Top 20 California Surplus Line Brokers*

1. MARSH USA INC. $574,258,176
2. R-T SPECIALTY, LLC $534,306,320
3. CRC INSURANCE SERVICES, INC. $487,150,635
4. AON RISK INSURANCE SERVICES WEST, INC. $436,348,198
5. AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC $320,688,721
6. SWETT & CRAWFORD $319,736,301
7. RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC. $200,804,319
8. WORLDWIDE FACILITIES, LLC $153,928,250
9. LOCKTON COMPANIES, LLC $126,549,429
10. BROWN & RIDING INSURANCE SERVICES, INC. $116,617,496
11. RISK PLACEMENT SERVICES, INC. $110,042,621
12. BURNS & WILCOX INSURANCE SERVICES, INC. $89,333,869
13. ALL RISKS, LTD. $66,295,488
14. WOODRUFF-SAWYER & COMPANY $66,167,530
15. AMWINS ACCESS INSURANCE SERVICES, LLC $64,226,418
16. WILLIS INSURANCE SERVICES OF CALIFORNIA, INC. $55,754,025
17. SCOTTISH AMERICAN INSURANCE GENERAL AGENCY, INC. $52,764,909
18. CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC $52,206,391
19. ALLIANT INSURANCE SERVICES, INC. $51,921,243
20. PARTNERS SPECIALTY GROUP, LLC $50,418,705

Top 20 Carriers Grouped by Ultimate Parent**

1. Lloyd's $1,238,617,306
2. American International Group, Inc $563,356,904
3. W. R. Berkley Corporation $245,179,376
4. Nationwide Mutual Insurance Company $237,523,809
5. Chubb Limited $226,813,095
6. James River Group Holdings, Ltd. $155,068,563
7. Markel Corporation $133,680,824
8. Berkshire Hathaway Inc. $125,392,530
9. State National Companies, Inc. $125,196,927
10. Fosun International Holdings Ltd. $124,725,140
11. Tokio Marine Holdings, Inc. $120,646,634
12. QBE Insurance Group Limited $119,968,977
13. XL Group Ltd $113,740,169
14. Zurich Insurance Group Ltd $112,449,197
15. Swiss Re Ltd $98,534,434
16. Argo Group International Holdings, Ltd $98,277,066
17. Fairfax Financial Holdings Limited $96,896,726
18. Munich Reinsurance Company $96,896,726
19. Alleghany Corporation $95,018,203
20. AXIS Capital Holdings Limited $87,308,203

Top 10 Coverages of 2016*

1. General Liability $1,060,204,616
2. Errors And Omissions $561,524,744
3. Commercial DIC/Stand Alone Earthquake $484,089,765
4. Excess Liability $311,048,670
5. Excess Liability Where Part Of Underlying Is Nonadmitted $257,583,274
6. Miscellaneous $193,145,642
7. Individual Insureds With Large Schedules TIV In Excess Of $500 Million $187,939,396
8. Special Multi-Peril Package $187,939,396
9. All Risk Commercial Property $179,844,900
10. Directors And Officers

* Based on Premium Processed by the SLA in 2016
** Based on Premium Processed by the SLA in 2016 and Grouped by Ultimate Parent per AM Best as of 1/5/17

www.slacal.org
415-434-4900
2016 YEAR IN REVIEW

Key Financial Statistics

2016 Processed Premium:  $6,338,000,000  ↑ 4.33% from 2015

Member of the SLA

Total Membership as of 02.03.2017

- Resident Individuals: 2,216
- Non-Resident Business Entities: 655
- Total SLA Membership: 5,192

New Licensees Added to Membership

- Resident Business Entities: 35
- Non-Resident Business Entities: 46
- Total Licensees Added: 503

Education & Compliance Department Statistics

Continuing Education Totals

- Total Seminars: 8
- Total CE Credits: 24
- Total Certificates: 1,912

Online & Onsite Broker Training

- Total Offices: 8
- Attendees: 91

Premium Totals

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>LASLI/Eligible Carriers</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>US Insurers</td>
<td>$4,287,124,968</td>
<td>$4,033,077,021</td>
<td>-5.9%</td>
<td>63.6%</td>
</tr>
<tr>
<td>Lloyd’s Syndicates</td>
<td>$1,161,188,626</td>
<td>$1,194,842,717</td>
<td>2.9%</td>
<td>18.9%</td>
</tr>
<tr>
<td>Non-US Insurers</td>
<td>$571,331,062</td>
<td>$537,110,804</td>
<td>-6.0%</td>
<td>8.5%</td>
</tr>
<tr>
<td>Subtotal</td>
<td>$6,019,644,658</td>
<td>$5,765,030,542</td>
<td>-4.2%</td>
<td>91.0%</td>
</tr>
<tr>
<td>Other Companies:</td>
<td>$87,712,926</td>
<td>$87,170,926.44</td>
<td>-0.6%</td>
<td>1.4%</td>
</tr>
<tr>
<td>Total [PREMIUMS PROCESSED]</td>
<td>$6,107,357,582</td>
<td>$5,852,201,468</td>
<td>-4.2%</td>
<td>93.3%</td>
</tr>
<tr>
<td>Premium in Process [BACKLOG]</td>
<td>$0</td>
<td>$485,798,532</td>
<td>-</td>
<td>7.7%</td>
</tr>
<tr>
<td>Total</td>
<td>$6,107,357,582</td>
<td>$6,338,000,000</td>
<td>3.8%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>