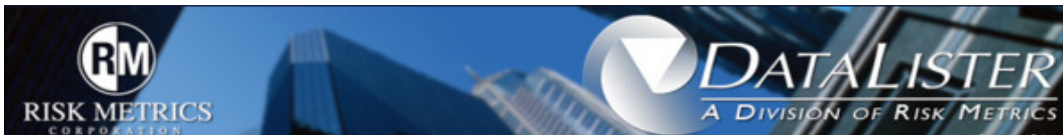


Risk Metrics
Custom MarketShare Profile - Illinois
 For more information call 800.283.7798

| Company Code | Carrier | Labs & Misc Health Services | | | | | Medical Professional Offices | | | | | Grand Total |
|--------------|-----------------------------------------------|------------------------------|-----------|-----------|----------|-----------|------------------------------|------------|------------|-----------|-----------|-------------|
| | SIC Codes ==> | 8071, 8072, 8092, 8093, 8099 | | | | | 8011,8021,8031,8041 - 8044 | | | | | |
| | Employer Size ==> | 0-4 | 5-9 | 10-19 | 20-49 | 50Plus | 0-4 | 5-9 | 10-19 | 20-49 | 50Plus | All SICs |
| 1 | STATE FARM GRP | | | | | | | | | | | |
| 25143 | State Farm Fire And Cas Co | 20 | 14 | 5 | 1 | 1 | 310 | 203 | 63 | 32 | 3 | 652 |
| | Number of Prospects who are Clients : | 20 | 14 | 5 | 1 | 1 | 310 | 203 | 63 | 32 | 3 | 652 |
| | Total Number of Prospects Available :: | 170 | 89 | 64 | 47 | 125 | 1582 | 1252 | 511 | 247 | 134 | 4221 |
| | Market Share :: | 11.76% | 15.73% | 7.81% | 2.13% | 0.80% | 19.60% | 16.21% | 12.33% | 12.96% | 2.24% | 15.45% |
| 2 | HARTFORD FIRE & CAS GRP | | | | | | | | | | | |
| 11000 | Sentinel Ins Co Ltd | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| 19682 | Hartford Fire Ins | 5 | 4 | 2 | 0 | 1 | 27 | 18 | 14 | 5 | 2 | 78 |
| 22357 | Hartford Accident & Ind Co | 1 | 0 | 0 | 0 | 1 | 28 | 21 | 12 | 1 | 5 | 69 |
| 29424 | Hartford Ins | 3 | 1 | 2 | 2 | 1 | 22 | 22 | 9 | 5 | 2 | 69 |
| 29459 | Twin City Fire Ins Co Co | 12 | 8 | 4 | 2 | 8 | 93 | 72 | 25 | 13 | 7 | 244 |
| 30104 | Hartford Underwriters Ins Co | 4 | 0 | 1 | 2 | 4 | 10 | 13 | 8 | 1 | 2 | 45 |
| 37478 | Hartford Ins Co Of The Midwest | 2 | 4 | 5 | 0 | 2 | 30 | 35 | 26 | 13 | 3 | 120 |
| 38288 | Hartford Ins Co Of IL | 2 | 0 | 1 | 0 | 0 | 4 | 8 | 6 | 3 | 1 | 25 |
| | Number of Prospects who are Clients : | 29 | 17 | 15 | 6 | 17 | 214 | 189 | 101 | 41 | 22 | 651 |
| | Total Number of Prospects Available :: | 170 | 89 | 64 | 47 | 125 | 1582 | 1252 | 511 | 247 | 134 | 4221 |
| | Market Share :: | 17.06% | 19.10% | 23.44% | 12.77% | 13.60% | 13.53% | 15.10% | 19.77% | 16.60% | 16.42% | 15.42% |
| 3 | LIBERTY MUT GRP | | | | | | | | | | | |
| 21458 | Employers Ins Wausau | 0 | 0 | 1 | 0 | 2 | 1 | 0 | 0 | 1 | 1 | 6 |
| 22640 | Consolidated Ins Co | 0 | 0 | 1 | 0 | 0 | 6 | 2 | 3 | 3 | 1 | 16 |
| 22659 | Indiana Ins Co | 0 | 0 | 0 | 1 | 0 | 1 | 5 | 2 | 1 | 0 | 10 |
| 23035 | Liberty Mut Fire Ins Co | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 23043 | Liberty Mut Ins Co | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| 24074 | Ohio Cas Ins Co | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 3 |
| 24082 | Ohio Security Ins Co | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 0 | 0 | 4 |
| 24171 | Netherlands Ins Co The | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 3 | 5 |
| 24198 | Peerless Ins Co | 1 | 0 | 1 | 1 | 2 | 5 | 2 | 1 | 0 | 2 | 15 |
| 26042 | Wausau Underwriters Ins Co | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 2 | 5 |
| 26069 | Wausau Business Ins Co | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| 33600 | LM Ins Corp | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| 42404 | Liberty Ins Corp | 13 | 3 | 1 | 2 | 6 | 46 | 20 | 11 | 5 | 2 | 109 |
| | Number of Prospects who are Clients : | 14 | 3 | 4 | 6 | 14 | 64 | 31 | 19 | 10 | 12 | 177 |
| | Total Number of Prospects Available :: | 170 | 89 | 64 | 47 | 125 | 1582 | 1252 | 511 | 247 | 134 | 4221 |
| | Market Share :: | 8.24% | 3.37% | 6.25% | 12.77% | 11.20% | 4.05% | 2.48% | 3.72% | 4.05% | 8.96% | 8.96% |



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| Company Code | Carrier | Labs & Misc Health Services | | | | | Medical Professional Offices | | | | | Grand Total |
|--------------|-----------------------------------------------|------------------------------|-----------|-----------|----------|-----------|------------------------------|------------|-----------|-----------|-----------|-------------|
| | SIC Codes ==> | 8071, 8072, 8092, 8093, 8099 | | | | | 8011,8021,8031,8041 - 8044 | | | | | |
| | Employer Size ==> | 0-4 | 5-9 | 10-19 | 20-49 | 50Plus | 0-4 | 5-9 | 10-19 | 20-49 | 50Plus | All SICs |
| 4 | BCBS MI GRP | | | | | | | | | | | |
| 10166 | Accident Fund Ins Co of Amer | 4 | 4 | 0 | 2 | 3 | 146 | 147 | 49 | 12 | 3 | 370 |
| 12304 | Accident Fund General Ins | 0 | 0 | 0 | 0 | 0 | 3 | 2 | 0 | 0 | 0 | 5 |
| | Number of Prospects who are Clients : | 4 | 4 | 0 | 2 | 3 | 149 | 149 | 49 | 12 | 3 | 375 |
| | Total Number of Prospects Available :: | 170 | 89 | 64 | 47 | 125 | 1582 | 1252 | 511 | 247 | 134 | 4221 |
| | Market Share :: | 2.35% | 4.49% | 0.00% | 4.26% | 2.40% | 9.42% | 11.90% | 9.59% | 4.86% | 2.24% | 8.88% |
| 5 | TRAVELERS GRP | | | | | | | | | | | |
| 19038 | Travelers Cas Ins America | 2 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 5 | 8 |
| 19046 | Travelers Cas Ins Co Of Amer | 1 | 0 | 0 | 0 | 0 | 13 | 16 | 6 | 5 | 3 | 44 |
| 19070 | Standard Fire Ins Co | 0 | 0 | 0 | 0 | 0 | 5 | 8 | 2 | 0 | 0 | 15 |
| 24767 | St Paul Fire & Marine Ins Co | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 25615 | Charter Oak Fire Ins Co | 0 | 1 | 0 | 0 | 2 | 0 | 3 | 3 | 1 | 0 | 10 |
| 25623 | Phoenix Ins Co | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| 25658 | Travelers Ind Co | 10 | 9 | 6 | 3 | 7 | 39 | 22 | 12 | 6 | 4 | 118 |
| 25666 | Travelers Ind Co Of Amer | 1 | 0 | 2 | 0 | 0 | 15 | 15 | 9 | 6 | 3 | 51 |
| 25674 | Travelers Property Cas Co Of Amer | 2 | 0 | 1 | 1 | 7 | 42 | 27 | 10 | 14 | 2 | 106 |
| 25682 | Travelers Ind Co Of CT | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 2 | 2 | 3 | 11 |
| 25887 | US Fidelity & Guaranty Co | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 35386 | Fidelity & Guar Ins Co | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 36170 | Travelers Cas Co Of CT | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| 41483 | Farmington Cas Co | 0 | 0 | 1 | 0 | 0 | 1 | 2 | 0 | 1 | 0 | 5 |
| 41769 | Athena Assur Co | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| | Number of Prospects who are Clients : | 17 | 12 | 10 | 6 | 21 | 115 | 94 | 44 | 35 | 20 | 374 |
| | Total Number of Prospects Available :: | 170 | 89 | 64 | 47 | 125 | 1582 | 1252 | 511 | 247 | 134 | 4221 |
| | Market Share :: | 10.00% | 13.48% | 15.63% | 12.77% | 16.80% | 7.27% | 7.51% | 8.61% | 14.17% | 14.93% | 8.86% |
| 6 | ZURICH INS GRP | | | | | | | | | | | |
| 16535 | Zurich US | 1 | 0 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 4 |
| 19305 | Assurance Co Of Amer | 0 | 1 | 1 | 1 | 0 | 0 | 3 | 1 | 1 | 0 | 8 |
| 19356 | Maryland Cas Co | 1 | 0 | 0 | 1 | 0 | 4 | 4 | 0 | 1 | 0 | 11 |
| 19372 | Northern Ins NY | 6 | 2 | 0 | 1 | 1 | 66 | 53 | 21 | 9 | 1 | 160 |
| 21652 | Farmers Ins Exch | 2 | 1 | 0 | 0 | 0 | 52 | 31 | 3 | 3 | 0 | 92 |
| 21709 | Truck Ins Exch | 0 | 0 | 0 | 0 | 0 | 5 | 9 | 12 | 4 | 0 | 30 |
| | Number of Prospects who are Clients : | 10 | 4 | 1 | 3 | 3 | 128 | 100 | 37 | 18 | 1 | 305 |
| | Total Number of Prospects Available :: | 170 | 89 | 64 | 47 | 125 | 1582 | 1252 | 511 | 247 | 134 | 4221 |
| | Market Share :: | 5.88% | 4.49% | 1.56% | 6.38% | 2.40% | 8.09% | 7.99% | 7.24% | 7.29% | 0.75% | 7.23% |