

Insurance Industry Data

from **A.M. BEST COMPANY**

Clean. Accurate. Complete.

ABOUT A.M. BEST COMPANY

More than 109 years as a constructive force in the insurance industry.

A.M. Best has been the world's leading source of insurance industry information for more than 109 years. Best's Ratings are the established standard for insurance company financial performance and are relied upon by insurers, regulators, financial institutions, investors and consumers as an indicator of strength and stability.

A.M. Best offers the most comprehensive suite of insurance industry references, periodicals and other information resources on the market. We also make available insurance company data that is useful for a multitude of research and analytical purposes. Following are some important facts about the data we provide and its value to the industry.

DATA COLLECTION

The accuracy and scope of our data are unequalled.

Source of data: We collect quarterly and annual statement data from thousands of U.S. companies (Property/Casualty, Life and Health companies, HMOs, alternative market entities and others). This data is prepared and submitted electronically as defined by the requirements of the National Association of Insurance Commissioners (NAIC). We also collect data from Canada, the United Kingdom and over 100 other countries around the globe, along with U.S. GAAP data.

A.M. Best is part of the vendor forum that helps define and implement software requirements for electronic statement submission. Our own statement preparation software performs data cross-checks even more extensive than those required by the NAIC. A.M. Best also is an innovator in the area of Internet filing.

Data validation: To ensure the accuracy and reliability of the data, we perform an exhaustive series of inter- and intra-page and current- to prior-year cross-checks. Errors or inconsistencies that cannot be rectified by A.M. Best are reviewed with the insurer for further clarification when possible. We lead the industry in cross-checking calculations, devoting vast computing resources to the data validation effort.

UNIQUE DATA CHARACTERISTICS — AVAILABLE ONLY FROM A.M. BEST

We maximize the information's usefulness in ways no one else can.

Company identification: Each company whose data is collected is assigned a unique number that remains permanently within the A.M. Best database. This allows A.M. Best to track that company's data regardless of changes in group ownership, state of domicile, etc., and to establish reliable back-year comparability. A.M. Best also assigns attributes, such as market and organization type, to identify insurers in ways that help you create peer groups based on similar categorization.

Consolidated data: Once the data has passed all cross-checks, we create group records by consolidating the data for all members of groups and subgroups. These consolidations, available exclusively from A.M. Best, are vital for performing market trend and peer analysis. Upon review, eliminations for inter-company ownership are performed to avoid double accounting. Total records also are created for the following industry segments: stock companies, mutual companies, agency companies, direct writers, Lloyd's, reciprocals, the total industry and much more. These records are valuable for performing benchmarking analyses that allow you to compare your company's performance against industry norms.

Ownership structure: A.M. Best's standard products present group data on an "as is" basis rather than an "as was" basis. This means that prior-year group data is restated based on the current group structure as well as for companies that have merged, allowing you to track the historical performance of the currently existing group or company. "As was" data is available on a custom basis.

Value-added data: In addition to data collected from statutory filings, A.M. Best also presents unique ratios for profitability, leverage and liquidity, among other calculations. Reports that rank companies according to various criteria can be automatically generated in some products, and quarterly filing data is added to annual data as it becomes available.

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DATA PRESENTATION

We get you the information you need, in the most cost-effective way.

Standard Products: A.M. Best presents standard data selections that include our exclusive group and industry totals, Best's Ratings, and other unique, value-added performance indicators. These products give you current, comprehensive industry data that equips you to improve your company's competitive standing and profitability—with the added advantage of "off-the-shelf" availability and cost-effectiveness. Use these products with their own sophisticated software wrap, or export data into the software of your choice.

Our suite of financial products is among the most powerful of our data offerings. Financial data from thousands of insurance companies is presented for the complete annual statement or for a number of key schedules and exhibits. This information helps you evaluate your competitors, monitor industry trends in vital areas, and perform analyses that will guide your growth and development strategies.

Custom Products: You can extend your data options by taking advantage of *Best's Custom Products and Services*. Specify data items, industry segments, geographic regions, data years (nearly 30 years of data are available) and other criteria. Our custom data analysts work closely with you to determine what information best suits your data and analysis needs, as well as to determine the appropriate delivery method for your technical environment.

CUSTOMER SUPPORT

We're there for you long after a purchase is made.

A.M. Best offers start-to-finish support for customers who are interested in or who have purchased custom or standard products. We will walk you through the data selection process, beginning with a discussion of what you are trying to accomplish and continuing until a product that precisely meets your needs has been recommended.

But our commitment to your satisfaction doesn't end once a purchase is made. A.M. Best's unique level of access to the statement and the cross-checks enables us to answer questions and guide you in the application of the data. Our dedicated Sales, Technical Products Support and Customer Service personnel are ready to assist you at any time.

THE A.M. BEST COMMITMENT TO QUALITY

We have a vested interest in the quality of the data you receive.

The hallmark of the A.M. Best Company is our world-recognized Best's Ratings. It is these ratings and other value-added information, including our flagship publication, *Best's Insurance Reports*,[®] that distinguish the A.M. Best Company from other organizations that merely collect and redistribute data.

The value of Best's Ratings is predicated upon the collection and analysis of data that is accurate and reliable. For our ratings to have any meaning, they must rest upon a foundation of unimpeachable integrity. This fact offers assurance to users of A.M. Best's data products that the insurance company information presented is peerless in terms of its validity and credibility.

NEW HORIZONS

We've expanded our focus to the banking and health care systems industries.

A.M. Best has responded to industry trends by expanding its analytical coverage to the banking and health care systems industries. *Best's Banking Center*, www.ambest.com/banks, provides access to bank-related ratings, data, special reports, methodologies and news. *Best's Health Center*, www.ambest.com/health, offers a link to Health Care Systems content, including ratings and news.



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