

Table E - Number & Percentage of
Total Earned Exposures in Underserved Communities
for General Liability *

Company	Total Earned Exposures for California	Total Earned Exposures for Underserved Communities	Percentage of Total Earned Exposures in Underserved Communities
TOTAL **	511,231	62,923	12.31%
CRUSADER INS CO	475	379	79.89%
NATIONAL UNION FIRE INS CO OF PITTS	374	116	31.02%
FARMERS INSURANCE GROUP	210,984	54,004	25.60%
INSURANCE CO OF THE STATE OF PA	10	2	23.77%
COMMERCIAL UNION INSURANCE COS	722	141	19.53%
NEW HAMPSHIRE INSURANCE COMPANY	119	22	18.18%
AIU INSURANCE COMPANY	180	32	17.75%
ALLSTATE INSURANCE COMPANY	54	8	15.46%
ROYAL INS CO OF AMERICA	587	77	13.15%
ITT HARTFORD GROUP	505	60	11.92%
RELIANCE INSURANCE GROUP	3,171	306	9.64%
RANGER INS CO	1,390	126	9.07%
SAFECO INS CO OF AMERICA	7,750	661	8.53%
FIRST FINANCIAL INS CO	20,922	1,715	8.20%
TRAVELERS INS GROUP	3,149	243	7.72%
FIREMANS FUND INS COS	6,328	485	7.67%
ZURICH-AMERICAN INS GROUP	290	14	4.91%
ICW GROUP	108	5	4.49%
CALFARM INS CO	1,309	48	3.66%
PROGRESSIVE GROUP	30,113	1,017	3.38%
FEDERAL INSURANCE COMPANY	36,058	1,083	3.00%
STATE FARM GROUP	183,230	2,342	1.28%
AMICA MUTUAL INSURANCE COMPANY	3,402	36	1.06%
LIBERTY MUTUAL GROUP	0	0	0.00%

* See Definitions

** Represents approximately 11% of the market.