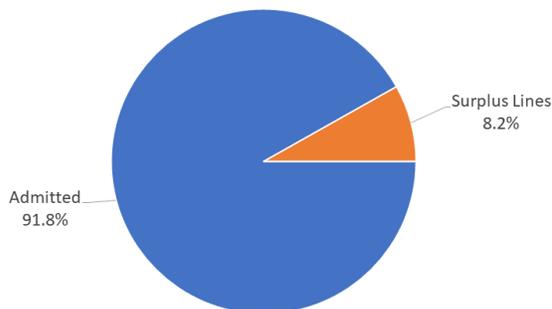
2019 Maine All P-C Premium: Admitted vs. Surplus Lines (Domestic and Alien Insurers)



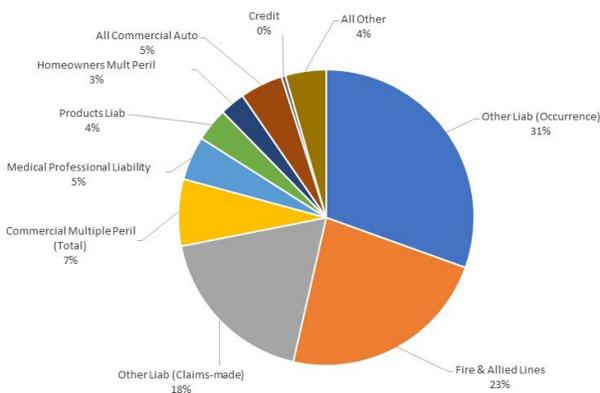
2020 Maine Top Surplus Lines of Business (Domestic Insurers)



2019 U.S. All P-C Premium: Admitted vs. Surplus Lines (Domestic and Alien Insurers)



2020 U.S. Top Surplus Lines of Business (Domestic Insurers)

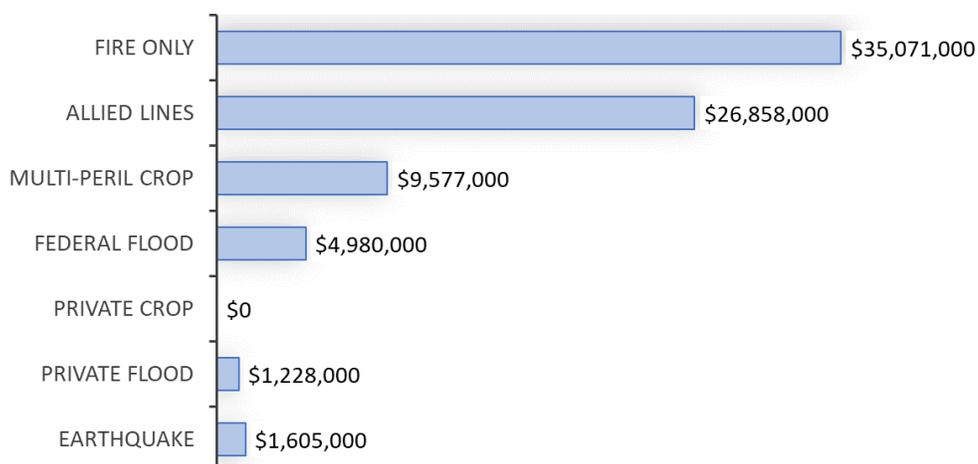


Source: © A.M. Best Company — used by permission and National Association of Insurance Commissions Surplus Lines Industry Summary

**Notes or Comments:** The U.S. has an average of 8.2% of all its P-C premiums written in surplus lines. Maine’s utilization of surplus lines is lower than that at 4.8% of all P-C premiums. Surplus lines is also commonly referred to as non-admitted, "E&S" or excess and surplus lines. It is important to note the data used for most of this P-C marketplace summary DOES NOT include alien surplus lines premiums in totals or otherwise, only insurers that are domestic surplus lines insurers are in most summaries. The right-hand pie chart is a good example of this. Those breakouts are based exclusively on domestic surplus line insurers (for example, Lexington Insurance Company). That is because, when domestic insurers file their "yellow book" and Statutory Page 14, it is the same as admitted insurers. As alien surplus lines insurers do not file those same annual reports, alien data cannot be included the line of business breakout pie chart (for example, Lloyds of London).

Note: The left-hand chart data estimating all distribution of Surplus Lines (including alien insurers) is 2019 data as it depends on a reporting process at the NAIC that is completed later in the calendar year.

## Fire & Allied Lines Breakout



### 2020 - Maine Fire and Allied Lines Component L.O.B.s (IA-Only Data)

<u>Line of Business</u>	<u>Ind. Agent - DPW</u>	<u>All Distribution-DPW</u>	<u>Agent Distribution</u>
Fire Only	\$35,071,000	\$52,145,000	67%
Allied Lines	\$26,858,000	\$49,728,000	54%
Multi-Peril Crop	\$9,577,000	\$9,577,000	100%
Federal Flood	\$4,980,000	\$7,627,000	65%
Private Crop	\$0	\$0	N/A
Private Flood	\$1,228,000	\$2,072,000	59%
Earthquake	\$1,605,000	\$2,155,000	74%

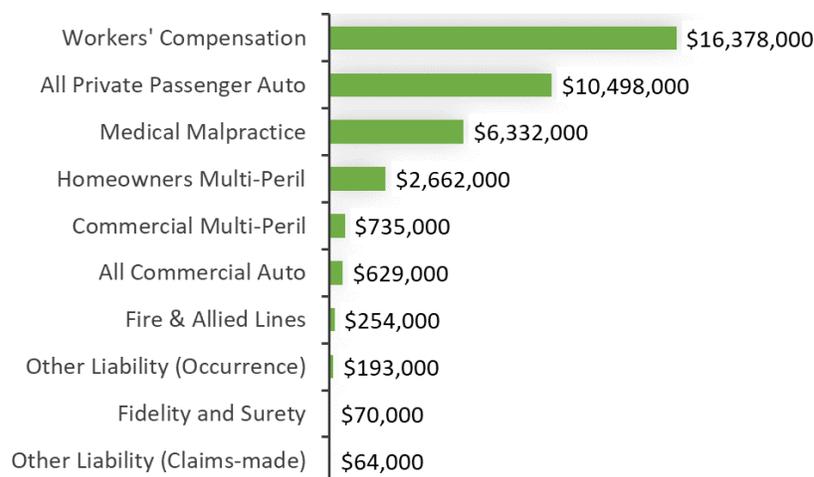
### Largest Sub-Line: Top Independent Agent Policy-Issuing Insurers (2020) -Fire Only

<u>Insurer Name</u>	<u>DPW-This LOB</u>	<u>Commission Paid</u>	<u>Insurer Group ("..." is No Group)</u>
Foremost Insurance Co Grand Rapids, MI	\$3,751,000	14.9%	Farmers Insurance Group
Vermont Mutual Insurance Company	\$2,023,000	29.7%	Vermont Mutual Group
Cambridge Mutual Fire Insurance Company	\$1,929,000	29.9%	Andover Companies Pool
Starr Surplus Lines Insurance Company	\$1,740,000	16.2%	Starr International Group
Insurance Company of State of PA	\$1,737,000	0.0%	American International Group

Source: © A.M. Best Company — used by permission

**Notes or Comments:** This breakout is provided to give more detail of a large combination line of business: Fire & Allied Lines. The importance of this L.O.B. to independent agents varies from state to state. Generally, Fire & Allied lines is a major L.O.B. where crop insurance is prevalent. Flood insurance writings, also, vary widely between states as does Earthquake.

## Dividends and Lines of Business



### 2020 Maine Top Ten Lines of Business Paying Policy Dividends

<u>Line of Business</u>	<u>Dividends Paid</u>	<u>Average Dividend Rate</u>	<u>Insurers Paying Some Dividends</u>
Workers' Compensation	\$16,378,000	9.6%	10.9%
All Private Passenger Auto	\$10,498,000	7.5%	5.5%
Medical Malpractice	\$6,332,000	17.4%	9.2%
Homeowners Multi-Peril	\$2,662,000	12.9%	2.5%
Commercial Multi-Peril	\$735,000	7.3%	2.2%
All Commercial Auto	\$629,000	7.0%	2.6%
Fire & Allied Lines	\$254,000	9.6%	1.2%
Other Liability (Occurrence)	\$193,000	12.8%	1.1%
Fidelity and Surety	\$70,000	95.6%	0.9%
Other Liability (Claims-made)	\$64,000	10.1%	1.3%

### 2020 Maine Workers' Compensation Top Dividend Paying Insurers

<u>Insurer Name</u>	<u>DPW-#1 LOB Shown Above</u>	<u>Insurer Div. Rate</u>	<u>Insurer Group ("..." is No Group)</u>
Maine Employers' Mutual Insurance Co	\$157,535,000	10.1%	MEMIC Group
Firemen's Ins Co of Washington, D.C.	\$2,689,000	7.8%	W. R. Berkley Ins Grp
Pacific Indemnity Company	\$27,000	425.9%	Chubb INA Group
Hartford Fire Insurance Company	\$726,000	3.9%	Hartford Insurance Group
Travelers Casualty and Surety Company	\$896,000	2.9%	Travelers Group
Twin City Fire Insurance Company	\$970,000	1.2%	Hartford Insurance Group
Trumbull Insurance Company	\$1,162,000	0.6%	Hartford Insurance Group
Sentry Insurance Company	\$333,000	1.5%	Sentry Insurance Group
Continental Insurance Company	\$95,000	4.2%	CNA Insurance Companies

Source: © A.M. Best Company — used by permission

**Notes or Comments:** This breakout shows the impact of dividends paid on some L.O.B.s. Dividend-paying lines of business are usually led by Workers' Compensation, but other lines pay dividends as well. In 2020, personal auto dividends increased dramatically. The percentage of insurers in Maine that pay dividends on at least some policies is shown for each L.O.B.

## Appendix: Data for Independent Agents

The source of most of the data presented in this summary is A.M. Best and its Financial Suite. That is a system that allows various standard and custom reports. A.M. Best obtains the data from the annual statements filed by each domestic insurance company with its state regulator. This summary takes standard reports, classifications and calculations made available by A.M. Best and adds custom data extractions from their systems to arrive at what is intended to be an insurance agent's perspective on data from insurer annual reports.

You may be familiar with the term "Yellow Book" for the annual statement required to be made by P-C insurers with their primary regulator. That is, the original source of most of the data in this summary but A.M. Best makes organizing and presenting it in an agent-focused way possible. The reference to "Yellow Book" is based on history. Insurers in different insurance categories had a designated color for their annual reports—such as yellow for P-C or blue for life.

The data presentations are designed to be consistent with the member agent's view of the insurance world. That is, unlike industry watchers of insurer profitability and insolvency, direct written premiums are used in this P-C summary—not gross premiums or net written premiums. The latter is typically used by the industry press and industry analysts and those premiums can include reinsurance and inter-company transfers. While useful in the context of solvency or insurer profitability, net and gross premiums can cloud the picture of the independent agent's experience in the marketplace.

Finally, take note that in presentations of industry data like this one, L.O.B.s are also often grouped by similar L.O.B.s as they are tracked as part of annual statements. The page in annual statements used most frequently in this summary is Statutory Page 14 which is also known as the "States Page." As some L.O.B.s are overly specific (for example, automobile physical damage is separate from automobile liability), it is logical to combine some of these lines. In other cases, the individual lines are often so broad, they are then broken down further. Fire & Allied lines is a good example of that sort of standard L.O.B. combination. In all cases, the goal of this summary is to present the L.O.B. data to align as closely as possible with insurance agency operations, marketing strategies or staff assignments. If a combined L.O.B. represents important subsidiary L.O.B.s or another analysis of a more specific L.O.B. is needed it is broken out.

## Appendix: NAIC Yellow Book Instructions and L.O.B. Definitions

The National Association of Insurance Commissioners provides instructions to insurers for completing the annual statement (also known as Yellow Book). The below are taken from an appendix to the instructions for the last year in the data contained in this summary. When insurers classify premiums, losses, commissions, etc. on a line of business (L.O.B.) basis, the below are the definition that guide them. This most impactful with this summary with the data take from Statutory Page 14, also known as the “States Page.” That pages lists all 34 L.O.B.s and premiums, losses, commissions, etc. on a separate page for every U.S. state.

Line-of-Business (L.O.B. or Combination)	NAIC Line Numbers	Definition
Aggregate Write-ins	Line 34	Explained coverage written in that do not fit elsewhere.
Aircraft (all perils)	Line 22	Coverage for aircraft (hull) and their contents; aircraft owners' and aircraft manufacturers' liability to passengers, airports and other third parties.
All Commercial Auto	Lines 19.3+19.4+21.1	Commercial Auto No-Fault (Personal Injury Protection). Other Commercial Auto Passenger Liability (Include-BI, PD, UM and UIM). Commercial Auto Physical Damage.
All Private Passenger	Lines 19.1+19.2+21.1	Private Passenger Auto No-Fault (Personal Injury Protection). Other Private Passenger Auto Liability (Include-BI/PD/UM and UIM). Private Passenger Auto Physical Damage.
Boiler & Machinery	Line 27	Coverage for the failure of boilers, machinery and electrical equipment. Benefits include: (i) property of the insured that has been directly damaged by the accident. (ii) Costs of temporary repairs and expediting expenses. (iii) Liability for damage to the property of others.
Burglary & Theft	Line 26	Coverage for property taken or destroyed by breaking and entering the insured's premises, burglary or theft, forgery or counterfeiting, fraud, kidnap and ransom, and off-premises exposure.
Commercial Multiple Peril	Line 5	A contract for a commercial enterprise that packages two or more insurance coverages protecting an enterprise from various property and liability risk exposures. Frequently includes fire, allied lines, various other coverages (e.g., difference in conditions) and liability coverage (such coverages would be included in other annual statement lines, if written individually). Include multi-peril policies (other than farmowners, homeowners and automobile policies) that include coverage for liability other than auto. (Builders' Risk Policies, Businessowners, Commercial Package Policies, Manufacturers Output Policies, e-Commerce and Difference-in-Conditions).
Credit	Line 28	Coverage purchased by consumers, manufacturers, merchants, educational institutions or other providers of goods and services extending credit, for indemnification of losses or damages resulting from the nonpayment of debts owed to/from them for goods or services provided in the normal course of their business.
Excess Workers' Compensation	Line 17.3	Indemnification coverage provided to self-insured employers on an excess of loss basis.
Farmowners Multiperil	Line 4	A package policy for farming and ranching risks, similar to a homeowners policy, that has been adopted for farms and ranches and includes both property and liability coverages for personal and business losses. Coverages include farm dwellings and their contents, barns, stables, other farm structures and farm inland marine, such as mobile equipment and livestock. A commercial package policy for farming and ranching risks that includes both property and liability coverage. Coverage includes barns, stables, other farm structures and farm inland marine, such as mobile equipment and livestock.
Fidelity	Line 23	A bond covering an employer's loss resulting from an employee's dishonest act (e.g., loss of cash, securities, valuables, etc.)
Financial Guaranty	Line 10	A surety bond, insurance policy, or when issued by an insurer, an indemnity contract and any guaranty similar to the foregoing types, under which loss is payable upon proof of occurrence of financial loss to an insured claimant, obligee or indemnitee as a result of failure to perform a financial obligation (see Financial Guaranty Insurance Guideline (#1626)).
Fire & Allied Lines	Lines 1 + 2.1 + 2.2 + 2.3 + 12	Fire, Allied Lines, Multi-Peril Crop, Federal Flood, Private Crop, Private Flood and Earthquake (see further descriptions of each under Fire & Allied Lines).
Homeowners Multiperil	Line 3	A package policy combining broad property coverage for the personal property and/or structure with broad personal liability coverage. Coverage applicable to the dwelling, appurtenant structures, unscheduled personal property and additional living expense are typical. Includes mobile homes at a fixed location. (Alternative Workers' Compensation, Employers' Liability and Standard Workers' Compensation).
Inland Marine	Line 9	Coverage for property that may be in transit, held by a bailee, at a fixed location, a movable good that is often at different locations (e.g., off-road construction equipment) or scheduled property (e.g., Homeowners Personal Property Floater), including items such as live animals, property with antique or collector's value, etc. This line also includes instrumentalities of

		transportation and communication, such as bridges, tunnels, piers, wharves, docks, pipelines, power and phone lines, and radio and television towers. (Animal Mortality, EDP Policies, Pet Insurance Plans, Communication Equipment, Event Cancellation, Travel Coverage, Vehicle Excess Waiver, Boatowners, Other Commercial Inland Marine, Other Personal Marine and Cash and Cash in Transit Insurance).
Medical Professional Liability	Line 11	Insurance coverage protecting a licensed health care provider or health care facility against legal liability resulting from the death or injury of any person due to the insured's misconduct, negligence, or incompetence in rendering professional services. Medical Professional Liability is also known as Medical Malpractice.
Mortgage Guaranty	Line 6	Insurance that indemnifies a lender from loss if a borrower fails to meet required mortgage payments.
Ocean Marine	Line 8	Coverage for ocean and inland water transportation exposures; goods or cargoes; ships or hulls; earnings; and liability.
Other Liability (Claims-made)	Line 17.2	Same as 17.1 but on a Claims-Made Basis. These policies cover insured events that are reported (as defined in the policy) within the effective dates of the policy, subject to retroactive dates and extended reporting periods when applicable.
Other Liability (Occurrence)	Line 17.1	Occurrence Based: These policies cover insured events that occur within the effective dates of the policy, regardless of when they are reported to the reporting entity. Insurance coverage protecting the insured against legal liability resulting from negligence, carelessness or a failure to act, causing property damage or personal injury to others. Typically, coverages include construction and alteration liability; contingent liability; contractual liability; elevators and escalators liability; errors and omissions liability, environmental pollution liability; excess stop loss, excess over insured or self-insured amounts and umbrella liability; liquor liability; personal injury liability; premises and operations liability; completed operations liability, nonmedical professional liability, etc. Also includes indemnification coverage provided to self-insured employers on an excess of loss basis (excess workers' compensation). (Completed Operations, Construction Liability, Contingent Liability, Contractual Liability, Elevators, Error and Omissions, Environmental Pollution, Excess and Umbrella, Personal Liability, Premises and Operations, Excess Workers' Compensation, Commercial General Liability, Comprehensive Personal Liability, Day Care Centers, Directors and Officers, Employee Benefit Liability, Employers' Liability, Employment Practices, Fire Legal, Municipal Liability, Nuclear Energy, Veterinarian, Internet Liability and Cyber Liability). Excludes excess workers' compensation.
Products Liability	Line 18	Insurance coverage protecting the manufacturer, distributor, seller or lessor of a product against legal liability resulting from a defective condition causing personal injury, or damage, to any individual or entity, associated with the use of the product.
Surety	Line 24	A three-party agreement where the insurer agrees to pay a second party (the obligee) or make complete an obligation in response to the default, acts or omissions of a third party (the principal).
Warranty	Line 30	Coverage that protects against manufacturer's defects past the normal warranty period and for repair after breakdown to return a product to its originally intended use. Warranty insurance generally protects consumers from financial loss caused by the seller's failure to rectify or compensate for defective or incomplete work and cost of parts and labor necessary to restore a product's usefulness. Includes, but is not limited to, coverage for all obligations and liabilities incurred by a service contract provider, mechanical breakdown insurance and service contracts written by insurers. (Mechanical Breakdown and Service Contracts).
Workers Compensation	Line 16	Insurance that covers an employer's liability for injuries, disability or death to persons in their employment, without regard to fault, as prescribed by state or Federal workers' compensation laws and other statutes. Includes employer's liability coverage against the common law liability for injuries to employees (as distinguished from the liability imposed by Workers' Compensation Laws). Excludes excess workers' compensation.

Fire & Allied Lines Breakout	NAIC Line Numbers	Definition
Fire Only	Line 1	Coverage protecting the insured against the loss to real or personal property from damage caused by the peril of fire or lightning, including business interruption, loss of rents, etc.
Allied Lines	Line 2.1	Extended coverage; glass; tornado, windstorm and hail; sprinkler and water damage; explosion, riot and civil commotion; rain; and damage from aircraft and vehicle.
Multi-Peril Crop	Line 2.2	Insurance protection that is subsidized or reinsured by the Federal Crop Insurance Corporation for protection against losses due to damage, decreases in revenues and/or gross margins from crop, livestock and other agricultural-related production from unfavorable weather conditions, drought, wind, frost, fire or lightning, flood, hail, insect infestation, disease or other yield-reducing conditions or perils.
Federal Flood	Line 2.3	Coverage provided by the Federal Insurance Administration (FIA) of the Federal Emergency Management Agency (FEMA) through insurers participating in the National Flood Insurance Program's (NFIP) Write Your Own (WYO) program. Coverage is subject to the terms and conditions provided in the Financial Assistance/Subsidy Arrangement between the reporting entity and the FIA.
Private Crop	Line 2.4	Private market coverage for crop insurance and agricultural-related protection, such as hail and fire, and is not reinsured by the Federal Crop Ins

Private Flood	Line 2.5	Private market coverage (primary standalone, first dollar policies that cover the flood peril and excess flood) for flood insurance that is not offered through the National Flood Insurance Program. (Sewer/water backup coverage issued as an endorsement homeowners or commercial policy.)
Earthquake	Line 12	Property coverages for losses resulting from a sudden trembling or shaking of the earth, including that caused by volcanic eruption. Excluded are losses resulting from fire, explosion, flood or tidal wave following the covered event.

*Source: ©1984 –2019 National Association of Insurance Commissioners: Annual Statement Instructions Property/Casualty-2019 Reporting Year*

## Appendix: Insurer “Marketing Type”

Insurers submit a “Gallery Report” to A.M. Best and that includes the insurer’s designation of their “Marketing Type.” The possible Marketing Type classifications are shown below. Insurers can also report combinations of the below for a policy-issuing insurer. The five-year graphs, where independent agent distributions are shown, are based on A.M. Best determinations of premiums and distribution as shown in their standard industry reports.

- Affinity Group Marketing
- Bank
- Broker
- Career Agent
- Direct Response
- Exclusive/Captive Agent
- General Agent
- Inactive
- Independent Agency
- Internet
- Managing General Agent
- Not Available
- Other
- Other Agency
- Other Direct
- Worksite Marketing

This summary also uses a proprietary classification of policy-issuing insurers into various distribution styles. Those classifications are used to provide insurer lists by L.O.B. for Pure IA or Broker, MGA/Wholesale, IA-Mixed, Exclusive-Captive, Direct, and Other. Generally, when this summary’s classifications of IA, MGA and IA-mixed are added they are very similar to what A.M. Best designates as premiums through independent agents in their standard industry reports.

To give a sense of those proprietary classifications, the top ten insurers for each classification in Maine is provided below. When reviewing the examples, be aware an individual insurer shown does not always carry the same designation as other insurers in its parent group or fleet. Also, some insurer groups use many more policy-issuing insurers than others. When a group has many insurers, the individual insurers may be ranked lower than expected as premiums are spread-out.

Finally, it is good to realize that any categorization of an insurer into a “Marketing Type” is an estimation. Classifications are useful but use of the data should be viewed in light of the fact any classification system is approximate.

### Top Ten Insurers Classified as IA or Broker

Company Name	AMB Group Name
Maine Employers' Mutual Insurance Co	MEMIC Group
MMG Insurance Company	...
Progressive Northwestern Insurance Co	Progressive Insurance Group
Concord General Mutual Insurance Company	Auto-Owners Insurance Group
Patrons Oxford Insurance Company	Quincy Mutual Group

Vermont Mutual Insurance Company	Vermont Mutual Group
Citizens Insurance Company of America	Hanover Ins Group Prop & Cas Cos
Acadia Insurance Company	W. R. Berkley Insurance Group
The Hanover Insurance Company	Hanover Ins Group Prop & Cas Cos
Patriot Insurance Company	Frankenmuth Insurance Group

### Top Ten Insurers Classified as MGA/Wholesale

Company Name	AMB Group Name
Liberty Mutual Personal Insurance Co	Liberty Mutual Insurance Companies
Evanston Insurance Company	Markel Corporation Group
American Pet Insurance Company	...
Securian Casualty Company	...
RLI Insurance Company	RLI Group
Northland Insurance Company	Travelers Group
Rural Community Insurance Company	Zurich Insurance US PC Group
Western World Insurance Company	American International Group
State National Insurance Company, Inc.	Markel Corporation Group
American Reliable Insurance Company	Global Indemnity Group

### Top Ten Insurers Classified as IA-Mixed

Company Name	AMB Group Name
United Financial Casualty Company	Progressive Insurance Group
Medical Mutual Insurance Co of Maine	...
Factory Mutual Insurance Company	FM Global Group
Metropolitan Casualty Insurance Company	Farmers Insurance Group
American Modern Property & Casualty Ins	Munich-American Holding Corp Companies
Permanent General Assurance Corporation	American Family Insurance Group
Church Mutual Insurance Company, S.I.	Church Mutual Insurance Group
Medical Protective Company	Berkshire Hathaway Insurance Group
Jefferson Insurance Company	Allianz US PC Insurance Companies
Bristol West Insurance Company	Farmers Insurance Group

### Top Ten Insurers Classified as Exclusive-Captive

Company Name	AMB Group Name
State Farm Mutual Automobile Ins Co	State Farm Group
State Farm Fire and Casualty Company	State Farm Group
Metropolitan Property & Casualty Ins Co	Farmers Insurance Group
Allstate Fire and Casualty Insurance Co	Allstate Insurance Group
LM General Insurance Company	Liberty Mutual Insurance Companies
Interinsurance Exchange of the Auto Club	Auto Club Enterprises Insurance Group
Allstate Property and Casualty Ins Co	Allstate Insurance Group
Farm Family Casualty Insurance Company	American National Prop & Cas Group
Allstate Insurance Company	Allstate Insurance Group
Allstate Indemnity Company	Allstate Insurance Group

## Top Ten Insurers Classified as Direct

<b>Company Name</b>	<b>AMB Group Name</b>
GEICO General Insurance Company	Berkshire Hathaway Insurance Group
GEICO Indemnity Company	Berkshire Hathaway Insurance Group
United Services Automobile Association	USAA Group
Liberty Mutual Fire Insurance Company	Liberty Mutual Insurance Companies
USAA Casualty Insurance Company	USAA Group
Amica Mutual Insurance Company	Amica Mutual Group
USAA General Indemnity Company	USAA Group
Government Employees Insurance Company	Berkshire Hathaway Insurance Group
Homesite Insurance Co of the Midwest	American Family Insurance Group
Garrison Property and Casualty Ins Co	USAA Group

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