

Top 20 California Surplus Line Brokers*

1. MARSH USA INC.	\$574,258,176
2. R-T SPECIALTY, LLC	\$534,306,320
3. CRC INSURANCE SERVICES, INC.	\$487,159,635
4. AON RISK INSURANCE SERVICES WEST, INC.	\$436,348,198
5. AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	\$320,688,721
6. SWETT & CRAWFORD	\$319,736,301
7. RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	\$200,804,319
8. WORLDWIDE FACILITIES, LLC	\$153,928,250
9. LOCKTON COMPANIES, LLC	\$126,549,429
10. BROWN & RIDING INSURANCE SERVICES, INC.	\$116,617,496
11. RISK PLACEMENT SERVICES, INC.	\$110,042,621
12. BURNS & WILCOX INSURANCE SERVICES, INC.	\$89,333,869
13. ALL RISKS, LTD.	\$66,295,488
14. WOODRUFF-SAWYER & COMPANY	\$66,167,530
15. AMWINS ACCESS INSURANCE SERVICES, LLC	\$64,226,418
16. WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	\$55,754,025
17. SCOTTISH AMERICAN INSURANCE GENERAL AGENCY, INC.	\$52,764,909
18. CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC	\$52,206,391
19. ALLIANT INSURANCE SERVICES, INC.	\$51,921,243
20. PARTNERS SPECIALTY GROUP, LLC	\$50,418,705

Top 20 Carriers Grouped by Ultimate Parent**

1 Lloyd's	\$1,238,617,306	11 Tokio Marine Holdings, Inc.	\$124,725,140
2 American International Group, Inc	\$563,356,904	12 QBE Insurance Group Limited	\$120,646,634
3 W. R. Berkley Corporation	\$245,179,376	13 XL Group Ltd	\$119,968,977
4 Nationwide Mutual Insurance Company	\$237,523,809	14 Zurich Insurance Group Ltd	\$117,471,444
5 Chubb Limited	\$226,813,095	15 Swiss Re Ltd	\$113,740,169
6 James River Group Holdings, Ltd.	\$155,068,563	16 Argo Group International Holdings, Ltd	\$104,449,197
7 Markel Corporation	\$133,680,824	17 Fairfax Financial Holdings Limited	\$98,534,434
8 Berkshire Hathaway Inc.	\$132,214,411	18 Munich Reinsurance Company	\$98,277,066
9 State National Companies, Inc.	\$125,392,530	19 Alleghany Corporation	\$96,896,726
10 Fosun International Holdings Ltd.	\$125,196,927	20 AXIS Capital Holdings Limited	\$87,308,203

Top 10 Coverages of 2016*



* Based on Premium Processed by the SLA in 2016

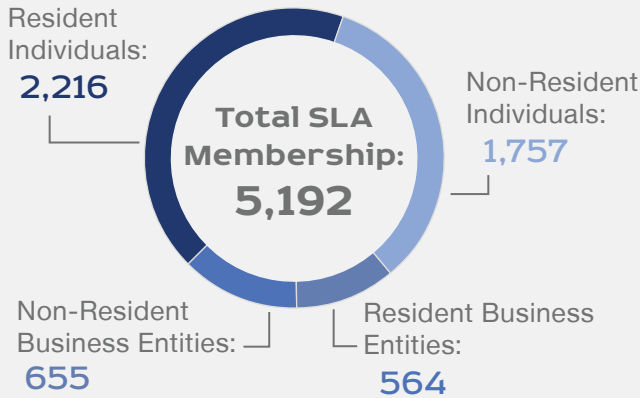
** Based on Premium Processed by the SLA in 2016 and Grouped by Ultimate Parent per AM Best as of 1/5/17

Key Financial Statistics

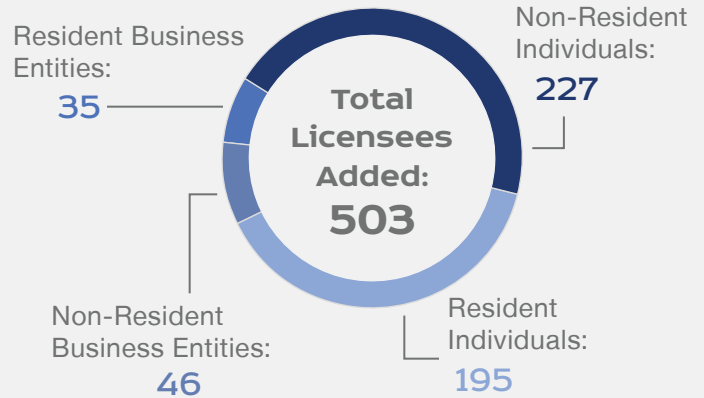
2016 Processed Premium: **\$ 6,338,000,000** ↑4.33% from 2015

Members of the SLA

Total Membership as of 02.03.2017



New Licensees Added to Membership

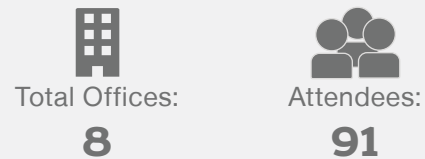


Education & Compliance Department Statistics

Continuing Education Totals



Online & Onsite Broker Training



Premium Totals

Company Type	12.31.2015 12.31.2016	[% Growth] 2015 to 2016	[% of Total] 12.31.2016
LASLI/Eligible Carriers			
US Insurers	\$ 4,287,124,968 \$ 4,033,077,021	-5.9%	63.6%
Lloyd's Syndicates	\$ 1,161,188,626 \$ 1,194,842,717	2.9%	18.9%
Non-US Insurers	\$ 571,331,062 \$ 537,110,804	-6.0%	8.5%
Subtotal	\$ 6,019,644,657 \$ 5,765,030,542	-4.2%	91.0%
Other Companies:	\$ 87,712,926 \$ 87,170,926.44	-0.6%	1.4%
Total [PREMIUMS PROCESSED]	\$ 6,107,357,582 \$ 5,852,201,468	-4.2%	93.3%
Premium in Process [BACKLOG]	\$ 0 \$ 485,798,532	-	7.7%
Total	\$ \$6,107,357,582 \$ \$6,338,000,000	3.8%	100.00%