

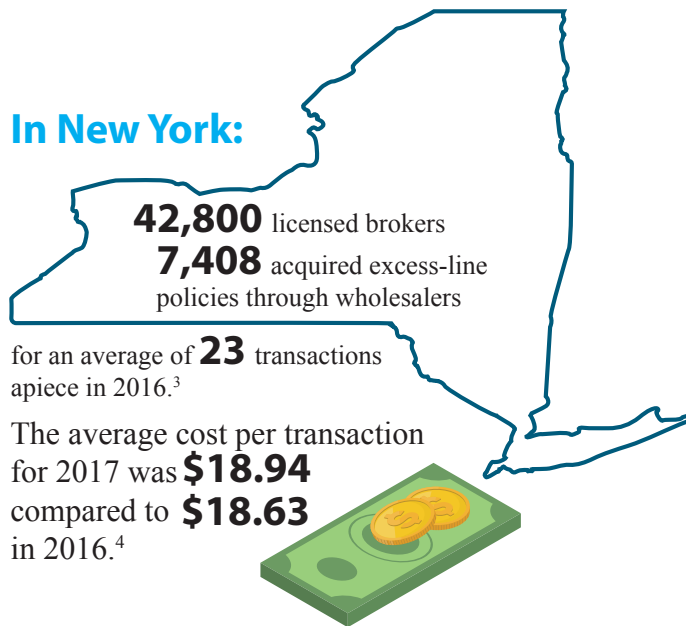
A look at the wholesalers market

Popular markets



were the driving forces of the E&S market, constituting **80%** of the premium in the market place.¹

In New York:



Wholesalers vs. Retailers⁷

N.Y. excess-lines market production

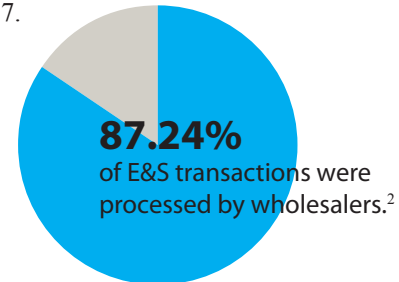
2017	Active broker count	Total transactions	% of total transactions	Total N.Y. premium	% of total N.Y. premium
Wholesalers	372	283,787	87.24%	\$2,482,506,796	63.31%
Retailers	458	41,512	12.76%	\$1,438,409,558	36.69%
Total	830	325,299		\$3,920,916,354	

Through March 2018	Active broker count	Total transactions	% of total transactions	Total N.Y. premium	% of total N.Y. premium
Wholesalers	333	73,138	87.42%	\$672,616,154	63.01%
Retailers	341	10,521	12.58%	\$394,830,008	36.99%
Total	674	83,659		\$1,067,446,162	

Since 2012, the E&S market gross premium was nearly \$4 billion in New York.⁸ In July 2017, across the U.S., \$14.3 billion was reported in total premium.⁹

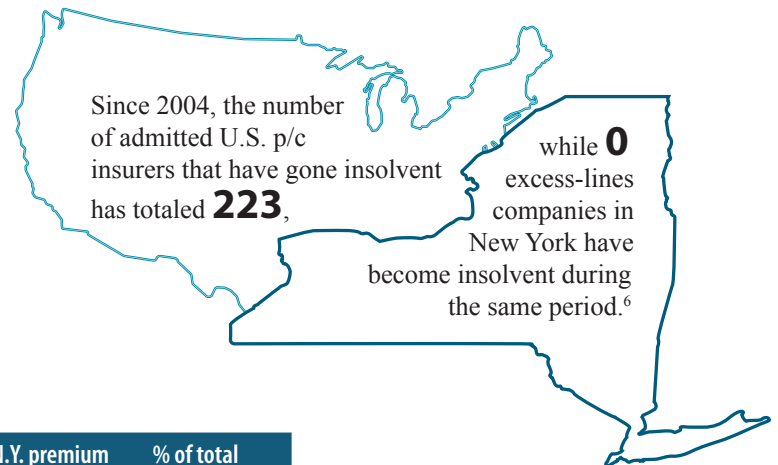
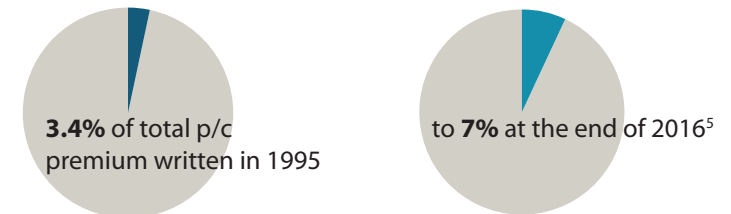
Admitted vs. nonadmitted markets

New York admitted market property/casualty volume **+1.4M** policies per year New York E&S market issued only **283,787** policies in 2017.



The stability of E&S:

In the last 20 years, the E&S market has doubled



¹ ELANY, 2017 Annual Report

² Ibid.

³ Ibid.

⁴ A.M. Best, September 2017, Surplus Lines Continue to Overcome Market Pressures

⁵ Ibid.

⁶ ELANY, 2017 Annual Report

⁷ ELANY (<http://www.elany.org/statistics.aspx?d=1937>)

⁸ ELANY, 2016 Annual Report

⁹ SLTX, July 2017, U.S. 2017 Mid-Year Surplus Lines Growth