

## EARTHQUAKE PREMIUM AND POLICY COUNT DATA CALL

### SUMMARY OF 2012 RESIDENTIAL & COMMERCIAL MARKET TOTALS

2012 Experience Year	Written Premiums	No. of Policies	Exposure (\$) Excluding EQ	Avg Prem Per Policy	Avg Rate Per Policy	Market Share *	EQ Premiums	No. of EQ Policies	Exposure (\$) Including CEA	Avg Prem Per Policy	Avg Rate Per Policy	Market Share *	% with EQ **
<b>Total CEA Companies</b>	6,017,422,228	8,511,815	2,268,820,113,035	\$ 706.95	\$ 2.65	80.57%	556,817,712	841,503	312,501,580,495	\$ 661.69	\$ 1.78	75.15%	9.89%
<b>Total Residential Mkt (Excluding CEA)</b>	1,834,290,249	2,052,886	720,370,575,782	\$ 893.52	\$ 2.55	19.43%	362,997,282	278,275	164,274,125,298	\$ 1,304.46	\$ 2.21	24.85%	13.56%
<b>Total Residential Mkt (Including CEA)</b>	7,851,712,477	10,564,701	2,989,190,688,817	\$ 743.20	\$ 2.63	100.00%	919,814,994	1,119,778	476,775,705,793	\$ 821.43	\$ 1.93	100.00%	10.60%
<b>Total Homeowners Market</b>	6,219,313,615	6,257,580	2,434,510,058,153	\$ 993.88	\$ 2.55	59.23%	806,530,413	774,129	430,064,221,395	\$ 1,041.86	\$ 1.88	69.13%	12.37%
<b>Total Rental Market</b>	322,727,806	1,566,390	52,645,230,141	\$ 206.03	\$ 6.13	14.83%	8,172,922	79,816	2,900,511,601	\$ 102.40	\$ 2.82	7.13%	5.10%
<b>Total Condominium Market</b>	337,233,467	773,276	43,795,238,405	\$ 436.11	\$ 7.70	7.32%	49,179,465	128,927	12,420,413,077	\$ 381.45	\$ 3.96	11.51%	16.67%
<b>Total Dwelling Fire Market</b>	831,392,423	1,708,631	437,642,396,508	\$ 486.58	\$ 1.90	16.17%	48,270,739	86,232	27,089,278,130	\$ 559.78	\$ 1.78	7.70%	5.05%
<b>Total Mobilehome Market</b>	141,045,166	258,824	20,597,765,610	\$ 544.95	\$ 6.85	2.45%	7,661,455	50,674	4,301,281,590	\$ 151.19	\$ 1.78	4.53%	19.58%
<b>Total Residential Mkt (Including CEA)</b>	7,851,712,477	10,564,701	2,989,190,688,817	\$ 743.20	\$ 2.63	100.00%	919,814,994	1,119,778	476,775,705,793	\$ 821.43	\$ 1.93	100.00%	10.60%
<b>California FAIR Plan</b>	59,685,177	127,426	38,462,666,430	\$ 468.39	\$ 1.55	7.46%	4,509,659	5,130	2,227,903,183	\$ 879.08	\$ 2.02	5.95%	4.03%
<b>Total Dwelling Fire (Excluding CA FAIR Plan)</b>	771,707,246	1,581,205	399,179,730,078	\$ 488.05	\$ 1.93	92.54%	43,761,080	81,102	24,861,374,947	\$ 539.58	\$ 1.76	94.05%	5.13%
<b>Total Dwelling Fire Market</b>	831,392,423	1,708,631	437,642,396,508	\$ 486.58	\$ 1.90	100.00%	48,270,739	86,232	27,089,278,130	\$ 559.78	\$ 1.78	100.00%	5.05%

\* Market share represents the percentage of policies to total residential market.

\*\* Percent with EQ represents the percentage of policies that also have EQ coverage.

<b>Commercial Fire</b>	356,477,808	127,185	794,987,692,578	\$ 2,802.83	\$ 0.45	14.01%	293,483,738	29,075	140,230,239,995	\$ 10,094.02	\$ 2.09	38.56%	22.86%
<b>Commercial Multiple Peril (Non-Liab.)</b>	2,343,904,194	780,376	1,574,576,205,838	\$ 3,003.56	\$ 1.49	85.99%	69,068,580	46,335	75,642,518,693	\$ 1,490.64	\$ 0.91	61.44%	5.94%
<b>Total Commercial Lines:</b>	2,700,382,002	907,561	2,369,563,898,416	\$ 2,975.43	\$ 1.14	100.00%	362,552,318	75,410	215,872,758,689	\$ 4,807.75	\$ 1.68	100.00%	8.31%