

Table C - Comparison Between 1997 vs. 1996 Data
for Commercial Multiple Peril - Non Liability

Company	1997 Earned Exposures in Underserved Communities	1996 * Earned Exposures in Underserved Communities	Percentage Change
TOTAL	56,182	60,149	-6.60%
SAFECO INS CO OF AMERICA	1,576	127	1140.94%
SEQUOIA INS CO	5,326	1,816	193.29%
NEW HAMPSHIRE INSURANCE COMPANY	306	114	168.97%
ITT HARTFORD GROUP	481	238	102.56%
GENERALI-US BRANCH	1,956	1,308	49.57%
CALIFORNIA CAPITAL INS CO	814	655	24.29%
TRAVELERS INS GROUP	341	290	17.61%
FEDERAL INSURANCE COMPANY	238	208	14.81%
CALFARM INS CO	177	155	14.59%
RELIANCE INSURANCE GROUP	200	176	13.54%
CRUSADER INS CO	4,216	3,823	10.27%
AMCO INSURANCE COMPANY	712	671	6.08%
ALLSTATE INSURANCE COMPANY	534	506	5.64%
FIREMANS FUND INS COS	796	755	5.47%
COMMERCIAL UNION INSURANCE COS	1,199	1,176	1.96%
VIGILANT INSURANCE COMPANY	65	65	0.00%
STATE FARM GROUP	13,049	14,081	-7.33%
ATLANTIC MUTUAL INSURANCE CO	53	63	-14.93%
FARMERS INSURANCE GROUP	24,142	33,925	-28.84%

* Based upon 1997 Underserved ZIP Codes