

Glencar Ins Co - Countrywide - Inland Marine (000's)

<u>Year</u>	<u>Gross Written</u>	<u>Gross Earned</u>	<u>Commission &</u>	<u>Taxes, Licenses, &</u>	<u>Other</u>	<u>General</u>	<u>Total</u>
	<u>Premium</u>	<u>Premium</u>	<u>Brokerage</u>	<u>Fees</u>	<u>Acquisition</u>	<u>Expense</u>	
2021	\$1,314	\$447	\$657	\$176	\$0	\$15	\$848
2022	\$4,589	\$2,795	\$1,127	\$203	\$0	\$130	\$1,460
2023	\$15,833	\$10,544	\$3,646	\$429	\$0	\$520	\$4,595
Total	\$21,736	\$13,786	\$5,430	\$808	\$0	\$665	\$6,903

<u>Year</u>	<u>Commission &</u>	<u>Taxes, Licenses, &</u>	<u>Other</u>	<u>General</u>	<u>Total</u>
	<u>Brokerage</u>	<u>Fees</u>	<u>Acquisition</u>	<u>Expense</u>	
2021	50.0%	13.4%	0.0%	1.1%	64.5%
2022	24.6%	4.4%	0.0%	2.8%	31.8%
2023	23.0%	2.7%	0.0%	3.3%	29.0%
Total	25.0%	3.7%	0.0%	3.1%	31.8%

P&C Industry - Countrywide - Inland Marine (000's)

<u>Year</u>	<u>Gross Written</u>	<u>Gross Earned</u>	<u>Commission &</u>	<u>Taxes, Licenses, &</u>	<u>Other</u>	<u>General</u>	<u>Total</u>
	<u>Premium</u>	<u>Premium</u>	<u>Brokerage</u>	<u>Fees</u>	<u>Acquisition</u>	<u>Expense</u>	
2021	\$29,812,999	\$28,337,632	\$6,158,143	\$741,944	\$1,305,209	\$1,825,280	\$10,030,576
2022	\$34,090,532	\$32,471,658	\$6,047,568	\$763,245	\$1,532,874	\$1,762,512	\$10,106,199
2023	\$36,414,678	\$35,093,022	\$6,454,191	\$818,016	\$1,526,806	\$2,251,387	\$11,050,400
Total	\$100,318,209	\$95,902,312	\$18,659,902	\$2,323,205	\$4,364,889	\$5,839,179	\$31,187,175

<u>Year</u>	<u>Commission &</u>	<u>Taxes, Licenses, &</u>	<u>Other</u>	<u>General</u>	<u>Total</u>
	<u>Brokerage</u>	<u>Fees</u>	<u>Acquisition</u>	<u>Expense</u>	
2021	20.7%	2.5%	4.4%	6.4%	34.0%
2022	17.7%	2.2%	4.5%	5.4%	29.9%
2023	17.7%	2.2%	4.2%	6.4%	30.6%
Total	18.6%	2.3%	4.4%	6.1%	31.4%

	<u>Commission &</u>	<u>Taxes, Licenses, &</u>	<u>Other</u>	<u>General</u>	<u>Total</u>
	<u>Brokerage</u>	<u>Fees</u>	<u>Acquisition</u>	<u>Expense</u>	<u>Expenses</u>
Markel American	23.0%	4.0%	3.0%	10.0%	40.0%
Travelers	35.0%	2.0%	0.0%	18.0%	55.0%
Fireman's Fund	15.0%	2.5%	5.0%	5.0%	28%
Selected	24.5%	1.75%	4.6%	11.0%	41.9%

Notes

*P&C industry data from latest NAIC Statistical Compilation of Annual Statement Information.

*Premium and expense data from Annual Statement (company & industry), Insurance Expense Exhibit, Part III - Direct.

*Commission based on signed and WI DOI approved program administrator agreement.

Competitor ELR Calculation

	<u>Expenses</u>	<u>Profit</u>	<u>ELR</u>
Markel American	40.0%	6.1%	53.9%
Travelers	55.0%	5.0%	40.0%
Fireman's Fund	27.5%	6.5%	66.0%