



NEW YORK EXCESS LINE MARKET PRODUCTION

WHOLESALE VS. RETAILERS*

| | | Active Broker Count | Total Transactions | % of Total Transactions | Total NY Premium | % of Total NY Premium |
|-------------|--------------------|---------------------|--------------------|-------------------------|------------------------|-----------------------|
| 2022 | Wholesalers | 278 | 302,708 | 78.63% | \$4,209,771,080 | 56.16% |
| | Retailers | 469 | 82,278 | 21.37% | \$3,286,611,097 | 43.84% |
| | TOTALS | 747 | 384,986 | | \$7,496,382,177 | |
| 2021 | Wholesalers | 308 | 294,198 | 82.79% | \$3,646,253,019 | 58.76% |
| | Retailers | 443 | 61,170 | 17.21% | \$2,559,255,050 | 41.24% |
| | TOTALS | 751 | 355,368 | | \$6,205,508,069 | |
| 2020 | Wholesalers | 335 | 282,470 | 84.60% | \$3,221,215,016 | 65.19% |
| | Retailers | 450 | 51,432 | 15.40% | \$1,719,928,176 | 34.81% |
| | TOTALS | 785 | 333,902 | | \$4,941,143,192 | |
| 2019 | Wholesalers | 358 | 299,312 | 84.91% | \$3,057,024,110 | 64.15% |
| | Retailers | 455 | 53,185 | 15.09% | \$1,708,764,522 | 35.85% |
| | TOTALS | 813 | 352,497 | | \$4,765,788,632 | |

*STATISTICS ARE BASED ON NY TAXABLE CALENDAR YEAR PREMIUM