

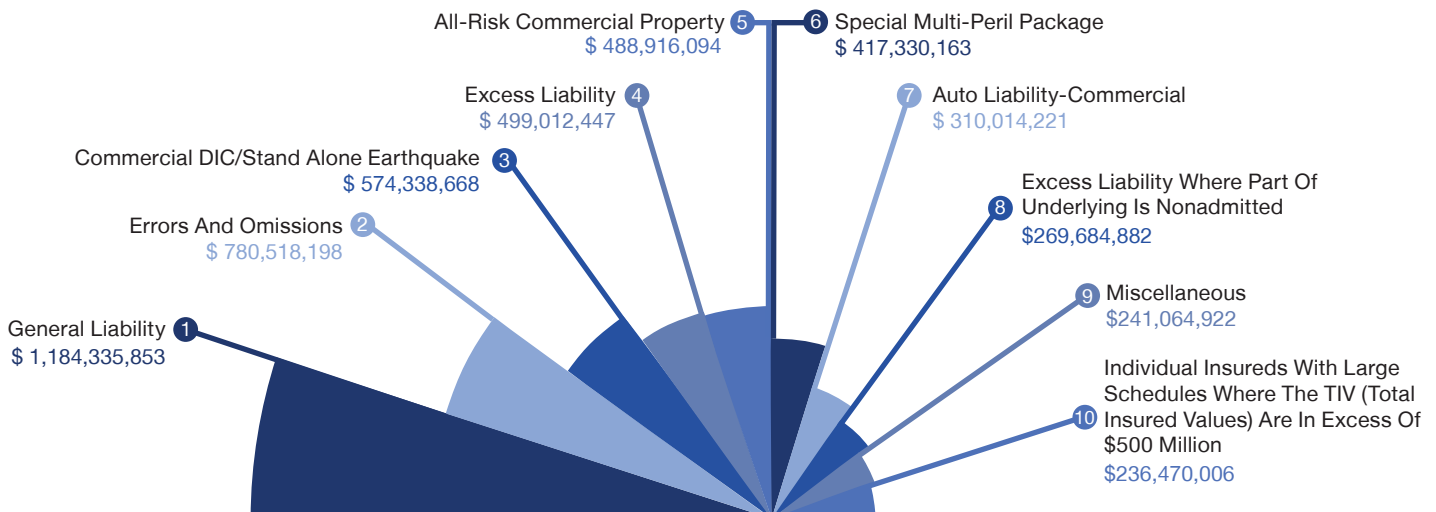
## Top 20 California Surplus Line Broker Groups\*

1. Marsh & McLennan Cos. Inc.	\$ 796,251,058
2. AmWINS Group Inc.	\$ 673,770,953
3. CRC Swett	\$ 593,131,238
4. R-T Specialty, LLC	\$ 491,172,090
5. Aon P.L.C.	\$ 381,033,672
6. Arthur J. Gallagher & Co.	\$ 286,154,462
7. Worldwide Facilities, LLC	\$ 203,792,508
8. Brown & Riding Insurance Services, Inc.	\$ 152,074,897
9. Willis Towers Watson P.L.C.	\$ 147,957,469
10. Burns & Wilcox	\$ 139,218,903
11. Risk Specialists Companies Insurance Agency, Inc.	\$ 133,769,461
12. Crouse & Associates Insurance Services	\$ 129,879,212
13. Lockton Inc.	\$ 110,155,020
14. All Risks, Ltd.	\$ 105,953,856
15. Brown & Brown Inc.	\$ 76,984,397
16. Woodruff-Sawyer & Company	\$ 70,784,296
17. CIBA Insurance Services	\$ 63,744,124
18. Petersen International Underwriters	\$ 60,571,526
19. Alliant Insurance Services Inc.	\$ 59,038,041
20. Scottish American Insurance	\$ 58,197,790

## Top 20 California Surplus Line Carriers\*\*

1 Lloyd's	\$ 1,398,370,667	11 Tokio Marine Holdings, Inc.	\$ 172,585,863
2 American International Group, Inc.	\$ 447,027,300	12 James River Insurance Company	\$ 135,463,169
3 Zurich Insurance Group Ltd.	\$ 321,999,928	13 Argo Group International Holdings, Ltd.	\$ 127,932,717
4 Markel Corporation	\$ 305,499,779	14 American Financial Group, Inc.	\$ 121,816,422
5 Nationwide Mutual Insurance Company	\$ 280,948,744	15 QBE Insurance Group Limited Swiss Re Ltd.	\$ 121,599,622
6 W. R. Berkley Corporation	\$ 260,953,839	16 XL Group Ltd.	\$ 119,214,800
7 Chubb Limited	\$ 213,027,590	17 Aspen Insurance Holdings Limited	\$ 117,400,596
8 Liberty Mutual Holding Company Inc.	\$ 191,568,805	18 Amtrust Financial Services, Inc.	\$ 110,174,758
9 Fairfax Financial Holdings Limited	\$ 190,201,311	19 Alleghany Corporation	\$ 108,112,742
10 Berkshire Hathaway Inc.	\$ 185,168,947	20 Swiss RE Ltd.	\$ 106,827,139

## Top 10 Coverages of 2017



\* Based on Premium Processed by the SLA in 2017 and categorized by Broker Group

\*\* Based on Premium Processed by the SLA in 2017 and grouped by Ultimate Parent

## Key Financial Statistics

2017 Processed Premium:

**\$ 6,551,864,881**

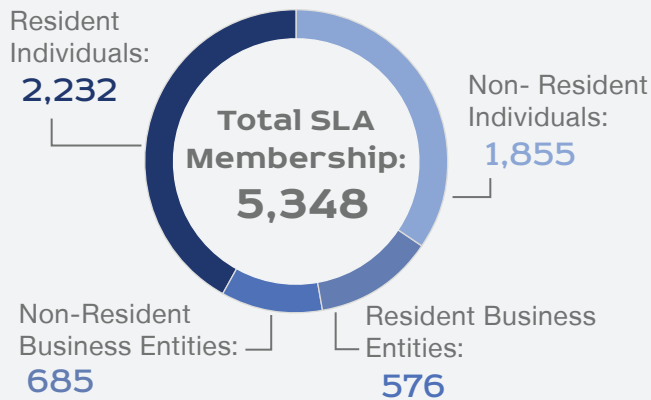
↑ 3.26% from 2016

2017 Processed Items:

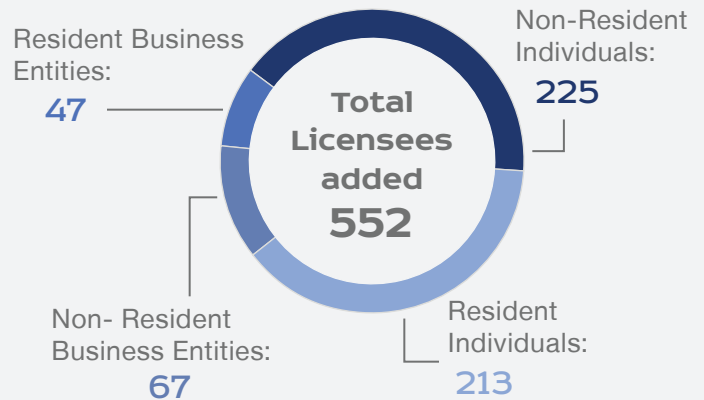
**648,582**

## Members of the SLA

Total Membership as of 12.31.2017



New Licensees Added to Membership



## Education & Compliance Department Statistics

Continuing Education Totals

Total Seminars:  
**7**

Total CE Credits:  
**21**

Total Certificates:  
**1,405**

Visits & Training

Total Offices:  
**20**

Attendees:  
**79**

## Premium Totals

[ Years ended 12.31 ]

[ % Growth ]

[ % of Total ]

Company Type

2016 | 2017

2016 to 2017

2017

LASLI/Eligible Carriers

US Insurers	\$ 4,033,077,021	\$ 4,640,514,165	15.1%	70.8%
Lloyd's Syndicates	\$ 1,194,842,717	\$ 1,354,341,311	13.3%	20.7%
Non-US Insurers	\$ 537,110,804	\$ 470,948,795	-12.3%	7.2%
<b>Subtotal</b>	<b>\$ 5,765,030,542</b>	<b>\$ 6,465,804,271</b>	<b>12.2%</b>	<b>98.7%</b>
Other Companies:	\$ 87,170,926	\$ 86,060,610	-1.3%	1.3%
<b>Total</b> [PREMIUMS PROCESSED]	<b>\$ 5,852,201,468</b>	<b>\$ 6,551,864,881</b>	<b>12.0%</b>	<b>100.0%</b>
Premium in Process [BACKLOG] <sup>1</sup>	\$ 485,798,532	-	-	-
<b>Total</b>	<b>\$ 6,338,000,000</b>	<b>\$ 6,551,864,881</b>	<b>3.4%</b>	<b>100.0%</b>

<sup>1</sup> Premium in Process (Backlog) was reported for 2016 due to operational issues driven by the change in systems and resulting backlog.