

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|---------------------|-------------|----------------|--------------------|-------------|--------------------|--------------|---------------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$79,639 | 235.8% | 24.8% | \$10,922 | 68.2% | \$6,491 | 72.6% | 21 | 162.5% | 72.4% | \$3,792 | 2/28/22 |
| | Farmers Auto | \$-633 | -111.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$1,524,516 | 0.4% | 102.8% | \$188,645 | -28.8% | \$96,752 | -40.8% | 602 | -14.5% | 41.5% | \$2,532 | 2/28/22 |
| | Total | \$1,603,522 | 3.6% | 99.9% | \$199,567 | -27.2% | \$103,243 | -39.4% | 623 | -12.6% | 42.1% | \$6,325 | |
| Home | Farmers Home | \$16,930 | -28.1% | 35.4% | \$2,333 | -56.6% | \$1,043 | 0.0% | 20 | -16.7% | 83.3% | \$846 | 2/28/22 |
| | Total | \$16,930 | -28.1% | 35.4% | \$2,333 | -56.6% | \$1,043 | 0.0% | 20 | -16.7% | 83.3% | \$846 | |
| Specialty | Dwelling Fire | \$7,993,046 | 11.0% | 50.4% | \$1,920,317 | 3.5% | \$750,590 | 12.5% | 7,574 | 1.0% | 79.8% | \$1,055 | 3/31/22 |
| | Home | \$764,202 | 22.3% | 17.4% | \$187,502 | 5.2% | \$64,607 | 13.6% | 532 | 15.4% | 82.2% | \$1,436 | 3/31/22 |
| | Marine | \$124,380 | 19.4% | 30.3% | \$41,644 | 22.6% | \$9,626 | -32.6% | 249 | 11.7% | 85.9% | \$500 | 3/31/22 |
| | MOBILE HOME | \$6,626,231 | 1.8% | 51.0% | \$1,673,637 | 0.4% | \$636,762 | -0.8% | 7,222 | -0.2% | 88.2% | \$918 | 3/31/22 |
| | Motorcycle | \$155,945 | 19.8% | 172.4% | \$60,172 | 13.5% | \$28,949 | 9.5% | 303 | 12.6% | 78.5% | \$515 | 3/31/22 |
| | Motor Home | \$48,488 | -24.1% | 165.2% | \$15,745 | -46.6% | \$200 | -98.1% | 58 | -7.9% | 66.7% | \$836 | 3/31/22 |
| | Off-Road Veh | \$174,219 | 9.3% | 30.1% | \$48,961 | 10.0% | \$17,001 | -21.0% | 1,040 | 4.2% | 85.2% | \$168 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,178,972 | -3.4% | 56.3% | \$306,855 | -1.8% | \$80,004 | -26.7% | 1,718 | -3.7% | 85.2% | \$686 | 3/31/22 |
| | Travel Trailer | \$182,159 | -0.5% | 24.8% | \$44,880 | -7.8% | \$15,923 | -26.0% | 353 | 0.9% | 80.8% | \$516 | 3/31/22 |
| | Total | \$17,247,642 | 6.5% | 50.6% | \$4,299,713 | 1.8% | \$1,603,662 | 2.2% | 19,049 | 0.9% | 83.7% | \$6,629 | |
| Grand Total | | \$18,868,094 | 6.2% | 55.0% | \$4,501,613 | 0.0% | \$1,707,948 | -1.9% | 19,692 | 0.4% | 81.1% | \$13,801 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-----------------|---------------|--------------|--------------------|--------------|--------------|--------------------|----------------|---------------|-----------------|------------------|-------------------|----------------|
| Auto | Commercial Auto | 56 | 21 | \$51,413 | 9 | 1 | \$4,773 | 0.11 | 3 | 0 | \$0 | 0.0% | 2/28/22 |
| | Farmers Auto | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Personal Auto | 28,503 | 747 | \$710,529 | 4,959 | 67 | \$66,602 | 0.01 | 2,548 | 35 | \$37,617 | 1.4% | 2/28/22 |
| | Total | 28,559 | 768 | \$761,942 | 4,968 | 68 | \$71,375 | 0.01 | 2,551 | 35 | \$37,617 | 1.4% | |
| Home | Farmers Home | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Dwelling Fire | 6,927 | 1,995 | \$2,862,648 | 1,736 | 505 | \$654,487 | 0.29 | 667 | 192 | \$249,456 | 28.8% | 3/31/22 |
| | Home | 1,295 | 186 | \$243,740 | 352 | 45 | \$60,229 | 0.13 | 126 | 20 | \$25,932 | 15.9% | 3/31/22 |
| | Marine | 165 | 67 | \$34,863 | 49 | 11 | \$11,870 | 0.22 | 21 | 7 | \$4,511 | 33.3% | 3/31/22 |
| | MOBILE HOME | 3,066 | 950 | \$875,383 | 702 | 224 | \$205,361 | 0.32 | 262 | 83 | \$79,680 | 31.7% | 3/31/22 |
| | Motorcycle | 374 | 117 | \$72,153 | 96 | 25 | \$15,189 | 0.26 | 52 | 14 | \$10,254 | 26.9% | 3/31/22 |
| | Motor Home | 107 | 24 | \$26,046 | 24 | 4 | \$3,996 | 0.17 | 9 | 2 | \$2,036 | 22.2% | 3/31/22 |
| | Off-Road Veh | 389 | 223 | \$44,724 | 87 | 46 | \$8,083 | 0.53 | 42 | 23 | \$3,606 | 54.8% | 3/31/22 |
| | Other | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Rental M.H. | 658 | 232 | \$191,019 | 186 | 68 | \$57,929 | 0.37 | 53 | 24 | \$18,778 | 45.3% | 3/31/22 |
| | Travel Trailer | 300 | 87 | \$48,005 | 82 | 20 | \$9,201 | 0.24 | 35 | 8 | \$2,823 | 22.9% | 3/31/22 |
| | Total | 13,283 | 3,881 | \$4,398,581 | 3,314 | 948 | \$1,026,345 | 0.29 | 1,267 | 373 | \$397,076 | 29.4% | |
| Grand Total | | 41,842 | 4,649 | \$5,160,523 | 8,282 | 1,016 | \$1,097,720 | 0.12 | 3,818 | 408 | \$434,693 | 10.7% | |

1278907, KILGRO AND ASSOC INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|---------------|----------------|-----------------|---------------|-----------------|---------------|------------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$36,741 | -9.4% | 20.5% | \$13,779 | 27.4% | \$6,290 | 14.2% | 43 | -4.4% | 86.0% | \$854 | 3/31/22 |
| | Home | \$4,493 | -33.6% | 6.2% | \$957 | -14.9% | \$0 | -100.0% | 3 | -25.0% | 60.0% | \$1,498 | 3/31/22 |
| | Marine | \$522 | 16.8% | 19.5% | \$522 | 16.8% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$522 | 3/31/22 |
| | MOBILE HOME | \$28,108 | -16.9% | 37.4% | \$8,032 | -11.6% | \$5,963 | -2.5% | 20 | -16.7% | 80.0% | \$1,405 | 3/31/22 |
| | Motorcycle | \$2,706 | 106.1% | 4.9% | \$2,114 | 179.6% | \$2,114 | 331.4% | 3 | 200.0% | 100.0% | \$902 | 3/31/22 |
| | Motor Home | \$229 | -87.2% | 7.0% | (\$385) | -133.3% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$229 | 3/31/22 |
| | Off-Road Veh | \$560 | -54.7% | 11.4% | \$907 | -11.6% | \$0 | -100.0% | 3 | 50.0% | 75.0% | \$187 | 3/31/22 |
| | Rental M.H. | \$31,814 | -14.3% | 10.8% | \$8,921 | -57.1% | (\$830) | -133.8% | 27 | -20.6% | 69.2% | \$1,178 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$105,173 | -15.5% | 21.5% | \$34,847 | -21.3% | \$13,537 | -19.1% | 101 | -10.6% | 78.3% | \$6,775 | |
| Grand Total | | \$105,173 | -15.5% | 21.5% | \$34,847 | -21.3% | \$13,537 | -19.1% | 101 | -10.6% | 78.3% | \$6,775 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 70 | 5 | \$6,329 | 14 | 3 | \$4,673 | 0.21 | 6 | 2 | \$3,754 | 33.3% | 3/31/22 |
| | Role: | 1 | 1 | \$250 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 24 | 1 | \$710 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 2 | \$2,114 | 4 | 2 | \$2,114 | 0.5 | 2 | 2 | \$2,114 | 100.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 2 | \$844 | 3 | 2 | \$844 | 0.67 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 20 | 5 | \$11,178 | 16 | 2 | \$10,218 | 0.13 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 133 | 16 | \$21,425 | 42 | 9 | \$17,849 | 0.21 | 9 | 4 | \$5,868 | 44.4% | |
| Grand Total | | 133 | 16 | \$21,425 | 42 | 9 | \$17,849 | 0.21 | 9 | 4 | \$5,868 | 44.4% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Cary McDaniel

KILGRO AND ASSOC INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 439 JOHNSTON ST SE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278907

DECATUR, AL 356013007

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2563508241 SERVICE@KILGROINSURANCE.COM

1279025, KILGRO,JOHNNY JACKSON

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|--------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$1,389 | 48.4% | 6.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,715 | -6.2% | 7.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$858 | 3/31/22 |
| | Total | \$3,104 | 12.3% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$858 | |
| Grand Total | | \$3,104 | 12.3% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$858 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Cary McDaniel | | | | KILGRO,JOHNNY JACKSON | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 439 JOHNSTON ST SE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278907 | | | | DECATUR, AL 356013007 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278907 Phone/Email: 2563508241 SERVICE@KILGROINSURANCE.COM | | | | | |

1279198, OLD NATIONAL INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|--------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$24,450 | 18.4% | 11.8% | \$6,533 | 2.6% | \$1,161 | 8.1% | 19 | 0.0% | 90.5% | \$1,287 | 3/31/22 |
| | Home | \$5,257 | 35.3% | 6.7% | \$0 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,051 | 3/31/22 |
| | MOBILE HOME | \$2,868 | 2.0% | 8.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,868 | 3/31/22 |
| | Motorcycle | \$349 | -1.4% | 3.2% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$349 | 3/31/22 |
| | Motor Home | \$3,127 | 0.5% | 18.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$3,127 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$6,361 | -9.4% | 12.6% | \$998 | -24.7% | \$0 | -100.0% | 4 | -20.0% | 80.0% | \$1,590 | 3/31/22 |
| | Total | \$42,412 | 12.1% | 11.4% | \$7,531 | -1.4% | \$1,161 | 6.1% | 31 | -6.1% | 88.6% | \$10,272 | |
| Grand Total | | \$42,412 | 12.1% | 11.4% | \$7,531 | -1.4% | \$1,161 | 6.1% | 31 | -6.1% | 88.6% | \$10,272 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 2 | \$3,121 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 2 | \$3,121 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 14 | 2 | \$3,121 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Cary McDaniel

OLD NATIONAL INSURANCE INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 806 HIGHWAY 78 W

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279198

JASPER, AL 355013752

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2052215466 ORHARRIS@GOHARRISINSURANCE.COM

1280846, IPROTECT INSURANCE AND FINANCIAL SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,948 | 0.0% | 12.9% | \$157 | 0.0% | \$1,546 | 0.0% | 5 | 0.0% | 71.4% | \$1,190 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,883 | 0.0% | 13.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,883 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$7,831 | 0.0% | 13.2% | \$157 | 0.0% | \$1,546 | 0.0% | 6 | 0.0% | 75.0% | \$3,073 | |
| | Grand Total | \$7,831 | 0.0% | 13.2% | \$157 | 0.0% | \$1,546 | 0.0% | 6 | 0.0% | 75.0% | \$3,073 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 746 | 0 | \$0 | 112 | 0 | \$0 | 0 | 68 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 746 | 0 | \$0 | 112 | 0 | \$0 | 0 | 68 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 36 | 7 | \$8,080 | 9 | 1 | \$1,546 | 0.11 | 3 | 1 | \$1,546 | 33.3% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 1 | \$1,883 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 54 | 8 | \$9,963 | 11 | 1 | \$1,546 | 0.09 | 4 | 1 | \$1,546 | 25.0% | |
| | Grand Total | 800 | 8 | \$9,963 | 123 | 1 | \$1,546 | 0.01 | 72 | 1 | \$1,546 | 1.4% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicole Graham

IPROTECT INSURANCE AND FINANCIAL SERVICES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1114 US HIGHWAY 31 S # E

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280846

ATHENS, AL 356114471

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2564442041 SCOTT@IPROTECTINSURANCE.COM

1281379, SCOTT RICHARDS AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------|--------------|--------------------------------|-----------------------|--------------|--------------|---|------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$35,502 | -6.8% | 10.4% | \$12,637 | 115.9% | \$13,366 | 446.4% | 28 | 3.7% | 62.2% | \$1,268 | 3/31/22 | |
| | Home | \$1,475 | -31.7% | 7.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1,475 | 3/31/22 | |
| | MOBILE HOME | \$8,059 | 16.8% | 788.6% | \$967 | 0.0% | \$0 | 0.0% | 5 | -16.7% | 83.3% | \$1,612 | 3/31/22 | |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$3,425 | -46.4% | 14.7% | \$1,397 | -53.2% | \$0 | 0.0% | 6 | -14.3% | 85.7% | \$571 | 3/31/22 | |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$48,461 | -8.9% | 153.3% | \$15,001 | 53.0% | \$13,366 | 446.4% | 40 | -4.8% | 66.7% | \$4,926 | | |
| | Grand Total | \$48,461 | -7.2% | 153.3% | \$15,001 | 53.0% | \$13,366 | 446.4% | 40 | -4.8% | 66.7% | \$4,926 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 83 | 0 | \$0 | 12 | 0 | \$0 | 0 | 8 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 83 | 0 | \$0 | 12 | 0 | \$0 | 0 | 8 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 25 | 18 | \$26,576 | 11 | 7 | \$4,151 | 0.64 | 6 | 3 | \$1,395 | 50.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 10 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 35 | 18 | \$26,576 | 11 | 7 | \$4,151 | 0.64 | 6 | 3 | \$1,395 | 50.0% | | |
| | Grand Total | 118 | 18 | \$26,576 | 23 | 7 | \$4,151 | 0.3 | 14 | 3 | \$1,395 | 21.4% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Nicole Graham | | | | SCOTT RICHARDS AGENCY LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 168 OXMOOR RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1281379 | | | | HOMewood, AL 352095941 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 2059884346 SCOTT@SAVEONINSURANCE.COM | | | | | | |

1289807, MARKETPLACE 4 INSURANCE AL LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|--------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$23,233 | -17.8% | 15.1% | \$4,634 | -4.5% | \$795 | 562.5% | 26 | -16.1% | 81.3% | \$894 | 3/31/22 |
| | Home | \$7,910 | -15.1% | 7.8% | \$936 | -54.0% | \$0 | -100.0% | 4 | -20.0% | 80.0% | \$1,978 | 3/31/22 |
| | Marine | \$1,129 | -81.6% | 19.9% | \$0 | -100.0% | (\$5,211) | 0.0% | 1 | -50.0% | 50.0% | \$1,129 | 3/31/22 |
| | MOBILE HOME | \$48,071 | -13.8% | 10.2% | \$5,257 | -50.5% | \$1,723 | -55.1% | 32 | -11.1% | 82.1% | \$1,502 | 3/31/22 |
| | Motorcycle | \$729 | -29.6% | 2.3% | \$254 | -60.5% | \$631 | -1.9% | 2 | -33.3% | 66.7% | \$365 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$27,601 | 0.9% | 19.6% | \$2,265 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$4,600 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$108,673 | -15.1% | 13.5% | \$13,346 | -47.8% | (\$2,062) | -135.7% | 71 | -14.5% | 81.6% | \$10,467 | |
| | Grand Total | \$108,673 | -15.1% | 13.5% | \$13,346 | -47.8% | (\$2,062) | -135.7% | 71 | -14.5% | 81.6% | \$10,467 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 14 | 1 | \$1,398 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 3 | \$4,743 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 4 | \$6,141 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| | Grand Total | 28 | 4 | \$6,141 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Cary McDaniel | | | | MARKETPLACE 4 INSURANCE AL LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 1003 AVALON AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289790 | | | | MUSCLE SHOALS, AL 356612401 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1289790 Phone/Email: 2563835451 JERAD@KPHGRP.COM | | | | | |

1291596, MARKETPLACE 4 INSURANCE AL LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|---------------|------------|-------------|----------------------------------|---------------------------------|-------------|--------------|--------------------------------|-----------------------------|----------------|-----------------|-------------------|----------------|--|
| Specialty | Dwelling Fire | \$3,444 | 5.5% | 12.5% | \$3,444 | 5.5% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$1,722 | 3/31/22 | |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$907 | 1.9% | 8.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$907 | 3/31/22 | |
| | Rental M.H. | \$892 | 0.0% | 8.1% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$446 | 3/31/22 | |
| | Total | \$5,243 | 3.9% | 10.9% | \$3,444 | 5.5% | \$0 | -100.0% | 5 | 0.0% | 100.0% | \$3,075 | | |
| Grand Total | | \$5,243 | 3.9% | 10.9% | \$3,444 | 5.5% | \$0 | -100.0% | 5 | 0.0% | 100.0% | \$3,075 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MARKETPLACE 4 INSURANCE AL LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: 417 4TH AVE N | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289790 | | | | BESSEMER, | AL | 350206230 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1289790 Phone/Email: 2054264441 | | | | CHRISTY@MARKETPLACE4INS.COM | | | | | |

1308577, KILGRO AND ASSOC INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$29,704 | -22.6% | 16.1% | \$12,372 | -67.7% | \$7,654 | 5.5% | 30 | -3.2% | 96.8% | \$990 | 3/31/22 |
| | Home | \$13,150 | -35.0% | 9.9% | \$4,234 | -79.1% | \$1,790 | 43.0% | 11 | -8.3% | 91.7% | \$1,195 | 3/31/22 |
| | Marine | \$851 | 3.5% | 28.3% | \$851 | 3.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$851 | 3/31/22 |
| | MOBILE HOME | \$15,704 | 15.9% | 15.0% | \$5,816 | -57.1% | \$4,866 | -9.6% | 12 | -7.7% | 92.3% | \$1,309 | 3/31/22 |
| | Motorcycle | \$1,971 | 21.1% | 11.2% | \$143 | -91.2% | \$143 | 2.1% | 4 | 0.0% | 100.0% | \$493 | 3/31/22 |
| | Motor Home | \$262 | -25.6% | 126.3% | (\$416) | -218.2% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$3,742 | 14.7% | 1,069.3% | \$0 | -100.0% | \$0 | 0.0% | 5 | -16.7% | 83.3% | \$748 | 3/31/22 |
| | Total | \$65,384 | -16.4% | 76.3% | \$23,000 | -70.6% | \$14,453 | 3.0% | 63 | -7.4% | 92.6% | \$5,586 | |
| | Grand Total | \$65,384 | -16.4% | 76.3% | \$23,000 | -70.6% | \$14,453 | 3.0% | 63 | -7.4% | 92.6% | \$5,586 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Steve Smith

KILGRO AND ASSOC INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

Address: 441 N EASTERN BLVD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278907

MONTGOMERY, AL 361172211

Annual Average Premium = This Yr R12 NWP / PIF

1318593, KILGRO AND ASSOC INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------|--------------|----------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|-------------|
| Specialty | Dwelling Fire | \$1,270 | 0.0% | 9.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,270 | 3/31/22 | |
| | Home | \$3,803 | 11.3% | -122.2% | \$1,844 | 11.8% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,268 | 3/31/22 | |
| | MOBILE HOME | \$12,528 | -7.5% | 83.0% | \$2,600 | -8.9% | \$1,314 | -54.7% | 11 | 0.0% | 91.7% | \$1,139 | 3/31/22 | |
| | Motorcycle | \$-124 | -115.6% | -374.1% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$223 | -68.3% | 5.7% | (\$558) | 210.0% | \$0 | -100.0% | 1 | -66.7% | 33.3% | \$223 | 3/31/22 | |
| | Rental M.H. | \$421 | -34.6% | 3.0% | (\$223) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$421 | 3/31/22 | |
| | Travel Trailer | \$0 | -100.0% | -19.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$18,121 | -20.4% | 34.7% | \$3,663 | -9.1% | \$1,314 | -31.3% | 17 | -22.7% | 73.9% | \$4,321 | | |
| | Grand Total | \$18,121 | -20.4% | 34.7% | \$3,663 | -9.1% | \$1,314 | -31.3% | 17 | -22.7% | 73.9% | \$4,321 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$975 | 1 | 1 | \$975 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 2 | 1 | \$975 | 2 | 1 | \$975 | 0.5 | 1 | 0 | \$0 | 0.0% | | |
| Grand Total | | | | 2 | 1 | \$975 | 2 | 1 | \$975 | 0.5 | 1 | 0 | \$0 | 0.0% |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | KILGRO AND ASSOC INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 1543 3RD ST NE | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278907 | | | | CULLMAN, AL 350552052 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278907 Phone/Email: 2567390654 SERVICE@KILGROINSURANCE.COM | | | | | | |

1359604, WADE KAISER INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,980 | -56.6% | 7.6% | (\$2,249) | -168.5% | (\$3,458) | 0.0% | 4 | -42.9% | 57.1% | \$995 | 3/31/22 |
| | Home | \$1,719 | 78.7% | 8.3% | \$713 | 0.0% | \$713 | 0.0% | 2 | 100.0% | 100.0% | \$860 | 3/31/22 |
| | MOBILE HOME | \$6,887 | 16.5% | 8.0% | \$5,825 | 5.0% | \$1,140 | 0.0% | 4 | 0.0% | 100.0% | \$1,722 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$12,586 | -22.4% | 7.7% | \$4,289 | -51.5% | (\$1,605) | -240.8% | 10 | -16.7% | 76.9% | \$3,576 | |
| | Grand Total | \$12,586 | -22.4% | 7.7% | \$4,289 | -51.5% | (\$1,605) | -240.8% | 10 | -16.7% | 76.9% | \$3,576 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 21 | 0 | \$0 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 21 | 0 | \$0 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$713 | 1 | 1 | \$713 | 1 | 1 | 1 | \$713 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 1 | \$713 | 2 | 1 | \$713 | 0.5 | 2 | 1 | \$713 | 50.0% | |
| | Grand Total | 28 | 1 | \$713 | 8 | 1 | \$713 | 0.13 | 5 | 1 | \$713 | 20.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kyle Vernon

WADE KAISER INSURANCE AGENCY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 2473 VALLEYDALE RD STE A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1359604

HOOVER, AL 352442115

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2052914100 WADE@THEKAISERAGENCY.COM

141382, BRUCE SARGENT INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|-----------------|--------------|-----------------------------|-----------------------|---------------|----------------|--|---------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Specialty | Dwelling Fire | \$17,645 | 10.4% | 10.6% | \$8,119 | 29.4% | \$1,726 | 2.7% | 19 | -5.0% | 86.4% | \$929 | 3/31/22 | |
| | Home | \$0 | -100.0% | 10.9% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$1,232 | -57.9% | 1.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1,232 | 3/31/22 | |
| | Rental M.H. | \$2,064 | 36.8% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$688 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$20,941 | -9.7% | 9.4% | \$8,119 | -10.3% | \$1,726 | 2.7% | 23 | -8.0% | 82.1% | \$2,849 | | |
| Grand Total | | \$20,941 | -9.7% | 9.4% | \$8,119 | -10.3% | \$1,726 | 2.7% | 23 | -8.0% | 82.1% | \$2,849 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Specialty | Role: | 16 | 2 | \$1,477 | 10 | 2 | \$1,477 | 0.2 | 6 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$555 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 19 | 3 | \$2,032 | 10 | 2 | \$1,477 | 0.2 | 6 | 0 | \$0 | 0.0% | | |
| Grand Total | | 19 | 3 | \$2,032 | 10 | 2 | \$1,477 | 0.2 | 6 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Henry Hunt | | | | BRUCE SARGENT INSURANCE AGENCY INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 1200 BARROW RD STE 111 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 141382 | | | | LITTLE ROCK, AR 722056528 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5012235364 BRUCE@SARGENTINSURANCE.NET | | | | | | |

1277232, AARON ADAMS, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$12,607 | 156.4% | 12.4% | \$5,106 | 54.7% | \$2,040 | 3.4% | 9 | 28.6% | 60.0% | \$1,401 | 3/31/22 |
| | Home | \$12,141 | -5.3% | 11.9% | \$3,913 | -19.9% | \$1,866 | -20.1% | 10 | 11.1% | 100.0% | \$1,214 | 3/31/22 |
| | MOBILE HOME | \$31,430 | -17.2% | 17.8% | \$4,833 | -34.8% | (\$560) | -141.7% | 20 | -16.7% | 83.3% | \$1,572 | 3/31/22 |
| | Off-Road Veh | \$147 | -27.2% | 0.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$147 | 3/31/22 |
| | Rental M.H. | \$748 | -33.8% | 2.7% | \$236 | 274.6% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$374 | 3/31/22 |
| | Travel Trailer | \$693 | -363.5% | 6.3% | \$693 | -4.5% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$693 | 3/31/22 |
| | Total | \$57,766 | 1.8% | 15.3% | \$14,781 | -9.8% | \$3,346 | -46.1% | 43 | -4.4% | 79.6% | \$5,400 | |
| | Grand Total | \$57,766 | 1.8% | 15.3% | \$14,781 | -9.8% | \$3,346 | -46.1% | 43 | -4.4% | 79.6% | \$5,400 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 31 | 8 | \$12,800 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$1,068 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 40 | 9 | \$13,868 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 40 | 9 | \$13,868 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Henry Hunt

AARON ADAMS, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3075 N MARKET AVE #1

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277232

FAYETTEVILLE, AR 72703

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4794435050 AARON@ADAMSIF.COM

1277944, ANDERSON INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|------------------|--------------|----------------|-----------------|---------------|-----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$60,429 | 48.5% | 52.7% | \$25,994 | 185.7% | \$10,149 | 204.5% | 47 | 34.3% | 79.7% | \$1,286 | 3/31/22 |
| | Home | \$72,544 | 111.0% | 16.3% | \$22,483 | 260.5% | \$8,851 | 61.3% | 45 | 95.7% | 90.0% | \$1,612 | 3/31/22 |
| | Marine | \$237 | 11.3% | 15.0% | \$237 | 11.3% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$237 | 3/31/22 |
| | MOBILE HOME | \$10,797 | 16.0% | 6.9% | \$1,361 | 0.0% | \$0 | 0.0% | 7 | 0.0% | 100.0% | \$1,542 | 3/31/22 |
| | Off-Road Veh | \$2,486 | -35.1% | -2.9% | (\$577) | 41.1% | \$0 | 0.0% | 5 | -28.6% | 62.5% | \$497 | 3/31/22 |
| | Rental M.H. | \$2,285 | 120.3% | 6.2% | \$262 | 0.0% | \$0 | 0.0% | 4 | 100.0% | 100.0% | \$571 | 3/31/22 |
| | Travel Trailer | \$7,460 | -20.7% | 103.8% | (\$1,631) | -201.6% | (\$2,233) | -459.0% | 10 | -16.7% | 71.4% | \$746 | 3/31/22 |
| | Total | \$156,238 | 58.0% | 35.8% | \$48,129 | 165.8% | \$16,767 | 73.6% | 119 | 36.8% | 83.2% | \$6,492 | |
| | Grand Total | \$156,238 | 56.8% | 35.8% | \$48,129 | 165.8% | \$16,767 | 73.6% | 119 | 36.8% | 83.2% | \$6,492 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 58 | 24 | \$31,220 | 22 | 8 | \$13,396 | 0.36 | 11 | 3 | \$5,012 | 27.3% | 3/31/22 |
| | Role: | 118 | 27 | \$37,249 | 32 | 5 | \$6,690 | 0.16 | 11 | 2 | \$1,718 | 18.2% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$797 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$936 | 1 | 1 | \$248 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,608 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 196 | 56 | \$71,810 | 58 | 14 | \$20,334 | 0.24 | 24 | 5 | \$6,730 | 20.8% | |
| | Grand Total | 197 | 56 | \$71,810 | 58 | 14 | \$20,334 | 0.24 | 24 | 5 | \$6,730 | 20.8% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Lee Marlin

ANDERSON INSURANCE INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 614 W MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277944

RUSSELLVILLE, AR 728013615

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4799681116 CLAY@ANDERSONINSURANCEINC.COM

1280286, BERRYHILL ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,574 | 167.4% | 29.5% | \$6,871 | 116.5% | \$3,971 | 25.1% | 10 | 42.9% | 83.3% | \$1,057 | 3/31/22 |
| | Home | \$1,996 | -23.4% | 11.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1,996 | 3/31/22 |
| | Marine | \$517 | 0.0% | 16.2% | \$517 | 0.0% | \$517 | 0.0% | 1 | 0.0% | 100.0% | \$517 | 3/31/22 |
| | MOBILE HOME | \$827 | -236.5% | -11.9% | \$1,301 | -42.7% | \$1,301 | 3.6% | 1 | -50.0% | 50.0% | \$827 | 3/31/22 |
| | Motorcycle | \$2,754 | -61.9% | 1.9% | \$2,754 | -24.1% | \$2,754 | -24.1% | 1 | 0.0% | 100.0% | \$2,754 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$643 | -313.6% | -47.3% | \$643 | 0.0% | \$373 | 0.0% | 2 | 0.0% | 100.0% | \$322 | 3/31/22 |
| | Rental M.H. | \$460 | -3,166.7% | -5.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$460 | 3/31/22 |
| | Travel Trailer | \$1,073 | 153.7% | -7.7% | \$0 | -100.0% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$537 | 3/31/22 |
| | Total | \$18,844 | 41.8% | 11.6% | \$12,086 | 28.0% | \$8,916 | 14.0% | 19 | 18.8% | 79.2% | \$8,469 | |
| Grand Total | | \$18,844 | 41.8% | 11.6% | \$12,086 | 28.0% | \$8,916 | 14.0% | 19 | 18.8% | 79.2% | \$8,469 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 33 | 5 | \$7,132 | 7 | 3 | \$5,579 | 0.43 | 3 | 1 | \$3,495 | 33.3% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$517 | 2 | 1 | \$517 | 0.5 | 2 | 1 | \$517 | 50.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$643 | 3 | 2 | \$643 | 0.67 | 1 | 1 | \$373 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 51 | 8 | \$8,292 | 17 | 6 | \$6,739 | 0.35 | 7 | 3 | \$4,385 | 42.9% | |
| Grand Total | | 51 | 8 | \$8,292 | 17 | 6 | \$6,739 | 0.35 | 7 | 3 | \$4,385 | 42.9% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Henry Hunt

BERRYHILL ENTERPRISES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 16719 CANTRELL RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280286

LITTLE ROCK, AR 722234257

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5018689338 RUSS@BERRYHILLINSURANCE.COM

1280289, BERRYHILL ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|-------------|----------------|--------------|-------------|--------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,762 | 0.0% | 16.8% | \$910 | 0.0% | \$910 | 0.0% | 1 | 0.0% | 100.0% | \$1,762 | 3/31/22 |
| | Home | \$225 | 0.0% | 16.7% | (\$219) | 0.0% | (-\$219) | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,658 | 0.0% | 14.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,658 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,645 | 0.0% | 15.3% | \$691 | 0.0% | \$691 | 0.0% | 2 | 0.0% | 66.7% | \$4,420 | |
| Grand Total | | \$4,645 | 0.0% | 15.3% | \$691 | 0.0% | \$691 | 0.0% | 2 | 0.0% | 66.7% | \$4,420 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 1 | \$852 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$444 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,658 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 3 | \$3,954 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 16 | 3 | \$3,954 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

BERRYHILL ENTERPRISES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 5519 JFK BLVD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280286

NORTH LITTLE RC AR

721166707

Annual Average Premium = This Yr R12 NWP / PIF

1280286 Phone/Email: 5018125333 RUSS@BERRYHILLINSURANCE.COM

1280292, BERRYHILL ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|---------------|----------------|----------------|---------------|--------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,431 | -45.3% | 13.2% | \$663 | -63.8% | \$0 | 0.0% | 4 | -20.0% | 66.7% | \$1,108 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$173 | 0.0% | 15.2% | (\$55) | 0.0% | (\$55) | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,031 | -21.8% | 8.5% | \$1,199 | -10.5% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,677 | 3/31/22 |
| | Motorcycle | \$341 | -29.8% | 5.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$341 | 3/31/22 |
| | Motor Home | \$799 | 0.0% | 15.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$400 | 3/31/22 |
| | Travel Trailer | \$9,084 | -17.2% | 12.0% | \$1,879 | 23.5% | \$865 | -1.1% | 11 | -15.4% | 64.7% | \$826 | 3/31/22 |
| | Total | \$19,859 | -23.6% | 11.5% | \$3,686 | -21.5% | \$810 | -7.4% | 21 | -4.5% | 70.0% | \$4,351 | |
| Grand Total | | \$19,859 | -23.6% | 11.5% | \$3,686 | -21.5% | \$810 | -7.4% | 21 | -4.5% | 70.0% | \$4,351 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 1 | \$1,467 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 15 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$228 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$799 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 4 | \$2,522 | 1 | 1 | \$559 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 33 | 8 | \$5,016 | 4 | 1 | \$559 | 0.25 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 33 | 8 | \$5,016 | 4 | 1 | \$559 | 0.25 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Henry Hunt

BERRYHILL ENTERPRISES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 2322 S 58TH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280286

FORT SMITH, AR 729033825

Annual Average Premium = This Yr R12 NWP / PIF

1280286 Phone/Email: 4797832801

RUSS@BERRYHILLINSURANCE.COM

1280298, BERRYHILL ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,277 | 18.7% | 13.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 50.0% | \$1,139 | 3/31/22 |
| | MOBILE HOME | \$7,590 | -11.5% | 8.9% | \$2,428 | -21.9% | \$1,442 | 0.0% | 7 | 40.0% | 87.5% | \$1,084 | 3/31/22 |
| | Rental M.H. | \$2,499 | -26.1% | 8.6% | \$461 | 0.0% | \$0 | 0.0% | 6 | -33.3% | 66.7% | \$417 | 3/31/22 |
| | Travel Trailer | \$3,152 | -31.7% | 8.0% | \$695 | -16.2% | \$0 | 0.0% | 4 | 0.0% | 80.0% | \$788 | 3/31/22 |
| | Total | \$15,518 | -16.1% | 9.2% | \$3,584 | -18.5% | \$1,442 | 0.0% | 19 | -5.0% | 73.1% | \$3,427 | |
| | Grand Total | \$15,518 | -16.1% | 9.2% | \$3,584 | -18.5% | \$1,442 | 0.0% | 19 | -5.0% | 73.1% | \$3,427 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 20 | 2 | \$2,155 | 5 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 3 | \$3,226 | 3 | 1 | \$986 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$588 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 35 | 6 | \$5,969 | 9 | 1 | \$986 | 0.11 | 4 | 0 | \$0 | 0.0% | |
| | Grand Total | 35 | 6 | \$5,969 | 9 | 1 | \$986 | 0.11 | 4 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Henry Hunt

BERRYHILL ENTERPRISES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 107 N HAZEN AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280286

HAZEN, AR 720644257

Annual Average Premium = This Yr R12 NWP / PIF

1280286 Phone/Email: 8702554888 RUSS@BERRYHILLINSURANCE.COM

1279302, CEO INSURANCE & FINANCIAL SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|--------------|----------------|-----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$133,747 | 4.4% | 59.9% | \$14,096 | 47.2% | \$4,681 | 22.2% | 43 | 2.4% | 70.5% | \$3,110 | 2/28/22 |
| | Total | \$133,747 | 4.4% | 59.9% | \$14,096 | 47.2% | \$4,681 | 22.2% | 43 | 2.4% | 69.4% | \$3,110 | |
| Specialty | Dwelling Fire | \$13,768 | 328.8% | 40.2% | \$3,376 | 493.3% | \$1,671 | -253.6% | 10 | 150.0% | 71.4% | \$1,377 | 3/31/22 |
| | Home | \$378 | 0.0% | 9.5% | (\$374) | 0.0% | \$0 | 0.0% | 1 | 0.0% | 33.3% | \$378 | 3/31/22 |
| | MOBILE HOME | \$4,189 | 194.2% | 6.1% | \$0 | 0.0% | \$0 | 0.0% | 3 | 200.0% | 100.0% | \$1,396 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$8,843 | 80.3% | 5.1% | \$1,100 | 5,138.1% | \$1,321 | 84.5% | 11 | 57.1% | 73.3% | \$804 | 3/31/22 |
| | Total | \$27,178 | 184.9% | 19.6% | \$4,102 | 595.3% | \$2,992 | -904.3% | 25 | 108.3% | 69.4% | \$3,955 | |
| Grand Total | | \$160,925 | 16.9% | 55.3% | \$18,198 | 79.0% | \$7,673 | 121.9% | 68 | 25.9% | 69.4% | \$7,065 | |

1288493, SOLIMAN INSURANCE AND FINANCIAL SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------------|--------------|----------------------------|-----------------------|---------------|-----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$74,867 | -23.6% | 111.6% | \$13,060 | -49.0% | \$12,231 | -45.9% | 26 | -33.3% | 53.1% | \$2,880 | 2/28/22 |
| | Total | \$74,867 | -23.6% | 111.6% | \$13,060 | -49.0% | \$12,231 | -45.9% | 26 | -33.3% | 53.1% | \$2,880 | |
| Specialty | Dwelling Fire | \$27,970 | 221.3% | 24.1% | \$9,458 | 98.6% | \$3,088 | -27.7% | 21 | 110.0% | 67.7% | \$1,332 | 3/31/22 |
| | Home | \$13,909 | 310.2% | 8.0% | \$7,362 | 145.8% | \$0 | -100.0% | 9 | 200.0% | 90.0% | \$1,545 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$15,794 | 31.2% | 47.7% | \$3,534 | -26.5% | \$3,806 | 40.1% | 18 | 38.5% | 85.7% | \$877 | 3/31/22 |
| | Motorcycle | \$-1,849 | -188.9% | 5,768.3% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$816 | 142.1% | -30.4% | \$816 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$816 | 3/31/22 |
| | Rental M.H. | \$1,507 | 352.6% | 8.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,507 | 3/31/22 |
| | Travel Trailer | \$2,086 | -14.4% | 2.8% | \$319 | -3.3% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,043 | 3/31/22 |
| | Total | \$60,233 | 105.4% | 44.5% | \$21,489 | 43.6% | \$6,894 | -30.9% | 52 | 73.3% | 75.4% | \$7,121 | |
| Grand Total | | \$135,100 | 6.1% | 90.7% | \$34,549 | -14.9% | \$19,125 | -41.3% | 78 | 13.0% | 66.1% | \$10,000 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 894 | 10 | \$11,008 | 228 | 1 | \$1,648 | 0 | 120 | 1 | \$1,648 | 0.8% | 2/28/22 |
| | Total | 895 | 10 | \$11,008 | 229 | 1 | \$1,648 | 0 | 120 | 1 | \$1,648 | 0.8% | |
| Specialty | Role: | 66 | 21 | \$28,654 | 14 | 2 | \$4,924 | 0.14 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 32 | 7 | \$9,988 | 7 | 2 | \$4,022 | 0.29 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 30 | 8 | \$7,264 | 11 | 3 | \$2,161 | 0.27 | 6 | 3 | \$2,161 | 50.0% | 3/31/22 |
| | Role: | 8 | 1 | \$467 | 5 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$816 | 2 | 1 | \$816 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,514 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 142 | 39 | \$48,703 | 40 | 8 | \$11,923 | 0.2 | 17 | 3 | \$2,161 | 17.6% | |
| Grand Total | | 1,037 | 49 | \$59,711 | 269 | 9 | \$13,571 | 0.03 | 137 | 4 | \$3,809 | 2.9% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tom Shull | | | | SOLIMAN INSURANCE AND FINANCIAL SERVICES | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 17145 N 51ST AVE STE 106 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1288493 | | | GLENDALE, AZ 853083942 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6025403673 MAX@SOLIMANINSURANCE.COM | | | | | |

1288495, SOLIMAN INSURANCE AND FINANCIAL SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,714 | -34.6% | 2.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1,714 | 3/31/22 |
| | MOBILE HOME | \$1,428 | -50.3% | 3.6% | \$0 | -100.0% | \$0 | -100.0% | 3 | 50.0% | 100.0% | \$476 | 3/31/22 |
| | Rental M.H. | \$1,584 | 0.0% | 8.9% | \$1,584 | 0.0% | \$1,584 | 0.0% | 1 | 0.0% | 100.0% | \$1,584 | 3/31/22 |
| | Total | \$4,726 | -14.0% | 3.3% | \$1,584 | 20.3% | \$1,584 | 20.3% | 5 | 25.0% | 83.3% | \$3,774 | |
| | Grand Total | \$4,726 | -14.0% | 3.3% | \$1,584 | 20.3% | \$1,584 | 20.3% | 5 | 25.0% | 83.3% | \$3,774 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,428 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,584 | 1 | 1 | \$1,584 | 1 | 1 | 1 | \$1,584 | 100.0% | 3/31/22 |
| | Total | 4 | 2 | \$3,012 | 1 | 1 | \$1,584 | 1 | 1 | 1 | \$1,584 | 100.0% | |
| | Grand Total | 4 | 2 | \$3,012 | 1 | 1 | \$1,584 | 1 | 1 | 1 | \$1,584 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

SOLIMAN INSURANCE AND FINANCIAL SERVICES

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 16420 N 92ND ST STE 105

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1288493

SCOTTSDALE, AZ 852601947

Annual Average Premium = This Yr R12 NWP / PIF

1288493 Phone/Email: 4803150400 MAX@SOLIMANINSURANCE.COM

1299686, INSURANCE PROFESSIONAL AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|----------------|--------------|------------------|-----------------------|--------------|----------------|----------------|-----------------------------------|-------------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Home | \$526 | 0.0% | 7.4% | \$526 | 0.0% | \$526 | 0.0% | 1 | 0.0% | 50.0% | \$526 | 3/31/22 |
| | MOBILE HOME | \$553 | 0.0% | 8.9% | \$553 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$553 | 3/31/22 |
| | Total | \$1,079 | 0.0% | 8.7% | \$1,079 | 0.0% | \$526 | 0.0% | 2 | 0.0% | 66.7% | \$1,079 | |
| Grand Total | | \$1,079 | 0.0% | 8.7% | \$1,079 | 0.0% | \$526 | 0.0% | 2 | 0.0% | 66.7% | \$1,079 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 31 | 0 | \$0 | 29 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 31 | 0 | \$0 | 29 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 2 | \$526 | 3 | 2 | \$526 | 0.67 | 1 | 2 | \$526 | 200.0% | 3/31/22 |
| | Role: | 1 | 1 | \$553 | 1 | 1 | \$553 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 3 | \$1,079 | 4 | 3 | \$1,079 | 0.75 | 1 | 2 | \$526 | 200.0% | |
| Grand Total | | 35 | 3 | \$1,079 | 33 | 3 | \$1,079 | 0.09 | 17 | 2 | \$526 | 11.8% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | INSURANCE PROFESSIONAL AGENCY INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | PO BOX 1815 | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1299686 | | | | QUEEN CREEK, AZ | 851421839 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 4804541582 | | ABE@BOLINGCOMPANIES.COM | | | |

1312744, OXYGEN INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|---------------|----------------|-----------------|--------------|-----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$157,237 | 336.9% | 281.0% | \$24,234 | 20.3% | \$17,151 | 36.8% | 59 | 195.0% | 30.4% | \$2,665 | 2/28/22 |
| | Total | \$157,237 | 336.9% | 281.0% | \$24,234 | 20.3% | \$17,151 | 36.8% | 59 | 195.0% | 30.4% | \$2,665 | |
| Specialty | Dwelling Fire | \$447 | 0.0% | 8.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$447 | 3/31/22 |
| | Home | \$1,123 | 798.4% | 8.8% | \$0 | -100.0% | \$0 | -100.0% | 2 | 100.0% | 66.7% | \$562 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$393 | 0.0% | 10.7% | \$393 | 0.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$393 | 3/31/22 |
| | Rental M.H. | \$1,066 | 0.0% | 9.1% | \$533 | 0.0% | \$533 | 0.0% | 2 | 0.0% | 100.0% | \$533 | 3/31/22 |
| | Travel Trailer | \$159 | 0.0% | 6.2% | \$159 | 0.0% | \$159 | 0.0% | 1 | 0.0% | 100.0% | \$159 | 3/31/22 |
| | Total | \$3,188 | 515.4% | 9.2% | \$1,085 | 109.5% | \$692 | 33.6% | 7 | 250.0% | 87.5% | \$2,094 | |
| Grand Total | | \$160,425 | 339.4% | 277.2% | \$25,319 | 22.5% | \$17,843 | 36.7% | 66 | 200.0% | 32.7% | \$4,759 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|--------------|--------------|-----------------------------|-----------------------|--------------|-----------------|----------------------------|---------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 2,111 | 174 | \$182,347 | 447 | 7 | \$9,586 | 0.02 | 254 | 6 | \$8,692 | 2.4% | 2/28/22 | |
| | Total | 2,111 | 174 | \$182,347 | 447 | 7 | \$9,586 | 0.02 | 254 | 6 | \$8,692 | 2.4% | | |
| Specialty | Role: | 2 | 1 | \$447 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 28 | 2 | \$1,185 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$1,066 | 1 | 1 | \$533 | 1 | 1 | 1 | \$533 | 100.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$159 | 1 | 1 | \$159 | 1 | 0 | 1 | \$159 | 0.0% | 3/31/22 | |
| | Total | 37 | 6 | \$2,857 | 7 | 2 | \$692 | 0.29 | 2 | 2 | \$692 | 100.0% | | |
| Grand Total | | 2,148 | 180 | \$185,204 | 454 | 9 | \$10,278 | 0.02 | 256 | 8 | \$9,384 | 3.1% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Nick Benge | | | | OXYGEN INSURANCE GROUP LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 3377 S PRICE RD # 3016 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1312744 | | | | CHANDLER, AZ 852483573 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 6027671776 | OXYGEN@OXYGENINS.COM | | | | | |

1380929, GARLAND INS & FINANCIAL SVCS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$6,793 | 177.8% | 14.2% | \$3,520 | 201.4% | \$0 | 0.0% | 4 | 100.0% | 100.0% | \$1,698 | 3/31/22 |
| | MOBILE HOME | \$3,773 | 21.1% | 4.1% | \$3,744 | 7.9% | \$657 | -69.0% | 3 | 0.0% | 100.0% | \$1,258 | 3/31/22 |
| | Total | \$10,566 | 90.0% | 9.3% | \$7,264 | 56.7% | \$657 | -69.0% | 7 | 40.0% | 100.0% | \$2,956 | |
| Grand Total | | \$10,566 | 90.0% | 9.2% | \$7,264 | 56.7% | \$657 | -69.0% | 7 | 40.0% | 100.0% | \$2,956 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|----------------------------|--------------|----------------|----------------------------------|-----------------------------|----------------------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 2 | \$4,251 | 3 | 1 | \$2,307 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 2 | \$4,251 | 4 | 1 | \$2,307 | 0.25 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 2 | \$4,251 | 4 | 1 | \$2,307 | 0.25 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | AgyDevelopment NewAccounts | | | GARLAND INS & FINANCIAL SVCS LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: | 11811 N TATUM BLVD STE 1004 | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1380929 | | | Phone/Email: | PHOENIX, | AZ | 850281600 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 6029530691 | MARK@GARLAND-INSURANCE.COM | | | |

1279200, WJ SAUNDERS INSURANCE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|----------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

WJ SAUNDERS INSURANCE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2760 TAPO CANYON RD STE 6

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279200

SIMI VALLEY, CA 930632376

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8054264855 BILL@WJSANDERSINSURANCE.COM

1279205, WJ SAUNDERS INSURANCE CORP.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | WJ SAUNDERS INSURANCE CORP. |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | SUB | Address: 2760 TAPO CANYON RD STE 6 |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1279200 | SIMI VALLEY, CA 930632376 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1279200 Phone/Email: 8054264855 BILL@WJSANDERSINSURANCE.COM |

1279208, PATRICK SCHUMACHER INSURANCE SOLUTIONS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|------------|-----------------|----------------------------------|-----------------------|-----------------|---------------|--|---------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$21,368 | 5.1% | 396.9% | \$11,598 | 166.6% | \$5,665 | 78.7% | 13 | 18.2% | 81.3% | \$1,644 | 3/31/22 | |
| | Home | \$84 | 0.0% | 24.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Marine | \$125 | -25.6% | 7.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$125 | 3/31/22 | |
| | MOBILE HOME | \$20,323 | -1.2% | 19.8% | \$4,843 | 10.6% | \$1,177 | 8.4% | 21 | 5.0% | 87.5% | \$968 | 3/31/22 | |
| | Motorcycle | \$1,577 | 15.5% | 1,297.5% | \$805 | -1.6% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$789 | 3/31/22 | |
| | Motor Home | \$1,738 | -23.8% | 4.6% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$869 | 3/31/22 | |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$6,226 | 483.0% | 21.4% | \$2,865 | 1,636.4% | \$1,654 | 902.4% | 4 | 100.0% | 66.7% | \$1,557 | 3/31/22 | |
| | Travel Trailer | \$-41 | -109.9% | 6.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$51,400 | 11.3% | 203.8% | \$20,111 | 123.6% | \$8,496 | 92.1% | 43 | 13.2% | 81.1% | \$5,950 | | |
| Grand Total | | | \$51,400 | 11.3% | 203.8% | \$20,111 | 123.6% | \$8,496 | 92.1% | 43 | 13.2% | 81.1% | \$5,950 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 25 | 5 | \$10,762 | 7 | 3 | \$6,142 | 0.43 | 2 | 2 | \$4,721 | 100.0% | 3/31/22 | |
| | Role: | 4 | 1 | \$725 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 14 | 4 | \$3,838 | 4 | 1 | \$795 | 0.25 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$772 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 4 | \$4,572 | 0 | 1 | \$1,539 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 53 | 15 | \$20,669 | 13 | 5 | \$8,476 | 0.38 | 3 | 2 | \$4,721 | 66.7% | | |
| Grand Total | | | 53 | 15 | \$20,669 | 13 | 5 | \$8,476 | 0.38 | 3 | 2 | \$4,721 | 66.7% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | PATRICK SCHUMACHER INSURANCE SOLUTIONS | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALE | Legal Business Entity | | | Address: 1822 W KETTLEMAN LN STE 4 | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279208 | | | LODI, CA 952424218 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | Phone/Email: 2093341400 | | | | ADMIN@INSURANCELODI.COM | | | | | | |

1279277, JC GLOBAL INSURANCE SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|-------------|------------------|-----------------------|---------------|----------------|-----------------|------------------------------|-------------------------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$9,642 | 220.9% | 4.6% | \$6,491 | 0.0% | \$6,491 | 0.0% | 1 | 0.0% | 100.0% | \$9,642 | 2/28/22 |
| | Personal Auto | \$1,833 | -73.3% | 2.9% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$1,833 | 2/28/22 |
| | Total | \$11,475 | 16.2% | 4.0% | \$6,491 | 4,376.6% | \$6,491 | 4,376.6% | 2 | 0.0% | 100.0% | \$11,475 | |
| Specialty | Dwelling Fire | \$1,585 | 43.7% | 21.3% | \$1,585 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,585 | 3/31/22 |
| | MOBILE HOME | \$1,136 | -41.5% | 17.2% | \$1,136 | 15.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,136 | 3/31/22 |
| | Total | \$2,721 | -10.7% | 19.1% | \$2,721 | 175.4% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$2,721 | |
| Grand Total | | \$14,196 | 9.9% | 7.9% | \$9,212 | 713.1% | \$6,491 | 4,376.6% | 4 | 0.0% | 80.0% | \$14,196 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 1 | \$1,585 | 1 | 1 | \$1,585 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 1 | \$1,585 | 1 | 1 | \$1,585 | 1 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 1 | \$1,585 | 1 | 1 | \$1,585 | 1 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | JC GLOBAL INSURANCE SERVICES | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 520 N BROOKHURST ST STE 209 | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279277 | | | | ANAHEIM, | CA 928015206 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 7145267700 CHRISCHO@JCGLOBALINS.COM | | | |

1279356, MARSHALL-CAIQUO,MICHELLE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | MARSHALL-CAIQUO,MICHELLE |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | Legal Business Entity | Address: 4401 ATLANTIC AVE STE 214 |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1279356 | LONG BEACH, CA 908072218 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | Phone/Email: 3103489936 CAIQUOINSAGENCY@YAHOO.COM |

1279401, SCHUMACHER, PATRICK DEAN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$1,000 | -124.1% | -14.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,000 | 3/31/22 |
| | Marine | \$441 | 12.2% | 14.7% | \$441 | 1.1% | \$0 | -100.0% | 1 | 0.0% | 0.0% | \$441 | 3/31/22 |
| | MOBILE HOME | \$1,029 | -131.9% | -18.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,029 | 3/31/22 |
| | Motorcycle | \$519 | -194.9% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$519 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$2,989 | -137.4% | -14.7% | \$441 | 1.1% | \$0 | -100.0% | 4 | 100.0% | 200.0% | \$2,989 | |
| Grand Total | | \$2,989 | -137.4% | -14.7% | \$441 | 1.1% | \$0 | -100.0% | 4 | 100.0% | 200.0% | \$2,989 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 10

Portfolio Owner: Digital Segment

SCHUMACHER, PATRICK DEAN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALE

Address: 1822 W KETTLEMAN LN STE 4

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279208

LODI, CA 952424218

Annual Average Premium = This Yr R12 NWP / PIF

1279579, PACHECO, PATRICIA ANN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|--------------|----------------|--------------|-------------|--------------|--------------|----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,388 | 37.7% | 20.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$694 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$250 | 0.0% | 15.4% | \$125 | 0.0% | \$125 | 0.0% | 1 | 0.0% | 100.0% | \$250 | 3/31/22 |
| | Total | \$1,638 | 62.5% | 20.4% | \$125 | 0.0% | \$125 | 0.0% | 3 | 50.0% | 100.0% | \$944 | |
| Grand Total | | \$1,638 | 62.5% | 20.4% | \$125 | 0.0% | \$125 | 0.0% | 3 | 50.0% | 100.0% | \$944 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$125 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 1 | \$125 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 9 | 1 | \$125 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

PACHECO, PATRICIA ANN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 18327 GRIDLEY RD STE B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279579

CERRITOS, CA 907035437

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5624021600 PAT@PACHECOAGENCY.COM

1279738, CEDARWOOD FINANCIAL & INSURANCE SERVICES, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$38,112 | 48.4% | 20.0% | \$9,778 | 68.7% | \$529 | -0.2% | 30 | 30.4% | 75.0% | \$1,270 | 3/31/22 |
| | Home | \$2,015 | 15.8% | 18.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,015 | 3/31/22 |
| | MOBILE HOME | \$3,335 | 54.0% | 18.4% | \$0 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$1,112 | 3/31/22 |
| | Motorcycle | \$409 | 0.0% | 10.6% | \$409 | 0.0% | \$409 | 0.0% | 1 | 0.0% | 100.0% | \$409 | 3/31/22 |
| | Motor Home | \$509 | 1.8% | 2.3% | \$509 | 1.8% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$509 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$3,916 | 7.8% | 17.1% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$979 | 3/31/22 |
| | Travel Trailer | \$245 | 0.0% | 21.3% | \$121 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$245 | 3/31/22 |
| | Total | \$48,541 | 43.9% | 19.3% | \$10,817 | 71.8% | \$938 | 77.0% | 41 | 32.3% | 80.4% | \$6,539 | |
| | Grand Total | \$48,541 | 43.9% | 19.3% | \$10,817 | 71.8% | \$938 | 77.0% | 41 | 32.3% | 80.4% | \$6,539 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 120 | 17 | \$18,716 | 20 | 4 | \$4,263 | 0.2 | 4 | 1 | \$983 | 25.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$952 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$409 | 1 | 1 | \$409 | 1 | 1 | 1 | \$409 | 100.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$124 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 132 | 20 | \$20,201 | 22 | 5 | \$4,672 | 0.23 | 5 | 2 | \$1,392 | 40.0% | |
| | Grand Total | 134 | 20 | \$20,201 | 22 | 5 | \$4,672 | 0.23 | 5 | 2 | \$1,392 | 40.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Amanda Noorman

CEDARWOOD FINANCIAL & INSURANCE SERVICES, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1777 OAK AVE STE B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279738

DAVIS, CA 956161074

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5307530700 YANGA1@CEDARWOODAGENCY.COM

1279775, BPH INS & FINANCIAL SRVS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|----------------|---------------|------------------|-----------------------|--------------|--------------|----------------|--|----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,434 | -60.6% | -84.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$717 | 3/31/22 |
| | Motorcycle | \$263 | 40.6% | -0.4% | \$263 | -1.1% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$263 | 3/31/22 |
| | Travel Trailer | \$677 | -17.5% | 13.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$677 | 3/31/22 |
| | Total | \$2,374 | -48.9% | -52.9% | \$263 | -1.1% | \$0 | 0.0% | 4 | -20.0% | 66.7% | \$1,657 | |
| Grand Total | | \$2,374 | -48.9% | -52.9% | \$263 | -1.1% | \$0 | 0.0% | 4 | -20.0% | 66.7% | \$1,657 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$677 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 1 | \$677 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 1 | \$677 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | BPH INS & FINANCIAL SRVS INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 1620 35TH AVE STE F | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279775 | | | | SACRAMENTO, CA 958223476 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 9164298888 PETERH@BPHIN.COM | | | | |

1279941, FORAKER, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------|--|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | FORAKER, LLC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | SUB | Address: 2601 UNION AVE |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1279767 | BAKERSFIELD, CA 933053458 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1279767 Phone/Email: 6616339901 INSURE@MTN-PACIFIC.COM |

1279948, MOUNTAIN PACIFIC INSURANCE SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|---------------|----------------------------------|----------------|---------------|----------------|-------------------------------------|---------------|-----------------|------------------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$24,423 | 568.4% | 21.7% | \$6,978 | 1,180.4% | \$2,099 | 285.1% | 20 | 400.0% | 100.0% | \$1,221 | 3/31/22 |
| | Home | \$3,777 | 10.5% | 18.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$3,777 | 3/31/22 |
| | MOBILE HOME | \$7,489 | 21.2% | 23.3% | \$1,430 | -6.5% | \$0 | -100.0% | 7 | 16.7% | 100.0% | \$1,070 | 3/31/22 |
| | Motorcycle | \$63 | 0.0% | 10.6% | (\$148) | 0.0% | (\$148) | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$35,752 | 169.8% | 21.7% | \$8,260 | 298.1% | \$1,951 | 129.5% | 28 | 154.5% | 96.6% | \$6,068 | |
| Grand Total | | \$35,752 | 169.8% | 21.7% | \$8,260 | 298.1% | \$1,951 | 129.5% | 28 | 154.5% | 96.6% | \$6,068 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 48 | 16 | \$19,075 | 11 | 6 | \$5,692 | 0.55 | 4 | 2 | \$2,099 | 50.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$1,107 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$211 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 60 | 18 | \$20,393 | 13 | 6 | \$5,692 | 0.46 | 4 | 2 | \$2,099 | 50.0% | |
| Grand Total | | 60 | 18 | \$20,393 | 13 | 6 | \$5,692 | 0.46 | 4 | 2 | \$2,099 | 50.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MOUNTAIN PACIFIC INSURANCE SERVICES | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | Address: 2601 UNION AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279767 | | | BAKERSFIELD, CA 933053458 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1279941 | Phone/Email: | 6616339901 | INSURE@MTN-PACIFIC.COM | | |

1281413, RICHARD TURNER INSURANCE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|------------------------------------|----------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,611 | 1.4% | 25.2% | \$2,872 | 6.0% | \$846 | -56.0% | 12 | 0.0% | 80.0% | \$884 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,344 | 26.1% | 18.0% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 100.0% | \$869 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 1,390.5% | (\$154) | 0.0% | (\$154) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,733 | 3.8% | 17.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$867 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$16,688 | 5.9% | 33.6% | \$2,718 | 0.3% | \$692 | -64.0% | 19 | 0.0% | 82.6% | \$2,620 | |
| Grand Total | | \$16,688 | 5.9% | 33.6% | \$2,718 | 0.3% | \$692 | -64.0% | 19 | 0.0% | 82.6% | \$2,620 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 16 | 3 | \$2,463 | 4 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$463 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 22 | 4 | \$2,926 | 6 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Grand Total | | 22 | 4 | \$2,926 | 6 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | RICHARD TURNER INSURANCE AGENCY | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 3443 CAMINO DEL RIO S STE 221 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1281413 | | | | SAN DIEGO, CA 921083914 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6192966222 RICHARD@RICHARDTURNERAGENCY.COM | | | | | |

1281444, TURNER,RICHARD

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|---------------|----------------|----------------|------------|----------------|------------|--------------|----------|----------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$-121 | -136.2% | 36.1% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$-121 | -136.2% | 36.1% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Grand Total | | \$-121 | -136.2% | 36.1% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|----------------------------------|------------|--------------|--------------|----------------|---------------|--|---------------------------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 0 | \$0 | 4 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 0 | \$0 | 4 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 0 | \$0 | 4 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | TURNER,RICHARD | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | | Address: 3443 CAMINO DEL RIO S STE 221 | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1281413 | | | | | SAN DIEGO, CA | 921083914 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1281413 | Phone/Email: | 6192966222 | RICHARD@RICHARDTURNERAGENCY.COM | | |

1288196, FRED SIMMONS INS MARKETING INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|--------------|--------------|------------------|-----------------------|----------------|--------------|----------------|--------------------------------|-------------------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | -100.0% | -39.4% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$714 | -981.5% | 2.5% | \$714 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$714 | 3/31/22 |
| | Total | \$714 | 46.3% | -28.8% | \$714 | -130.2% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$714 | |
| Grand Total | | \$714 | 46.3% | -28.8% | \$714 | -130.2% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$714 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$714 | 2 | 1 | \$714 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 1 | \$714 | 2 | 1 | \$714 | 0.5 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 3 | 1 | \$714 | 2 | 1 | \$714 | 0.5 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | FRED SIMMONS INS MARKETING INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 11294 COLOMA RD STE A | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1288196 | | | | GOLD RIVER, CA | 956704486 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 9166380585 | | FRED@FREDSIMMONSINSURANCE.COM | | | |

1360282, GLEASON,NATHAN DOUGLAS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------|--------------|------------------|-----------------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$26,513 | 138.3% | 20.8% | \$10,918 | 289.0% | \$2,318 | 0.0% | 12 | 71.4% | 80.0% | \$2,209 | 3/31/22 |
| | Home | \$2,555 | 319.5% | 20.0% | \$758 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$1,278 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$29,068 | 138.9% | 20.2% | \$11,676 | 316.0% | \$2,318 | 0.0% | 14 | 75.0% | 82.4% | \$3,487 | |
| Grand Total | | \$29,068 | 136.0% | 20.2% | \$11,676 | 316.0% | \$2,318 | 0.0% | 14 | 75.0% | 82.4% | \$3,487 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 49 | 8 | \$13,065 | 10 | 1 | \$2,119 | 0.1 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 1 | \$722 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 72 | 9 | \$13,787 | 13 | 1 | \$2,119 | 0.08 | 4 | 0 | \$0 | 0.0% | |
| Grand Total | | 72 | 9 | \$13,787 | 13 | 1 | \$2,119 | 0.08 | 4 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | GLEASON,NATHAN DOUGLAS | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 22875 SAVI RANCH PKWY STE J | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1360282 | | | YORBA LINDA, CA 928874619 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8337872700 INFO@GLEASONINSURED.COM | | | | | |

1360794, BUSHMAN INSURANCE & FINANCIAL SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|------------------------------------|----------------|---------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$12,593 | 0.0% | 4.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$12,593 | 2/28/22 |
| | Personal Auto | \$594 | -66.3% | 105.0% | \$68 | -52.1% | \$68 | 0.0% | 1 | 0.0% | 25.0% | \$594 | 2/28/22 |
| | Total | \$13,187 | 647.6% | 12.7% | \$68 | -52.1% | \$68 | 0.0% | 2 | 100.0% | 40.0% | \$13,187 | |
| Specialty | Dwelling Fire | \$5,167 | -70.1% | 20.2% | \$3,596 | -58.8% | \$0 | -100.0% | 10 | 11.1% | 90.9% | \$517 | 3/31/22 |
| | Home | \$9,884 | -25.8% | 21.9% | \$0 | -100.0% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$3,295 | 3/31/22 |
| | MOBILE HOME | \$8,939 | 13.7% | 17.3% | \$638 | -16.9% | (\$290) | 0.0% | 8 | -27.3% | 72.7% | \$1,117 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,543 | 415.8% | 21.1% | (\$565) | 0.0% | (\$565) | 0.0% | 2 | 100.0% | 66.7% | \$1,272 | 3/31/22 |
| | Total | \$26,533 | -31.9% | 20.0% | \$3,669 | -60.7% | (\$855) | -190.6% | 23 | -8.0% | 79.3% | \$6,200 | |
| Grand Total | | \$39,720 | -2.5% | 18.8% | \$3,737 | -60.6% | (\$787) | -183.4% | 25 | -3.8% | 73.5% | \$19,387 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 2 | 1 | \$12,593 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 231 | 3 | \$433 | 19 | 1 | \$142 | 0.05 | 11 | 1 | \$142 | 9.1% | 2/28/22 |
| | Total | 233 | 4 | \$13,026 | 19 | 1 | \$142 | 0.05 | 11 | 1 | \$142 | 9.1% | |
| Specialty | Role: | 28 | 2 | \$1,388 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$2,615 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 35 | 4 | \$4,003 | 9 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Grand Total | | 268 | 8 | \$17,029 | 28 | 1 | \$142 | 0.04 | 15 | 1 | \$142 | 6.7% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Timothy Mc Kenna | | | | BUSHMAN INSURANCE & FINANCIAL SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 6041 LONE TREE WAY STE B | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1360794 | | | | BRENTWOOD, CA 945135261 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 9257886929 TOM@BUSHMANINSURANCEAGENCY.COM | | | | | |

1364549, WATERTON INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 136 | 0 | \$0 | 86 | 0 | \$0 | 0 | 30 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 136 | 0 | \$0 | 86 | 0 | \$0 | 0 | 30 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 0 | \$0 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 14 | 0 | \$0 | 11 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 0 | \$0 | 20 | 0 | \$0 | 0 | 8 | 0 | \$0 | 0.0% | |
| Grand Total | | 162 | 0 | \$0 | 106 | 0 | \$0 | 0 | 38 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: April Emelander

WATERTON INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 7600 E ORCHARD RD STE 250N

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1364549

GREENWOOD VIL CO 801112540

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3034880467 MIKE.PARR@WATERTONINSURANCE.COM

183541, IRONGATE INSURANCE COUNSELORS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|---------------|-----------------|---------------|-------------------------------|-----------------------|---------------|----------------|---|-----------------------------|----------------|-----------------|-------------------|----------------|--|
| Specialty | Dwelling Fire | \$28,659 | -29.6% | 12.9% | \$7,218 | -28.8% | \$1,767 | 53.0% | 17 | -19.0% | 70.8% | \$1,686 | 3/31/22 | |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$944 | -20.6% | 9.0% | \$854 | 4.5% | (\$265) | 0.0% | 1 | 0.0% | 100.0% | \$944 | 3/31/22 | |
| | Total | \$29,603 | -29.4% | 12.8% | \$8,072 | -26.3% | \$1,502 | 30.0% | 18 | -18.2% | 72.0% | \$2,630 | | |
| Grand Total | | \$29,603 | -29.4% | 12.8% | \$8,072 | -26.3% | \$1,502 | 30.0% | 18 | -18.2% | 72.0% | \$2,630 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Specialty | Role: | 11 | 3 | \$5,394 | 2 | 1 | \$2,122 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 13 | 3 | \$5,394 | 2 | 1 | \$2,122 | 0.5 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 13 | 3 | \$5,394 | 2 | 1 | \$2,122 | 0.5 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Sandra Caron | | | | IRONGATE INSURANCE COUNSELORS LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 61 MAPLE AVE STE 3 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 183541 | | | | COLLINSVILLE, CT 060193058 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8605614713 AARON@CAPLANINSURANCE.COM | | | | | | |

1014000, LEFKOWSKI,AARON

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$1,034 | 4.9% | 7.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,034 | 3/31/22 |
| | Off-Road Veh | \$321 | -17.1% | 3.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$321 | 3/31/22 |
| | Total | \$1,355 | -1.3% | 6.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,355 | |
| Grand Total | | \$1,355 | -1.3% | 6.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,355 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|--------------|--|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Sandra Caron | LEFKOWSKI,AARON |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | SUB | Address: 61 MAPLE AVE STE 3 |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 183541 | COLLINSVILLE, CT 060193058 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 183541 Phone/Email: 8605614713 AARON@CAPLANINSURANCE.COM |

1280261, SARDILLI INSURANCE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|----------------|---------------|----------------|-------------|---------------|------------|--------------|----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$699 | -68.0% | 6.0% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 33.3% | \$699 | 3/31/22 |
| | Marine | \$203 | 0.0% | 29.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$203 | 3/31/22 |
| | Off-Road Veh | \$170 | 100.0% | 5.5% | \$85 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$85 | 3/31/22 |
| | Travel Trailer | \$704 | 0.0% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$704 | 3/31/22 |
| | Total | \$1,776 | -21.7% | 7.1% | \$85 | -90.9% | \$0 | 0.0% | 5 | 66.7% | 71.4% | \$1,691 | |
| | Grand Total | \$1,776 | -21.7% | 7.1% | \$85 | -90.9% | \$0 | 0.0% | 5 | 66.7% | 71.4% | \$1,691 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 1 | \$1,113 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$203 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$85 | 1 | 1 | \$85 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$704 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 4 | \$2,105 | 3 | 1 | \$85 | 0.33 | 2 | 0 | \$0 | 0.0% | |
| | Grand Total | 13 | 4 | \$2,105 | 3 | 1 | \$85 | 0.33 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

SARDILLI INSURANCE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 22 CENTER ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280261

SOUTHBURY, CT 064893105

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8606289686 PAM@SARDILLIAGENCY.COM

1375925, ANGELOVIC INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|--------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$12,879 | 14.6% | 12.2% | \$5,756 | 6.7% | \$3,712 | 5.9% | 7 | 16.7% | 87.5% | \$1,840 | 3/31/22 |
| | Home | \$806 | 5.1% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$806 | 3/31/22 |
| | Marine | \$422 | 8.2% | 25.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$422 | 3/31/22 |
| | MOBILE HOME | \$2,530 | 52.2% | 12.9% | \$2,530 | 52.2% | \$1,739 | 85.6% | 3 | 50.0% | 100.0% | \$843 | 3/31/22 |
| | Motorcycle | \$395 | 6.5% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$395 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$963 | 308.1% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$963 | 3/31/22 |
| | Total | \$17,995 | 22.7% | 11.6% | \$8,286 | 17.4% | \$5,451 | 22.7% | 14 | 16.7% | 93.3% | \$5,269 | |
| Grand Total | | \$17,995 | 22.7% | 11.6% | \$8,286 | 17.4% | \$5,451 | 22.7% | 14 | 16.7% | 93.3% | \$5,269 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 32 | 2 | \$3,935 | 9 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$716 | 2 | 1 | \$716 | 0.5 | 2 | 1 | \$716 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 36 | 3 | \$4,651 | 12 | 1 | \$716 | 0.08 | 6 | 1 | \$716 | 16.7% | |
| Grand Total | | 36 | 3 | \$4,651 | 12 | 1 | \$716 | 0.08 | 6 | 1 | \$716 | 16.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Andy Marciniec

ANGELOVIC INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 450 MONROE TPKE STE 100

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1375925

MONROE, CT 064682343

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2034598000 CARL@ANGELOVIC.COM

1277354, DISABATINO FINANCIAL SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$48,639 | 113.8% | 46.0% | \$11,977 | 52.7% | \$5,175 | 13.0% | 50 | 85.2% | 89.3% | \$973 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,058 | 80.9% | 19.6% | \$289 | 0.0% | \$0 | 0.0% | 6 | 50.0% | 85.7% | \$676 | 3/31/22 |
| | Off-Road Veh | \$436 | -5.6% | 4.3% | \$215 | 0.0% | \$150 | 0.0% | 6 | 20.0% | 100.0% | \$73 | 3/31/22 |
| | Rental M.H. | \$900 | 0.0% | 18.7% | \$900 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$900 | 3/31/22 |
| | Total | \$54,033 | 105.0% | 42.4% | \$13,381 | 49.3% | \$5,325 | 12.6% | 63 | 70.3% | 90.0% | \$2,622 | |
| | Grand Total | \$54,033 | 105.0% | 42.4% | \$13,381 | 49.3% | \$5,325 | 12.6% | 63 | 70.3% | 90.0% | \$2,622 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 43 | 29 | \$30,425 | 10 | 5 | \$5,813 | 0.5 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$1,668 | 1 | 1 | \$443 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 53 | 33 | \$32,168 | 12 | 6 | \$6,256 | 0.5 | 5 | 0 | \$0 | 0.0% | |
| | Grand Total | 53 | 33 | \$32,168 | 12 | 6 | \$6,256 | 0.5 | 5 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

DISABATINO FINANCIAL SERVICES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 478 MIDDLETOWN WARWICK RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277354

MIDDLETOWN, DE 197099192

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3024495556 ROBYN@DISABATINOINSURANCE.COM

1277380, McAFFEE INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|--------------|-----------------------------------|-----------------------|--------------|----------------|-----------------------------|--|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$32,675 | 7.5% | 174.7% | \$12,489 | 16.5% | \$7,921 | 13.1% | 30 | -3.2% | 78.9% | \$1,089 | 3/31/22 | |
| | Home | \$3,371 | 590.8% | 2.8% | \$1,812 | 0.0% | \$1,812 | 0.0% | 3 | 50.0% | 100.0% | \$1,124 | 3/31/22 | |
| | MOBILE HOME | \$9,915 | -10.0% | 18.7% | \$3,121 | -17.4% | (\$160) | -140.1% | 18 | -10.0% | 72.0% | \$551 | 3/31/22 | |
| | Motorcycle | \$6,434 | 4.9% | 10.2% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 40.0% | \$3,217 | 3/31/22 | |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$1,536 | 0.0% | 18.8% | \$514 | 0.0% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$512 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$53,931 | 10.8% | 110.6% | \$17,936 | 14.6% | \$9,573 | 12.0% | 56 | -3.4% | 75.7% | \$6,493 | | |
| Grand Total | | \$53,931 | 10.8% | 110.6% | \$17,936 | 14.6% | \$9,573 | 12.0% | 56 | -3.4% | 75.7% | \$6,493 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 23 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 23 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 42 | 7 | \$10,802 | 12 | 2 | \$1,604 | 0.17 | 8 | 2 | \$1,604 | 25.0% | 3/31/22 | |
| | Role: | 11 | 1 | \$1,812 | 2 | 1 | \$1,812 | 0.5 | 1 | 1 | \$1,812 | 100.0% | 3/31/22 | |
| | Role: | 12 | 5 | \$2,856 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 3 | \$1,841 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 73 | 16 | \$17,311 | 17 | 3 | \$3,416 | 0.18 | 9 | 3 | \$3,416 | 33.3% | | |
| Grand Total | | 96 | 16 | \$17,311 | 19 | 3 | \$3,416 | 0.16 | 9 | 3 | \$3,416 | 33.3% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chase Vandenberg | | | | MCAFEE INSURANCE AGENCY LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 1816 W 4TH ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277380 | | | | WILMINGTON, DE 198053420 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 3026557999 DEBRA@MCAFEEINSURE.COM | | | | | |

1277682, WOLFF INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|---------------|----------------------------------|-----------------------|---------------|----------------|----------------------------|--------------------------|-----------------|--------------------------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$1,352 | -77.3% | 4.4% | (\$2,514) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 25.0% | \$1,352 | 3/31/22 | |
| | Home | \$1,295 | -4.0% | 7.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,295 | 3/31/22 | |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$7,236 | 21.5% | 19.2% | \$1,741 | 32.6% | \$0 | 0.0% | 10 | 11.1% | 100.0% | \$724 | 3/31/22 | |
| | Motorcycle | \$534 | -87.7% | -2.0% | \$1,277 | -35.8% | \$1,277 | -35.8% | 1 | -66.7% | 33.3% | \$534 | 3/31/22 | |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$10,417 | -40.8% | 11.0% | \$504 | -84.7% | \$1,277 | -35.8% | 13 | -13.3% | 72.2% | \$3,905 | | |
| Grand Total | | \$10,417 | -40.8% | 11.0% | \$504 | -84.7% | \$1,277 | -35.8% | 13 | -13.3% | 72.2% | \$3,905 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 11 | 2 | \$5,341 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 1 | \$858 | 1 | 1 | \$858 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 20 | 3 | \$6,199 | 5 | 1 | \$858 | 0.2 | 3 | 0 | \$0 | 0.0% | | |
| Grand Total | | 20 | 3 | \$6,199 | 5 | 1 | \$858 | 0.2 | 3 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | WOLFF INSURANCE AGENCY INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 520 PEOPLES PLZ | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277682 | | | | NEWARK, | DE | 197024798 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 3022831880 | PETER@WOLFFINSURANCEAGENCY.COM | | | |

1278364, CROW INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,031 | 5.1% | 8.7% | \$5,079 | 4.5% | \$2,066 | -57.5% | 8 | 33.3% | 72.7% | \$1,254 | 3/31/22 |
| | Home | \$218 | -106.9% | 4.5% | \$0 | -100.0% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$218 | 3/31/22 |
| | MOBILE HOME | \$10,180 | 2.3% | 15.7% | \$4,588 | 52.6% | \$687 | 132.9% | 16 | 14.3% | 94.1% | \$636 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$662 | 76.5% | 6.6% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 71.4% | \$132 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$2,265 | -5.3% | 3.5% | \$456 | -3.4% | \$0 | -100.0% | 5 | -16.7% | 71.4% | \$453 | 3/31/22 |
| | Total | \$22,920 | -9.8% | 10.5% | \$10,123 | 23.6% | \$2,753 | -49.8% | 35 | 9.4% | 79.5% | \$2,258 | |
| Grand Total | | \$22,920 | -9.8% | 10.5% | \$10,123 | 23.6% | \$2,753 | -49.8% | 35 | 9.4% | 79.5% | \$2,258 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 14 | 5 | \$5,716 | 2 | 1 | \$1,250 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 3 | \$2,001 | 2 | 1 | \$392 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 3 | \$314 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$331 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 39 | 12 | \$8,362 | 5 | 2 | \$1,642 | 0.4 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 41 | 12 | \$8,362 | 6 | 2 | \$1,642 | 0.33 | 1 | 0 | \$0 | 0.0% | |

Curr Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Digital Segment

CROW INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Otes) * 100

#MULTIVALE

Address: 106 S BROAD S

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

| BE | UPN: 1278364

MIDDLETOWN DE 197091439

Annual Average Premium = This Yr B12 NWR / PIF

1278646, SHEETS INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|---------------|----------------------------------|-----------------------|---------------|-----------------|-----------------------------|-------------------------|------------------|----------------------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$11,172 | 217.9% | -0.5% | \$5,239 | -1,277.3% | \$1,129 | 0.0% | 11 | 175.0% | 78.6% | \$1,016 | 3/31/22 | |
| | Home | \$7,305 | 373.7% | 14.2% | \$4,889 | 217.1% | \$2,212 | 43.5% | 6 | 0.0% | 120.0% | \$1,218 | 3/31/22 | |
| | MOBILE HOME | \$6,721 | 169.9% | 36.7% | \$1,180 | 35.9% | \$0 | 0.0% | 7 | 133.3% | 77.8% | \$960 | 3/31/22 | |
| | Motorcycle | \$2,906 | 0.0% | 12.4% | \$2,206 | 0.0% | \$2,206 | 0.0% | 2 | 0.0% | 100.0% | \$1,453 | 3/31/22 | |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$140 | 86.7% | 10.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$70 | 3/31/22 | |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$28,244 | 270.6% | 16.1% | \$13,514 | 587.7% | \$5,547 | 259.7% | 28 | 250.0% | 84.8% | \$4,716 | | |
| Grand Total | | \$28,244 | 270.6% | 16.1% | \$13,514 | 587.7% | \$5,547 | 259.7% | 28 | 250.0% | 84.8% | \$4,716 | | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 25 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 25 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 36 | 10 | \$8,336 | 11 | 3 | \$3,249 | 0.27 | 3 | 1 | \$1,129 | 33.3% | 3/31/22 | |
| | Role: | 35 | 5 | \$5,645 | 17 | 3 | \$3,229 | 0.18 | 9 | 2 | \$2,228 | 22.2% | 3/31/22 | |
| | Role: | 19 | 6 | \$5,847 | 2 | 2 | \$2,360 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 2 | \$1,899 | 1 | 1 | \$1,199 | 1 | 1 | 1 | \$1,199 | 100.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$140 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 96 | 25 | \$21,867 | 31 | 9 | \$10,037 | 0.29 | 13 | 4 | \$4,556 | 30.8% | | |
| Grand Total | | 121 | 25 | \$21,867 | 34 | 9 | \$10,037 | 0.26 | 15 | 4 | \$4,556 | 26.7% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | SHEETS INSURANCE AGENCY LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 254 FOXHUNT DR | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278646 | | | | BEAR, | DE | 197012536 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 3028320441 | CALVIN@SHEETSINSURANCE.COM | | | |

1281678, STEINEBACH, BEATY AND ASSOC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|-------------|----------------|----------------|---------------|------------------|----------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$24,503 | 22.3% | 12.6% | \$2,453 | -42.3% | (\$2,031) | -183.9% | 25 | 13.6% | 69.4% | \$980 | 3/31/22 |
| | Home | \$5,737 | -38.3% | 8.2% | (\$413) | -118.8% | (\$2,270) | -388.8% | 7 | 0.0% | 77.8% | \$820 | 3/31/22 |
| | MOBILE HOME | \$7,280 | 27.0% | 95.8% | \$620 | 0.0% | \$0 | 0.0% | 11 | -8.3% | 78.6% | \$662 | 3/31/22 |
| | Motorcycle | \$255 | 0.0% | 3.3% | \$255 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$255 | 3/31/22 |
| | Rental M.H. | \$1,495 | 0.0% | 11.8% | \$453 | 0.0% | \$453 | 0.0% | 3 | 0.0% | 100.0% | \$498 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$39,270 | 6.7% | 28.2% | \$3,368 | -56.7% | (\$3,848) | -205.1% | 47 | 4.4% | 74.6% | \$3,215 | |
| Grand Total | | \$39,270 | 6.7% | 28.2% | \$3,368 | -56.7% | (\$3,848) | -205.1% | 47 | 4.4% | 74.6% | \$3,215 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 21 | 14 | \$22,833 | 5 | 3 | \$4,987 | 0.6 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,614 | 1 | 1 | \$379 | 1 | 1 | 1 | \$379 | 100.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,093 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 18 | \$25,540 | 6 | 4 | \$5,366 | 0.67 | 2 | 1 | \$379 | 50.0% | |
| Grand Total | | 28 | 18 | \$25,540 | 6 | 4 | \$5,366 | 0.67 | 2 | 1 | \$379 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

STEINEBACH, BEATY AND ASSOC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 296 BEAR CHRISTIANA RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281678

BEAR, DE 197011041

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3023281212 MATT@SBAINSURANCEAGENCY.COM

1283382, WILKINSON,MICHAEL

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$6,429 | -13.0% | 436.7% | \$2,337 | -27.6% | \$769 | 5.1% | 8 | -11.1% | 88.9% | \$804 | 3/31/22 |
| | Home | \$0 | -100.0% | -1.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$365 | -26.4% | 15.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$365 | 3/31/22 |
| | MOBILE HOME | \$19,706 | -3.4% | 20.3% | \$64 | -84.1% | \$403 | 0.0% | 20 | -9.1% | 90.9% | \$985 | 3/31/22 |
| | Motorcycle | \$956 | -38.6% | 0.5% | \$956 | 11.4% | \$956 | 1.1% | 1 | -50.0% | 50.0% | \$956 | 3/31/22 |
| | Motor Home | \$1,467 | 58.1% | 13.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$734 | 3/31/22 |
| | Off-Road Veh | \$309 | -36.6% | 0.6% | \$75 | 0.0% | \$0 | 0.0% | 3 | -40.0% | 60.0% | \$103 | 3/31/22 |
| | Travel Trailer | \$1,448 | -2.2% | 1.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$724 | 3/31/22 |
| | Total | \$30,680 | -8.8% | 110.8% | \$3,432 | -24.8% | \$2,128 | 2.3% | 37 | -14.0% | 84.1% | \$4,670 | |
| | Grand Total | \$30,680 | -8.8% | 110.8% | \$3,432 | -24.8% | \$2,128 | 2.3% | 37 | -14.0% | 84.1% | \$4,670 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,433 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 1 | \$1,433 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 8 | 1 | \$1,433 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chase Vandenberg | | | | WILKINSON,MICHAEL | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 223 S DUPONT BLVD STE 1 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1283382 | | | | SMYRNA, DE 199771550 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3026535580 MIKE@WILKINS.COM | | | | | |

1326102, DEWBERRY INSURANCE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$6,411 | 11.8% | 9.5% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$2,137 | 3/31/22 |
| | Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$12,217 | 12.3% | 19.1% | \$1,705 | 2.0% | \$857 | 0.0% | 12 | 9.1% | 100.0% | \$1,018 | 3/31/22 |
| | Rental M.H. | \$839 | 0.0% | 18.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$839 | 3/31/22 |
| | Travel Trailer | \$230 | 4.5% | 6.0% | \$230 | 4.5% | \$230 | 4.5% | 1 | 0.0% | 100.0% | \$230 | 3/31/22 |
| | Total | \$19,697 | 14.2% | 15.5% | \$1,935 | 104.1% | \$1,087 | 717.3% | 17 | 6.3% | 100.0% | \$4,224 | |
| | Grand Total | \$19,697 | 14.2% | 15.5% | \$1,935 | 104.1% | \$1,087 | 717.3% | 17 | 6.3% | 100.0% | \$4,224 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$832 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 1 | \$832 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 4 | 1 | \$832 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

DEWBERRY INSURANCE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 5700 KIRKWOOD HWY STE 103

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1326102

WILMINGTON, DE 198084883

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3029959550 STEVEDEWBERRY@DEWBERRYINSURANCE.COM

183739, KEYSTONE INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|---------------|------------------------------------|----------------|---------------|----------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$24,370 | 38.3% | 33.1% | (\$1,292) | -134.4% | \$0 | -100.0% | 6 | 20.0% | 75.0% | \$4,062 | 2/28/22 |
| | Personal Auto | \$45,720 | -27.8% | 87.8% | \$5,654 | -49.2% | \$2,593 | -69.1% | 8 | -42.9% | 53.3% | \$5,715 | 2/28/22 |
| | Total | \$70,090 | -13.4% | 69.5% | \$4,362 | -70.7% | \$2,593 | -78.6% | 14 | -26.3% | 60.9% | \$9,777 | |
| Specialty | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$431 | 284.8% | 7.3% | \$89 | -165.9% | \$0 | 0.0% | 3 | 200.0% | 300.0% | \$144 | 3/31/22 |
| | Total | \$431 | 284.8% | 1.6% | \$89 | -165.9% | \$0 | 0.0% | 3 | 200.0% | 300.0% | \$144 | |
| Grand Total | | \$70,521 | -13.0% | 69.3% | \$4,451 | -69.8% | \$2,593 | -78.6% | 17 | -15.0% | 70.8% | \$9,920 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 9 | 3 | \$10,463 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 395 | 1 | \$3,849 | 77 | 0 | \$0 | 0 | 38 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 404 | 4 | \$14,312 | 78 | 0 | \$0 | 0 | 39 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 404 | 4 | \$14,312 | 78 | 0 | \$0 | 0 | 39 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Dominique Lind | | | | KEYSTONE INSURANCE GROUP INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 21301 POWERLINE RD STE 312 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 183739 | | | | BOCA RATON, FL 334332391 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5618521445 ALBERT@KEYSTONE-INS.COM | | | | | |

1278961, DARR SCHACKOW INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------------|---------------|----------------------------------|-----------------|---------------|-----------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$64,646 | 13.0% | 5.2% | \$15,066 | 31.1% | \$5,977 | 6.8% | 21 | -19.2% | 75.0% | \$3,078 | 2/28/22 |
| | Total | \$64,646 | 13.0% | 5.2% | \$15,066 | 31.1% | \$5,977 | 6.8% | 21 | -19.2% | 75.0% | \$3,078 | |
| Specialty | Marine | \$1,503 | -1.9% | 19.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,503 | 3/31/22 |
| | MOBILE HOME | \$208,310 | 15.1% | 45.5% | \$56,272 | 19.2% | \$19,237 | 25.4% | 116 | 13.7% | 91.3% | \$1,796 | 3/31/22 |
| | Motorcycle | \$75 | -91.2% | -10.4% | (\$120) | 233.3% | \$0 | -100.0% | 2 | -66.7% | 33.3% | \$38 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$1,473 | -13.3% | 2.7% | \$0 | -100.0% | \$0 | 0.0% | 8 | 0.0% | 88.9% | \$184 | 3/31/22 |
| | Rental M.H. | \$20,556 | -17.0% | 46.1% | \$8,751 | 2.0% | \$4,306 | 2.6% | 28 | 0.0% | 90.3% | \$734 | 3/31/22 |
| | Travel Trailer | \$766 | 0.3% | 2.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$766 | 3/31/22 |
| | Total | \$232,683 | 10.5% | 44.8% | \$64,903 | 16.2% | \$23,543 | 20.9% | 156 | 6.8% | 89.1% | \$5,021 | |
| Grand Total | | \$297,329 | 11.0% | 35.9% | \$79,969 | 18.8% | \$29,520 | 17.8% | 177 | 2.9% | 87.2% | \$8,099 | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 679 | 2 | \$1,638 | 217 | 0 | \$0 | 0 | 96 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 679 | 2 | \$1,638 | 217 | 0 | \$0 | 0 | 96 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 174 | 25 | \$50,527 | 46 | 5 | \$13,624 | 0.11 | 16 | 4 | \$10,347 | 25.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 19 | 3 | \$2,120 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 197 | 29 | \$52,722 | 53 | 5 | \$13,624 | 0.09 | 18 | 4 | \$10,347 | 22.2% | |
| Grand Total | | 876 | 31 | \$54,360 | 270 | 5 | \$13,624 | 0.02 | 114 | 4 | \$10,347 | 3.5% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Mark Caruso | | | | DARR SCHACKOW INSURANCE AGENCY LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALE Legal Business Entity | | | | Address: 5200 NEWBERRY RD STE B | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278961 | | | | GAINESVILLE, FL 326076109 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3523380552 INFO@DARRSCHACKOWINSURANCE.COM | | | | | |

1320789, ELEMENTARY INSURANCE AGENCY, LLC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|-------------|----------------|---------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$4,152 | 0.0% | 3.9% | (\$85) | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$4,152 | 2/28/22 |
| | Personal Auto | \$2,307 | 0.0% | 3.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$2,307 | 2/28/22 |
| | Total | \$6,459 | 0.0% | 3.6% | (\$85) | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$6,459 | |
| Specialty | Marine | \$835 | 0.0% | 29.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$835 | 3/31/22 |
| | MOBILE HOME | \$1,109 | 0.0% | 49.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 33.3% | \$1,109 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$1,944 | 0.0% | 40.1% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 50.0% | \$1,944 | |
| Grand Total | | \$8,403 | 0.0% | 12.3% | (\$85) | 0.0% | \$0 | 0.0% | 4 | 0.0% | 57.1% | \$8,403 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 1 | \$1,990 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 79 | 2 | \$2,535 | 20 | 0 | \$0 | 0 | 10 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 80 | 3 | \$4,525 | 20 | 0 | \$0 | 0 | 10 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$554 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 18 | 3 | \$6,601 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 22 | 4 | \$7,155 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 102 | 7 | \$11,680 | 22 | 0 | \$0 | 0 | 11 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Matthew Vogel

ELEMENTARY INSURANCE AGENCY, LLC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1101 E CUMBERLAND AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1320789

TAMPA, FL 336024231

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8132128505 DOUGLASI@ELEMENTARYAGENCY.COM

1364186, JOHN SENA AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$14,756 | -54.5% | -6.1% | \$1,418 | 10.6% | \$0 | 0.0% | 3 | -40.0% | 50.0% | \$4,919 | 2/28/22 |
| | Total | \$14,756 | -54.5% | -6.1% | \$1,418 | 10.6% | \$0 | 0.0% | 3 | -40.0% | 50.0% | \$4,919 | |
| Specialty | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$634 | -22.1% | 13.2% | \$634 | -22.1% | \$0 | -100.0% | 2 | 100.0% | 200.0% | \$317 | 3/31/22 |
| | Total | \$634 | -22.1% | 13.2% | \$634 | -22.1% | \$0 | -100.0% | 2 | 100.0% | 200.0% | \$317 | |
| Grand Total | | \$15,390 | -53.7% | -5.2% | \$2,052 | -2.1% | \$0 | -100.0% | 5 | -16.7% | 71.4% | \$5,236 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 431 | 1 | \$2,808 | 46 | 0 | \$0 | 0 | 37 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 431 | 1 | \$2,808 | 46 | 0 | \$0 | 0 | 37 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 436 | 1 | \$2,808 | 48 | 0 | \$0 | 0 | 37 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Dominique Lind | | | JOHN SENA AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 190 GLADES RD STE C | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1364186 | | | BOCA RATON, FL 334321642 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5612914661 JSENA@THESENAGROUP.COM | | | | | |

1364189, JOHN SENA AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|--|----------------|---------------|----------------|------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$13,784 | 36.3% | 61.5% | \$2,401 | 158.2% | \$2,401 | 158.2% | 2 | 0.0% | 66.7% | \$6,892 | 2/28/22 |
| | Total | \$13,784 | 36.3% | 61.5% | \$2,401 | 158.2% | \$2,401 | 158.2% | 2 | 0.0% | 66.7% | \$6,892 | |
| Grand Total | | \$13,784 | 36.3% | 61.5% | \$2,401 | 158.2% | \$2,401 | 158.2% | 2 | 0.0% | 66.7% | \$6,892 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 350 | 1 | \$2,857 | 52 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 350 | 1 | \$2,857 | 52 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | |
| Grand Total | | 350 | 1 | \$2,857 | 52 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Carmen Galvan | | | | JOHN SENA AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 7590 NW 186TH ST STE 210A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1364186 | | | HIALEAH, FL 330152952 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1364186 Phone/Email: 3058234086 JSENA@THESENAGROUP.COM | | | | | | | | | |

1365493, JOHN SENA AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 Portfolio Owner: Carmen Galvan JOHN SENA AGENCY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 #MULTIVALUE SUB Address: 306 ALCAZAR AVE STE 303A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 LBE UPN: 1364186 CORAL GABLES, FL 331344318

Annual Average Premium = This Yr R12 NWP / PIF 1364186 Phone/Email: 3052546366 JSENA@THESENAGROUP.COM

1277193, JOHN HURST INSURANCE GROUP, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|--------------|-----------------------------------|----------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,449 | -11.8% | 2.7% | \$0 | -100.0% | \$0 | 0.0% | 12 | -7.7% | 92.3% | \$871 | 3/31/22 |
| | MOBILE HOME | \$9,106 | -9.4% | 8.5% | \$3,299 | 1.4% | \$337 | -81.1% | 9 | -10.0% | 90.0% | \$1,012 | 3/31/22 |
| | Motorcycle | \$829 | 6.0% | 3.4% | \$829 | 6.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$829 | 3/31/22 |
| | Rental M.H. | \$889 | 0.0% | 9.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$889 | 3/31/22 |
| | Total | \$21,273 | -9.7% | 5.5% | \$4,128 | 16.3% | \$337 | -81.1% | 23 | -8.0% | 92.0% | \$3,601 | |
| Grand Total | | \$21,273 | -9.7% | 5.5% | \$4,128 | 16.3% | \$337 | -81.1% | 23 | -8.0% | 92.0% | \$3,601 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Dana Baker | | | | JOHN HURST INSURANCE GROUP, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 5604 WENDY BAGWELL PKWY #312 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277193 | | | | HIRAM, GA 301417814 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7709431966 JOHN@HURSTINSURANCEAGENCY.ORG | | | | | |

1277250, HURST,JOHN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|---------------|----------------|------------|-------------|------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$2,586 | -44.8% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$2,586 | 2/28/22 |
| | Total | \$2,586 | -44.8% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$2,586 | |
| Specialty | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$2,586 | -44.8% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$2,586 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

HURST,JOHN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 3540 WHEELER RD STE 108

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277193

AUGUSTA, GA 30901876

Annual Average Premium = This Yr R12 NWP / PIF

1277193 Phone/Email: 7063640851

JOHN@HURSTINSURANCEAGENCY.ORG

1277372, KRIS D ROGERS & ASSOCIATES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,682 | -2.3% | 78.5% | \$1,054 | 124.7% | \$0 | -100.0% | 10 | 0.0% | 90.9% | \$1,068 | 3/31/22 |
| | Marine | \$936 | 118.2% | 26.8% | \$936 | 15.6% | \$108 | -86.7% | 2 | 100.0% | 200.0% | \$468 | 3/31/22 |
| | MOBILE HOME | \$1,263 | 1.6% | 9.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,263 | 3/31/22 |
| | Motorcycle | \$835 | 48.0% | 7.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$418 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$-230 | -132.2% | -21.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$13,486 | -2.6% | 64.1% | \$1,990 | 59.8% | \$108 | -91.3% | 15 | 0.0% | 93.8% | \$3,217 | |
| | Grand Total | \$13,486 | -2.6% | 64.1% | \$1,990 | 59.8% | \$108 | -91.3% | 15 | 0.0% | 93.8% | \$3,217 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 197 | 0 | \$0 | 25 | 0 | \$0 | 0 | 10 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 197 | 0 | \$0 | 25 | 0 | \$0 | 0 | 10 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 1 | \$1,031 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 1 | \$1,031 | 6 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| | Grand Total | 211 | 1 | \$1,031 | 31 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

KRIS D ROGERS & ASSOCIATES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 635 MOLLY LN STE 210

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277372

WOODSTOCK, GA 301893641

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7709263800 KRIS@KROGERSINS.COM

1277378, ROGERS,KRIS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|----------------------------------|--------------|---------------|--------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,013 | -7.0% | 26.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,013 | 3/31/22 |
| | Marine | \$802 | -27.0% | 22.8% | \$525 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$401 | 3/31/22 |
| | Total | \$1,815 | -17.0% | 24.8% | \$525 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,414 | |
| Grand Total | | \$1,815 | -17.0% | 24.8% | \$525 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,414 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | ROGERS,KRIS | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 635 MOLLY LN STE 210 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277372 | | | | WOODSTOCK, GA 301893641 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1277372 Phone/Email: 7709263800 KRIS@KROGERSINS.COM | | | | | |

1277831, PLEMONS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$628 | -19.7% | 22.7% | \$391 | 9.8% | \$391 | 9.8% | 2 | 100.0% | 100.0% | \$314 | 3/31/22 |
| | MOBILE HOME | \$2,368 | -43.7% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,184 | 3/31/22 |
| | Motorcycle | \$752 | 0.0% | 12.7% | \$752 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$752 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$149 | -47.7% | -8.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$149 | 3/31/22 |
| | Rental M.H. | \$1,028 | 0.0% | 14.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,028 | 3/31/22 |
| | Travel Trailer | \$413 | 1.5% | 11.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$413 | 3/31/22 |
| | Total | \$5,338 | -6.0% | 9.6% | \$1,143 | 221.1% | \$391 | 9.8% | 8 | 33.3% | 88.9% | \$3,840 | |
| Grand Total | | \$5,338 | -6.0% | 9.6% | \$1,143 | 221.1% | \$391 | 9.8% | 8 | 33.3% | 88.9% | \$3,840 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 27 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 27 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$237 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$731 | 1 | 1 | \$731 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,028 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 3 | \$1,996 | 4 | 1 | \$731 | 0.25 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 46 | 3 | \$1,996 | 9 | 1 | \$731 | 0.11 | 3 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 10

Portfolio Owner: Digital Segment

PLEMONS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 1350 WOOTEN LAKE RD NW STE 301

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277831

KENNESAW, GA 301441348

Annual Average Premium = This Yr R12 NWP / PIF

1277933, PATRICK DAUGHTREY AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,352 | 409.0% | 6.4% | \$730 | 0.0% | \$1,320 | 0.0% | 2 | 100.0% | 50.0% | \$2,176 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$704 | 12.3% | 26.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$704 | 3/31/22 |
| | MOBILE HOME | \$-814 | -136.7% | 13.4% | \$0 | -100.0% | (\$1,120) | -150.4% | 1 | 0.0% | 25.0% | \$-814 | 3/31/22 |
| | Motorcycle | \$1,286 | -21.4% | 9.6% | \$1,374 | -12.4% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$1,286 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$2,500 | -6.3% | 5.7% | \$779 | 538.5% | \$0 | 0.0% | 7 | -12.5% | 77.8% | \$357 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$592 | 99.3% | 12.9% | \$592 | 99.3% | (\$292) | 0.0% | 1 | 0.0% | 50.0% | \$592 | 3/31/22 |
| | Total | \$8,620 | 3.8% | 9.4% | \$3,475 | -17.4% | (\$92) | -102.4% | 13 | -7.1% | 59.1% | \$4,301 | |
| Grand Total | | \$8,620 | 3.8% | 9.4% | \$3,475 | -17.4% | (\$92) | -102.4% | 13 | -7.1% | 59.1% | \$4,301 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 35 | 0 | \$0 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 35 | 0 | \$0 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 3 | \$6,278 | 4 | 2 | \$3,539 | 0.5 | 2 | 1 | \$1,320 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 14 | 3 | \$4,461 | 4 | 1 | \$1,120 | 0.25 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$349 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$592 | 1 | 1 | \$592 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 30 | 8 | \$11,680 | 10 | 4 | \$5,251 | 0.4 | 3 | 1 | \$1,320 | 33.3% | |
| Grand Total | | 65 | 8 | \$11,680 | 15 | 4 | \$5,251 | 0.27 | 5 | 1 | \$1,320 | 20.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Digital Segment

PATRICK DAULBY AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Sales) * 100

#MULTIVALENT Legal Business Entity

Address: 525 C LIBHOUSE DR STE 260

PIE Retention Ratio = (PIE / (Last Yr PIE + R12 New Policies)) *100

LBE UPN: 1277933

PEACHTREE CITY GA 302691904

Annual Average Premium = This Yr R12 NWP / PIF

1278232, RANSOM SERVICE COMPANY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------|--------------|----------------------------------|-----------------------|--------------|--------------|------------------------|-----------------------------------|-----------------|----------------------------------|-------------------|----------------|--|
| Auto | Personal Auto | \$5,889 | 81.9% | 2.1% | \$804 | -35.5% | \$1,179 | -5.5% | 3 | 50.0% | 75.0% | \$1,963 | 2/28/22 | |
| | Total | \$5,889 | 81.9% | 2.1% | \$804 | -35.5% | \$1,179 | -5.5% | 3 | 50.0% | 75.0% | \$1,963 | | |
| Specialty | Dwelling Fire | \$1,448 | 0.0% | 9.2% | \$76 | 0.0% | (\$1,871) | 0.0% | 1 | 0.0% | 33.3% | \$1,448 | 3/31/22 | |
| | Marine | \$1,293 | 0.0% | 29.3% | \$586 | 0.0% | \$586 | 0.0% | 1 | 0.0% | 100.0% | \$1,293 | 3/31/22 | |
| | MOBILE HOME | \$2,566 | 114.4% | 14.6% | \$1,246 | 4.1% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$1,283 | 3/31/22 | |
| | Motorcycle | \$2,659 | -8.7% | 5.2% | \$2,087 | -30.3% | \$596 | -47.4% | 5 | 0.0% | 55.6% | \$532 | 3/31/22 | |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$2,360 | 770.8% | 13.0% | \$160 | -4.2% | \$201 | 0.0% | 4 | 100.0% | 80.0% | \$590 | 3/31/22 | |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$10,326 | 135.8% | 11.6% | \$4,155 | -4.6% | (\$488) | -143.0% | 13 | 62.5% | 65.0% | \$5,146 | | |
| | Grand Total | \$16,215 | 112.9% | 7.8% | \$4,959 | -11.5% | \$691 | -71.0% | 16 | 60.0% | 66.7% | \$7,109 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 387 | 2 | \$2,213 | 55 | 1 | \$1,165 | 0.02 | 29 | 1 | \$1,165 | 3.4% | 2/28/22 | |
| | Total | 387 | 2 | \$2,213 | 55 | 1 | \$1,165 | 0.02 | 29 | 1 | \$1,165 | 3.4% | | |
| Specialty | Role: | 26 | 3 | \$4,146 | 10 | 1 | \$1,947 | 0.1 | 2 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$707 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 7 | 1 | \$1,320 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 7 | 4 | \$2,125 | 2 | 1 | \$189 | 0.5 | 1 | 1 | \$189 | 100.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 3 | \$2,253 | 3 | 2 | \$302 | 0.67 | 0 | 1 | \$201 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 51 | 12 | \$10,551 | 20 | 4 | \$2,438 | 0.2 | 6 | 2 | \$390 | 33.3% | | |
| | Grand Total | 438 | 14 | \$12,764 | 75 | 5 | \$3,603 | 0.07 | 35 | 3 | \$1,555 | 8.6% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | RANSOM SERVICE COMPANY | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 426 CEDAR CREEK RD STE D | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278232 | | | | WINDER, | GA | 306803664 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 4046936330 | JAMES.NORTON@YOURMRINSURANCE.COM | | | |

1278365, MICHELLE ALLEN AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|---------------|------------------------------------|------------|---------------|--------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$1,475 | 0.0% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$1,475 | 0.0% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$22,941 | 46.2% | 9.5% | \$6,826 | -7.8% | \$7,337 | -515.5% | 12 | 9.1% | 48.0% | \$1,912 | 3/31/22 |
| | Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,977 | 195.6% | 14.4% | \$3,831 | 89.5% | \$1,728 | 0.0% | 2 | 100.0% | 66.7% | \$2,989 | 3/31/22 |
| | Motorcycle | \$448 | 0.0% | 12.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$448 | 3/31/22 |
| | Motor Home | \$80 | -94.1% | 17.2% | (\$1,287) | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,189 | 75.4% | 13.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$1,095 | 3/31/22 |
| | Travel Trailer | \$833 | 0.0% | 13.7% | \$833 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$833 | 3/31/22 |
| | Total | \$32,468 | 59.4% | 11.0% | \$10,203 | 8.2% | \$9,065 | -613.3% | 18 | 28.6% | 54.5% | \$7,276 | |
| | Grand Total | \$33,943 | 66.7% | 10.5% | \$10,203 | 8.2% | \$9,065 | -613.3% | 18 | 28.6% | 51.4% | \$7,276 | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 246 | 2 | \$3,105 | 43 | 0 | \$0 | 0 | 25 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 246 | 2 | \$3,105 | 43 | 0 | \$0 | 0 | 25 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 29 | 14 | \$24,708 | 7 | 3 | \$8,595 | 0.43 | 2 | 2 | \$5,634 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 2 | \$2,943 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$448 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 2 | \$1,494 | 6 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 60 | 19 | \$29,593 | 16 | 3 | \$8,595 | 0.19 | 4 | 2 | \$5,634 | 50.0% | |
| | Grand Total | 306 | 21 | \$32,698 | 59 | 3 | \$8,595 | 0.05 | 29 | 2 | \$5,634 | 6.9% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Dana Baker | | | | MICHELLE ALLEN AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 323 WESTVIEW DR | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278365 | | | | VILLA RICA, GA 301801825 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7708415060 MICHELLEALLEN@MICHELLEALLENAGENCY.COM | | | | | |

1278912, SLATER INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|---------------|----------------|----------------|-------------|----------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,193 | 185.2% | 6.8% | \$1,885 | 0.0% | \$1,885 | 0.0% | 4 | 100.0% | 80.0% | \$2,298 | 3/31/22 |
| | Total | \$9,193 | 185.2% | 6.8% | \$1,885 | 0.0% | \$1,885 | 0.0% | 4 | 100.0% | 80.0% | \$2,298 | |
| Grand Total | | \$9,193 | 185.2% | 6.8% | \$1,885 | 0.0% | \$1,885 | 0.0% | 4 | 100.0% | 80.0% | \$2,298 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 3 | \$6,087 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 3 | \$6,087 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 13 | 3 | \$6,087 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

SLATER INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 501 PULLIAM ST SW STE 514A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278912

ATLANTA, GA 303122751

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4044746356 BRYAN@SLATERINSURANCEAGENCY.COM

1279085, THE BATES INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$267 | -87.8% | 2.4% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$267 | -87.8% | 2.4% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$19,827 | 151.4% | 6.8% | \$2,963 | 153.0% | \$1,370 | 0.0% | 9 | 80.0% | 90.0% | \$2,203 | 3/31/22 |
| | MOBILE HOME | \$17,156 | -1.4% | 65.8% | \$5,657 | -16.1% | \$1,856 | -26.0% | 12 | 0.0% | 85.7% | \$1,430 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$5,237 | 71.3% | 10.5% | \$1,710 | 0.0% | \$828 | 0.0% | 6 | 50.0% | 85.7% | \$873 | 3/31/22 |
| | Travel Trailer | \$431 | -4.0% | 9.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$431 | 3/31/22 |
| | Total | \$42,651 | 48.1% | 35.6% | \$10,330 | 30.6% | \$4,054 | 61.7% | 28 | 27.3% | 87.5% | \$4,937 | |
| Grand Total | | \$42,918 | 38.5% | 34.6% | \$10,330 | 14.5% | \$4,054 | 61.7% | 28 | 21.7% | 84.8% | \$4,937 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/2023 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 26 | 5 | \$11,158 | 5 | 1 | \$1,370 | 0.2 | 3 | 1 | \$1,370 | 33.3% | 3/31/2023 |
| | Role: | 12 | 2 | \$2,270 | 3 | 1 | \$643 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 8 | 3 | \$2,567 | 2 | 1 | \$882 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Total | 47 | 10 | \$15,995 | 10 | 3 | \$2,895 | 0.3 | 3 | 1 | \$1,370 | 33.3% | |
| Grand Total | | 47 | 10 | \$15,995 | 10 | 3 | \$2,895 | 0.3 | 3 | 1 | \$1,370 | 33.3% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Mona Slaughter | | | THE BATES INSURANCE GROUP INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 6176 HIGHWAY 278 NE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279085 | | | COVINGTON, GA 300142654 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7707864900 DARON@BATESIG.COM | | | | | |

1279416, COVER ME GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|--------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$2,103 | 0.0% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$2,103 | 2/28/22 |
| | Total | \$2,103 | 0.0% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$2,103 | |
| Specialty | Dwelling Fire | \$5,815 | 269.7% | 12.3% | \$4,510 | 458.9% | \$942 | 0.0% | 2 | 100.0% | 50.0% | \$2,908 | 3/31/22 |
| | Home | \$668 | 0.0% | 14.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$668 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$285 | 0.7% | 14.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$285 | 3/31/22 |
| | Rental M.H. | \$4,018 | 0.0% | 14.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$4,018 | 3/31/22 |
| | Total | \$10,786 | 531.9% | 13.4% | \$4,510 | 458.9% | \$942 | 0.0% | 5 | 150.0% | 62.5% | \$7,879 | |
| Grand Total | | \$12,889 | 655.1% | 10.9% | \$4,510 | 458.9% | \$942 | 0.0% | 6 | 200.0% | 60.0% | \$9,982 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|----------------------------------|-----------------------|--------------|--------------|----------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 107 | 2 | \$2,066 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 107 | 2 | \$2,066 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 12 | 3 | \$7,602 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$668 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$5,844 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 17 | 6 | \$14,114 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 124 | 8 | \$16,180 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | COVER ME GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 1922 HIGHWAY 74 N STE C | | | | | |

1280762, M D FARMER ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|---------------|----------------|----------------|---------------|----------------|---------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,158 | -61.4% | -0.6% | (\$1,369) | 0.0% | \$0 | 0.0% | 1 | -66.7% | 33.3% | \$2,158 | 3/31/22 |
| | MOBILE HOME | \$6,157 | 18.7% | 9.2% | \$2,789 | 49.9% | \$1,887 | -15.8% | 5 | 25.0% | 100.0% | \$1,231 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$615 | 41.4% | 10.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$308 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$8,930 | -20.4% | 5.5% | \$1,420 | -23.7% | \$1,887 | -15.8% | 8 | 0.0% | 80.0% | \$3,697 | |
| Grand Total | | \$8,930 | -20.4% | 5.5% | \$1,420 | -23.7% | \$1,887 | -15.8% | 8 | 0.0% | 80.0% | \$3,697 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$902 | 1 | 1 | \$902 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$180 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 2 | \$1,082 | 2 | 1 | \$902 | 0.5 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 7 | 2 | \$1,082 | 2 | 1 | \$902 | 0.5 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Laureen Bennett

M D FARMER ENTERPRISES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3973 ATLANTA HWY STE 300

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280762

LOGANVILLE, GA 300523750

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7705548711 FARMERM1@MISSYFARMERINSURANCE.COM

1280813, M D FARMER ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$411 | -89.4% | 2.3% | \$462 | -79.4% | \$462 | 0.0% | 1 | 0.0% | 50.0% | \$411 | 2/28/22 |
| | Total | \$411 | -89.4% | 2.3% | \$462 | -79.4% | \$462 | 0.0% | 1 | 0.0% | 50.0% | \$411 | |
| Specialty | Dwelling Fire | \$9,877 | -1.3% | 3.1% | \$2,124 | 60.4% | \$2,124 | 3.5% | 10 | 0.0% | 100.0% | \$988 | 3/31/22 |
| | MOBILE HOME | \$57,420 | -3.4% | 10.6% | \$17,397 | 2.3% | \$9,562 | 8.0% | 45 | -4.3% | 93.8% | \$1,276 | 3/31/22 |
| | Rental M.H. | \$12,769 | 15.2% | 9.1% | \$2,930 | -2.5% | \$1,137 | 32.4% | 17 | 6.3% | 94.4% | \$751 | 3/31/22 |
| | Travel Trailer | \$735 | 23.3% | 9.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$735 | 3/31/22 |
| | Total | \$80,801 | -0.4% | 9.5% | \$22,451 | 5.2% | \$12,823 | 9.0% | 73 | -1.4% | 94.8% | \$3,750 | |
| | Grand Total | \$81,212 | -4.5% | 9.3% | \$22,913 | -2.8% | \$13,285 | 12.9% | 74 | -1.3% | 93.7% | \$4,161 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 1 | \$462 | 2 | 1 | \$462 | 0.5 | 2 | 1 | \$462 | 50.0% | 2/28/22 |
| | Total | 2 | 1 | \$462 | 2 | 1 | \$462 | 0.5 | 2 | 1 | \$462 | 50.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$842 | 1 | 1 | \$842 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 2 | \$3,205 | 1 | 1 | \$650 | 1 | 1 | 1 | \$650 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 3 | \$4,047 | 2 | 2 | \$1,492 | 1 | 1 | 1 | \$650 | 100.0% | |
| | Grand Total | 20 | 4 | \$4,509 | 4 | 3 | \$1,954 | 0.75 | 3 | 2 | \$1,112 | 66.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Laureen Bennett

M D FARMER ENTERPRISES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 40 BENSON ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280762

HARTWELL, GA 306431990

Annual Average Premium = This Yr R12 NWP / PIF

1280762 Phone/Email: 7063763144 FARMERM1@MISSYFARMERINSURANCE.COM

1280814, CHAPMAN INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$729 | -91.9% | 2.5% | \$0 | -100.0% | \$0 | 0.0% | 2 | -60.0% | 40.0% | \$365 | 3/31/22 |
| | MOBILE HOME | \$7,329 | 64.9% | 11.1% | \$3,531 | 7.0% | \$2,380 | 97.2% | 5 | 25.0% | 100.0% | \$1,466 | 3/31/22 |
| | Motorcycle | \$3,693 | 39.1% | 5.2% | \$720 | 5.6% | \$0 | 0.0% | 4 | 33.3% | 100.0% | \$923 | 3/31/22 |
| | Motor Home | \$1,466 | -19.1% | 11.0% | \$573 | -7.3% | \$573 | -7.3% | 2 | 0.0% | 66.7% | \$733 | 3/31/22 |
| | Rental M.H. | \$11,376 | 92.2% | 12.2% | \$1,036 | -50.0% | \$0 | -100.0% | 5 | -16.7% | 83.3% | \$2,275 | 3/31/22 |
| | Travel Trailer | \$941 | -199.4% | 8.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$941 | 3/31/22 |
| | Total | \$25,534 | 11.5% | 8.9% | \$5,860 | -47.2% | \$2,953 | -24.2% | 19 | -5.0% | 79.2% | \$6,703 | |
| | Grand Total | \$25,534 | 11.5% | 8.9% | \$5,860 | -47.2% | \$2,953 | -24.2% | 19 | -5.0% | 79.2% | \$6,703 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 601 | 0 | \$0 | 119 | 0 | \$0 | 0 | 55 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 601 | 0 | \$0 | 119 | 0 | \$0 | 0 | 55 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,216 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$768 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$893 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$941 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 4 | \$3,818 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 612 | 4 | \$3,818 | 119 | 0 | \$0 | 0 | 55 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Mona Slaughter

CHAPMAN INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1123 WASHINGTON ST SW

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280814

COVINGTON, GA 300142357

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7709225740 SERVICE@INSUREDBYCIG.COM

1280815, PLW & ASSOCIATES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|------------|--------------|---------------------------------|-----------------------|--------------|--------------|---------------------------|------------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$12,591 | 33.6% | 7.7% | (\$3,822) | -190.4% | (\$9,860) | -670.9% | 13 | 116.7% | 81.3% | \$969 | 3/31/22 | |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$7,528 | 3.4% | 267.7% | \$2,509 | 57.5% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$1,255 | 3/31/22 | |
| | Motorcycle | \$8,848 | 84.9% | 460.5% | \$826 | 28.5% | \$533 | 0.0% | 7 | 40.0% | 87.5% | \$1,264 | 3/31/22 | |
| | Motor Home | \$0 | -100.0% | -22.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Travel Trailer | \$512 | -222.2% | -1.7% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$512 | 3/31/22 | |
| | Total | \$29,479 | 32.7% | 163.4% | (\$487) | -108.0% | (\$9,327) | -686.2% | 27 | 42.1% | 84.4% | \$3,999 | | |
| Grand Total | | \$29,479 | 52.6% | 163.4% | (\$487) | -108.0% | (\$9,327) | -686.2% | 27 | 42.1% | 84.4% | \$3,999 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 149 | 0 | \$0 | 9 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 149 | 0 | \$0 | 9 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 52 | 10 | \$15,114 | 15 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 8 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 6 | 3 | \$3,789 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 70 | 13 | \$18,903 | 22 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | | |
| Grand Total | | 219 | 13 | \$18,903 | 31 | 0 | \$0 | 0 | 11 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Mona Slaughter | | | | PLW & ASSOCIATES | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 976 E FREEWAY DR SE STE B | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280815 | | | | CONYERS, GA 300945965 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | Phone/Email: 7707612111 | | | | WALKERP8@PLWININSURED.COM | | | | | | |

1287379, R M BUSH & COMPANY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$-310 | -116.1% | -7.7% | \$749 | -50.8% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$-155 | 3/31/22 |
| | Marine | \$1,620 | 0.0% | 29.4% | \$1,620 | 0.0% | \$1,620 | 0.0% | 1 | 0.0% | 100.0% | \$1,620 | 3/31/22 |
| | MOBILE HOME | \$32,072 | -3.7% | 43.0% | \$15,813 | 5.3% | \$10,455 | 48.9% | 28 | 0.0% | 100.0% | \$1,145 | 3/31/22 |
| | Motorcycle | \$786 | 5.5% | 3.5% | \$786 | 5.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$786 | 3/31/22 |
| | Off-Road Veh | \$531 | 0.0% | 13.4% | \$531 | 0.0% | \$182 | 0.0% | 3 | 0.0% | 100.0% | \$177 | 3/31/22 |
| | Rental M.H. | \$1,215 | -33.9% | 11.8% | \$1,242 | -35.3% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$203 | 3/31/22 |
| | Total | \$35,914 | -5.0% | 39.7% | \$20,741 | 8.0% | \$12,257 | 74.6% | 41 | 10.8% | 95.3% | \$3,776 | |
| | Grand Total | \$35,914 | -7.1% | 39.7% | \$20,741 | 8.0% | \$12,257 | 74.6% | 41 | 10.8% | 95.3% | \$3,776 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 1 | \$749 | 3 | 1 | \$749 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,620 | 1 | 1 | \$1,620 | 1 | 0 | 1 | \$1,620 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 3 | \$531 | 3 | 3 | \$531 | 1 | 2 | 2 | \$182 | 100.0% | 3/31/22 |
| | Role: | 2 | 1 | \$504 | 1 | 1 | \$504 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 6 | \$3,404 | 8 | 6 | \$3,404 | 0.75 | 2 | 3 | \$1,802 | 150.0% | |
| | Grand Total | 16 | 6 | \$3,404 | 8 | 6 | \$3,404 | 0.75 | 2 | 3 | \$1,802 | 150.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Mona Slaughter

R M BUSH & COMPANY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 340 EISENHOWER DR STE 300A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1287379

SAVANNAH, GA 314061613

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9123560266 MITCHELL@THEBUSHAGENCY.COM

1289790, MARKETPLACE 4 INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$7,793 | -48.3% | 5.9% | \$1,003 | 16,616.7% | \$0 | -100.0% | 9 | -30.8% | 60.0% | \$866 | 3/31/22 |
| | MOBILE HOME | \$2,874 | -33.9% | 7.4% | \$1,410 | -23.2% | \$1,410 | -23.2% | 2 | -33.3% | 66.7% | \$1,437 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,835 | 25.7% | 7.1% | \$1,301 | 34.7% | \$1,011 | 4.7% | 4 | 0.0% | 100.0% | \$459 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$12,502 | -40.2% | 6.4% | \$3,714 | 32.3% | \$2,421 | -20.5% | 15 | -25.0% | 68.2% | \$2,762 | |
| Grand Total | | \$12,502 | -40.2% | 6.4% | \$3,714 | 32.3% | \$2,421 | -20.5% | 15 | -25.0% | 68.2% | \$2,762 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|-------------------------------|---------------|-----------------|-------------------------|-------------------|----------------|
| Specialty | Role: | 10 | 2 | \$2,719 | 2 | 2 | \$2,719 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 2 | \$2,719 | 4 | 2 | \$2,719 | 0.5 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 14 | 2 | \$2,719 | 4 | 2 | \$2,719 | 0.5 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Taylor Smith | | | MARKETPLACE 4 INSURANCE, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 297 RIVER LAUREL WAY | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289790 | | | WOODSTOCK, GA 301883192 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 6785081587 | | JOE@MARKETPLACE4INS.COM | | |

1290025, LSH INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$5,423 | 0.0% | 2.4% | \$5,423 | 0.0% | \$5,423 | 0.0% | 1 | 0.0% | 100.0% | \$5,423 | 2/28/22 |
| | Total | \$5,423 | 0.0% | 2.4% | \$5,423 | 0.0% | \$5,423 | 0.0% | 1 | 0.0% | 100.0% | \$5,423 | |
| Specialty | Dwelling Fire | \$17,765 | 27.3% | 7.4% | \$8,755 | 40.3% | \$5,103 | 4.7% | 9 | 12.5% | 90.0% | \$1,974 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$17,765 | 27.3% | 7.4% | \$8,755 | 40.3% | \$5,103 | 4.7% | 9 | 12.5% | 90.0% | \$1,974 | |
| | Grand Total | \$23,188 | 66.2% | 7.2% | \$14,178 | 127.3% | \$10,526 | 116.1% | 10 | 25.0% | 90.9% | \$7,397 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 235 | 1 | \$5,080 | 48 | 1 | \$5,080 | 0.02 | 29 | 1 | \$5,080 | 3.4% | 2/28/22 |
| | Total | 235 | 1 | \$5,080 | 48 | 1 | \$5,080 | 0.02 | 29 | 1 | \$5,080 | 3.4% | |
| Specialty | Role: | 16 | 2 | \$3,223 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 2 | \$3,223 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 253 | 3 | \$8,303 | 49 | 1 | \$5,080 | 0.02 | 29 | 1 | \$5,080 | 3.4% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dana Baker

LSH INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2361 DEKALB MED PKWY STE 101

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1290025

LITHONIA, GA 300584101

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6789371683 LARRY@HARRISINSURANCEFIRM.COM

1290026, LSH INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$11,546 | 35.5% | -5.9% | (\$800) | -172.5% | \$913 | 56.3% | 4 | 0.0% | 57.1% | \$2,887 | 2/28/22 |
| | Total | \$11,546 | 35.5% | -5.9% | (\$800) | -172.5% | \$913 | 56.3% | 4 | 0.0% | 57.1% | \$2,887 | |
| Specialty | Dwelling Fire | \$48,719 | 48.4% | 13.2% | \$3,291 | -45.3% | \$2,733 | 134.4% | 39 | 25.8% | 86.7% | \$1,249 | 3/31/22 |
| | MOBILE HOME | \$3,899 | 72.3% | 18.9% | \$0 | -100.0% | \$0 | 0.0% | 4 | 33.3% | 80.0% | \$975 | 3/31/22 |
| | Rental M.H. | \$915 | 0.0% | 11.5% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$458 | 3/31/22 |
| | Total | \$53,533 | 48.7% | 13.7% | \$3,291 | -49.1% | \$2,733 | 134.4% | 45 | 25.0% | 86.5% | \$2,681 | |
| Grand Total | | \$65,079 | 46.2% | 9.7% | \$2,491 | -67.1% | \$3,646 | 108.3% | 49 | 22.5% | 83.1% | \$5,568 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|---------------------------------|------------|--------------|----------------|----------------|---------------|-------------------------------------|-------------------------------|-------------------|----------------|
| Auto | Role: | 25 | 3 | \$3,705 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 25 | 3 | \$3,705 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 33 | 14 | \$18,559 | 10 | 3 | \$3,195 | 0.3 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$2,478 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 38 | 16 | \$21,037 | 10 | 3 | \$3,195 | 0.3 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 63 | 19 | \$24,742 | 12 | 3 | \$3,195 | 0.25 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Mona Slaughter | | | | LSH INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | | Address: 2801 OLD DAWSON RD STE 150 | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1290025 | | | | | ALBANY, GA | 317071590 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1290025 | Phone/Email: | 2294321561 | LARRY@HARRISINSURANCEFIRM.COM | | |

1310095, KHANS INSURANCE COMPANY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|-----------------------------------|------------|--------------|--------------|--------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$1,494 | -41.6% | 266.8% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,494 | 2/28/22 |
| | Total | \$1,494 | -41.6% | 266.8% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,494 | |
| Specialty | Dwelling Fire | \$9,570 | -33.5% | 1.1% | \$5,277 | 0.0% | \$0 | 0.0% | 13 | 44.4% | 72.2% | \$736 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$842 | -20.2% | 3.6% | \$289 | 12.5% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$421 | 3/31/22 |
| | Rental M.H. | \$30,727 | 17.2% | 25.9% | \$9,049 | -820.5% | \$5,097 | 665.3% | 15 | 15.4% | 83.3% | \$2,048 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$41,139 | -1.3% | 19.7% | \$14,615 | -1,563.0% | \$5,097 | 452.2% | 30 | 25.0% | 78.9% | \$3,206 | |
| | Grand Total | \$42,633 | -3.6% | 28.9% | \$14,615 | -1,378.7% | \$5,097 | 452.2% | 31 | 29.2% | 79.5% | \$4,700 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 75 | 1 | \$1,494 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 75 | 1 | \$1,494 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 32 | 9 | \$6,324 | 22 | 8 | \$5,277 | 0.36 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 5 | \$8,998 | 6 | 3 | \$5,234 | 0.5 | 3 | 2 | \$4,874 | 66.7% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 44 | 14 | \$15,322 | 28 | 11 | \$10,511 | 0.39 | 7 | 2 | \$4,874 | 28.6% | |
| | Grand Total | 119 | 15 | \$16,816 | 28 | 11 | \$10,511 | 0.39 | 7 | 2 | \$4,874 | 28.6% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Dana Baker | | | | KHANS INSURANCE COMPANY | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 10360 VETERANS MEMORIAL HWY | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1310095 | | | | LITHIA SPRINGS, GA 301222035 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | | | | | |

1316616, PROVIDENCE INSURANCE ADVISORS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|---|-----------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Marine | \$5,348 | 0.0% | 29.3% | \$2,702 | 0.0% | \$1,478 | 0.0% | 6 | 0.0% | 200.0% | \$891 | 3/31/22 | |
| | Motorcycle | \$4,953 | 0.0% | 2,423.9% | \$1,535 | 0.0% | \$1,365 | 0.0% | 10 | 0.0% | 90.9% | \$495 | 3/31/22 | |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$1,004 | 0.0% | 13.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,004 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$11,305 | 0.0% | 985.0% | \$4,237 | 0.0% | \$2,843 | 0.0% | 17 | 0.0% | 113.3% | \$2,391 | | |
| | Grand Total | \$11,305 | 0.0% | 985.0% | \$4,237 | 0.0% | \$2,843 | 0.0% | 17 | 0.0% | 113.3% | \$2,391 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 972 | 0 | \$0 | 225 | 0 | \$0 | 0 | 140 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 972 | 0 | \$0 | 225 | 0 | \$0 | 0 | 140 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 6 | 3 | \$1,262 | 2 | 1 | \$346 | 0.5 | 1 | 1 | \$346 | 100.0% | 3/31/22 | |
| | Role: | 17 | 11 | \$7,742 | 4 | 2 | \$1,480 | 0.5 | 2 | 1 | \$1,208 | 50.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 1 | \$1,004 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 0 | \$0 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 34 | 15 | \$10,008 | 12 | 3 | \$1,826 | 0.25 | 7 | 2 | \$1,554 | 28.6% | | |
| | Grand Total | 1,006 | 15 | \$10,008 | 237 | 3 | \$1,826 | 0.01 | 147 | 2 | \$1,554 | 1.4% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | PROVIDENCE INSURANCE ADVISORS | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 320 E CLAYTON ST STE 430 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1316616 | | | | ATHENS, GA 306012765 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7708248000 JOSH@PROVIDENCEPROTECTS.COM | | | | | | |

1320229, INSURANCE GALLERY ASSOCIATES LIMITED LIABILITY COMPANY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$12,413 | 0.0% | 2.4% | \$490 | 0.0% | \$671 | 0.0% | 4 | 0.0% | 40.0% | \$3,103 | 2/28/22 |
| | Total | \$12,413 | 0.0% | 2.4% | \$490 | 0.0% | \$671 | 0.0% | 4 | 0.0% | 40.0% | \$3,103 | |
| Specialty | Dwelling Fire | \$2,655 | 0.0% | 18.0% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$885 | 3/31/22 |
| | Home | \$968 | 0.0% | 18.0% | \$484 | 0.0% | \$484 | 0.0% | 1 | 0.0% | 50.0% | \$968 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$3,073 | 0.0% | 455.3% | \$934 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 80.0% | \$768 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$6,696 | 0.0% | 200.9% | \$1,418 | 0.0% | \$484 | 0.0% | 8 | 0.0% | 80.0% | \$2,621 | |
| | Grand Total | \$19,109 | 0.0% | 54.4% | \$1,908 | 0.0% | \$1,155 | 0.0% | 12 | 0.0% | 60.0% | \$5,725 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 49 | 10 | \$11,855 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 49 | 10 | \$11,855 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 29 | 3 | \$2,655 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 2 | \$758 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 5 | \$3,475 | 3 | 2 | \$1,336 | 0.67 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 61 | 10 | \$6,888 | 4 | 2 | \$1,336 | 0.5 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 110 | 20 | \$18,743 | 9 | 2 | \$1,336 | 0.22 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

INSURANCE GALLERY ASSOCIATES LIMITED LIABILITY COMPANY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1120 STUART AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1320229

ALBANY, GA 317071802

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2294321182 KJIGA@FRIENDLYCITY.NET

1320407, SELECT PREMIUM INS AGENCY DBA METRO CHOICE INS AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|-------------|----------------|-----------------|-------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$19,882 | 0.0% | 34.6% | \$4,065 | 0.0% | (\$1,078) | 0.0% | 2 | 0.0% | 15.4% | \$9,941 | 2/28/22 |
| | Total | \$19,882 | 0.0% | 34.6% | \$4,065 | 0.0% | (\$1,078) | 0.0% | 2 | 0.0% | 15.4% | \$9,941 | |
| Specialty | Dwelling Fire | \$8,759 | 0.0% | 9.2% | \$810 | 0.0% | \$3,028 | 0.0% | 10 | 0.0% | 66.7% | \$876 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$27,620 | 0.0% | 19.7% | \$10,599 | 0.0% | \$6,194 | 0.0% | 21 | 0.0% | 55.3% | \$1,315 | 3/31/22 |
| | Rental M.H. | \$2,765 | 0.0% | 355.0% | \$398 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 80.0% | \$691 | 3/31/22 |
| | Total | \$39,144 | 0.0% | 45.8% | \$11,807 | 0.0% | \$9,222 | 0.0% | 35 | 0.0% | 60.3% | \$2,882 | |
| | Grand Total | \$59,026 | 0.0% | 39.9% | \$15,872 | 0.0% | \$8,144 | 0.0% | 37 | 0.0% | 52.1% | \$12,823 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 606 | 13 | \$17,977 | 127 | 0 | \$0 | 0 | 51 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 606 | 13 | \$17,977 | 127 | 0 | \$0 | 0 | 51 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 65 | 15 | \$17,595 | 19 | 5 | \$5,500 | 0.26 | 7 | 4 | \$4,554 | 57.1% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 111 | 38 | \$47,693 | 24 | 12 | \$13,492 | 0.5 | 7 | 4 | \$6,194 | 57.1% | 3/31/22 |
| | Role: | 7 | 5 | \$3,878 | 3 | 1 | \$398 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 184 | 58 | \$69,166 | 46 | 18 | \$19,390 | 0.39 | 14 | 8 | \$10,748 | 57.1% | |
| | Grand Total | 790 | 71 | \$87,143 | 173 | 18 | \$19,390 | 0.1 | 65 | 8 | \$10,748 | 12.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

SELECT PREMIUM INS AGENCY DBA METRO CHOICE INS AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 190 BLUEGRASS PARKWAY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1320407

ALPHARETTA, GA 30005

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4042608734 SCOTTSCHWAEMMLE@GMAIL.COM

1327016, INSURANCE GALLERY ASSOCIATES LIMITED LIABILITY COMPANY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

INSURANCE GALLERY ASSOCIATES LIMITED LIABILITY COMPANY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 119 3RD ST E

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1320229

TIFTON, GA 317944879

Annual Average Premium = This Yr R12 NWP / PIF

1320229 Phone/Email: 2293964044 IGA@FRIENDLYCITY.NET

1360841, TODD HOFFMAN AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$1,666 | 189.2% | 21.3% | \$711 | 451.2% | \$711 | 451.2% | 4 | 33.3% | 100.0% | \$417 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$-286 | -161.4% | -328.3% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,547 | 0.0% | 9.0% | \$803 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$516 | 3/31/22 |
| | Total | \$2,927 | 13.1% | 12.2% | \$1,514 | 24.3% | \$711 | 451.2% | 7 | 0.0% | 87.5% | \$932 | |
| | Grand Total | \$2,927 | 13.1% | 12.2% | \$1,514 | 24.3% | \$711 | 451.2% | 7 | 0.0% | 87.5% | \$932 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$530 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 1 | \$530 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 9 | 1 | \$530 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Laureen Bennett

TODD HOFFMAN AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 102 MARY ALICE PARK RD #403B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1360841

CUMMING, GA 300402692

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6783475166 TODD@TODDHUFFMANAGENCY.COM

1360938, THE AUSBAND AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$4,011 | 3.8% | 773.6% | \$1,422 | -37.3% | \$1,422 | -37.3% | 2 | 0.0% | 100.0% | \$2,006 | 2/28/22 |
| | Total | \$4,011 | 3.8% | 773.6% | \$1,422 | -37.3% | \$1,422 | -37.3% | 2 | 0.0% | 100.0% | \$2,006 | |
| Specialty | Dwelling Fire | \$486 | 3.2% | 10.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$486 | 3/31/22 |
| | Marine | \$178 | 0.0% | 19.1% | \$178 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$178 | 3/31/22 |
| | MOBILE HOME | \$7,779 | -11.2% | 9.1% | \$4,060 | 3.5% | \$3,303 | 4.4% | 5 | 0.0% | 100.0% | \$1,556 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$8,443 | -8.3% | 9.4% | \$4,238 | 3.4% | \$3,303 | 4.4% | 7 | 0.0% | 100.0% | \$2,220 | |
| | Grand Total | \$12,454 | -4.8% | 291.6% | \$5,660 | -11.1% | \$4,725 | -13.0% | 9 | 0.0% | 100.0% | \$4,225 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 6 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Taylor Smith

THE AUSBAND AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 8 MACON ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1360938

MCDONOUGH, GA 302533219

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7703899060 ADMIN@AUSBANDAGENCY.COM

1363513, THOMAS AMRITT AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|--------------|----------------|----------------|-------------|----------------|--------------|----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,659 | 64.7% | 92.3% | \$3,163 | 0.0% | \$1,584 | 0.0% | 2 | 100.0% | 66.7% | \$1,330 | 3/31/22 |
| | MOBILE HOME | \$1,584 | 8.9% | 9.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$792 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$474 | -1.7% | 9.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$474 | 3/31/22 |
| | Total | \$4,717 | 32.8% | 26.6% | \$3,163 | 0.0% | \$1,584 | 0.0% | 5 | 25.0% | 83.3% | \$2,596 | |
| Grand Total | | \$4,717 | 32.8% | 26.6% | \$3,163 | 0.0% | \$1,584 | 0.0% | 5 | 25.0% | 83.3% | \$2,596 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 2 | \$3,163 | 4 | 2 | \$3,163 | 0.5 | 2 | 1 | \$1,584 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 2 | \$3,163 | 5 | 2 | \$3,163 | 0.4 | 2 | 1 | \$1,584 | 50.0% | |
| Grand Total | | 7 | 2 | \$3,163 | 5 | 2 | \$3,163 | 0.4 | 2 | 1 | \$1,584 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

THOMAS AMRITT AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 126 ENTERPRISE PATH STE 101

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1363513

HIRAM, GA 301412655

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7709498500 TEAMRITT@GMAIL.COM

1310132, MCCARTAN INS GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|---------------|-----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$30,098 | 39.2% | 25.9% | \$9,056 | 196.0% | \$8,855 | 123.3% | 27 | 22.7% | 84.4% | \$1,115 | 3/31/22 |
| | Home | \$-239 | -116.6% | 25.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$-239 | 3/31/22 |
| | MOBILE HOME | \$7,272 | 0.7% | 553.2% | \$1,351 | -49.3% | \$995 | -34.1% | 8 | -11.1% | 80.0% | \$909 | 3/31/22 |
| | Rental M.H. | \$1,323 | 0.0% | 23.8% | \$1,323 | 0.0% | \$1,323 | 0.0% | 1 | 0.0% | 100.0% | \$1,323 | 3/31/22 |
| | Travel Trailer | \$-195 | -117.8% | -5.5% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$38,259 | 21.9% | 150.7% | \$11,730 | 105.0% | \$11,173 | 104.1% | 37 | 8.8% | 80.4% | \$3,108 | |
| Grand Total | | \$38,259 | 21.9% | 150.7% | \$11,730 | 105.0% | \$11,173 | 104.1% | 37 | 8.8% | 80.4% | \$3,108 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 10 | \$13,059 | 3 | 2 | \$4,720 | 0.67 | 2 | 2 | \$4,720 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,658 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,323 | 1 | 1 | \$1,323 | 1 | 1 | 1 | \$1,323 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 12 | \$16,040 | 4 | 3 | \$6,043 | 0.75 | 3 | 3 | \$6,043 | 100.0% | |
| Grand Total | | 21 | 12 | \$16,040 | 5 | 3 | \$6,043 | 0.6 | 4 | 3 | \$6,043 | 75.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Bill Haynes

MCCARTAN INS GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 640 S 50TH ST UNIT 2140

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1310132

WEST DES MOINE IA 502656995

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5156332273 JOEL@MCCARTANINSURANCE.COM

1319990, DOWNTOWN INSURANCE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,746 | 0.0% | 32.1% | \$1,746 | 0.0% | \$1,746 | 0.0% | 2 | 0.0% | 100.0% | \$873 | 3/31/22 |
| | Home | \$1,899 | 0.0% | 31.5% | \$259 | 0.0% | \$259 | 0.0% | 1 | 0.0% | 0.0% | \$1,899 | 3/31/22 |
| | MOBILE HOME | \$841 | 0.0% | 22.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$841 | 3/31/22 |
| | Travel Trailer | \$1,196 | 0.0% | 21.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$1,196 | 3/31/22 |
| | Total | \$5,682 | 0.0% | 25.9% | \$2,005 | 0.0% | \$2,005 | 0.0% | 5 | 0.0% | 250.0% | \$4,809 | |
| | Grand Total | \$5,682 | 0.0% | 25.9% | \$2,005 | 0.0% | \$2,005 | 0.0% | 5 | 0.0% | 250.0% | \$4,809 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 2 | \$1,746 | 3 | 2 | \$1,746 | 0.67 | 2 | 2 | \$1,746 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 2 | \$1,746 | 3 | 2 | \$1,746 | 0.67 | 2 | 2 | \$1,746 | 100.0% | |
| | Grand Total | 6 | 2 | \$1,746 | 3 | 2 | \$1,746 | 0.67 | 2 | 2 | \$1,746 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

DOWNTOWN INSURANCE

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 655 WALNUT ST STE 136

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1310132

DES MOINES, IA 503093930

Annual Average Premium = This Yr R12 NWP / PIF

1310132 Phone/Email: 5152883004 JEREMIE@DOWNTOWNINSURANCE.NET

1279741, JACKIE GAPPA AGENCY LTD

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|---------------|------------|---------------|----------------------------------|-----------------------|---------------|--------------|--|-------------------------------|------------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$6,658 | 122.8% | 18.3% | \$0 | 0.0% | \$0 | 0.0% | 6 | 20.0% | 85.7% | \$1,110 | 3/31/22 | |
| | Home | \$5,925 | 88.3% | 19.6% | \$2,314 | 30.2% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$1,975 | 3/31/22 | |
| | MOBILE HOME | \$388 | -72.5% | 5.8% | \$465 | 0.0% | \$465 | 0.0% | 1 | -50.0% | 50.0% | \$388 | 3/31/22 | |
| | Total | \$12,971 | 71.9% | 17.9% | \$2,779 | 24.0% | \$465 | 0.0% | 10 | 11.1% | 83.3% | \$3,473 | | |
| | Grand Total | \$12,971 | 71.9% | 17.9% | \$2,779 | 24.0% | \$465 | 0.0% | 10 | 11.1% | 83.3% | \$3,473 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 14 | 2 | \$3,512 | 9 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$2,335 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 15 | 3 | \$5,847 | 9 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | | |
| Grand Total | | 15 | 3 | \$5,847 | 9 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | JACKIE GAPPA AGENCY LTD | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 2112 W ALGONQUIN RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279741 | | | | LAKE IN THE HILL IL 601561370 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8478548520 JACKIE@GAPPAAGENCY.COM | | | | | | |

1287068, MUIR INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$4,632 | -52.1% | 1.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 40.0% | \$2,316 | 2/28/22 |
| | Total | \$4,632 | -52.1% | 1.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 40.0% | \$2,316 | |
| Specialty | Dwelling Fire | \$44,336 | -39.0% | 37.3% | \$5,282 | -71.5% | \$2,770 | -73.7% | 40 | -32.2% | 59.7% | \$1,108 | 3/31/22 |
| | Home | \$18,923 | -1.9% | 17.8% | \$4,595 | 82.9% | \$514 | -62.5% | 13 | -13.3% | 81.3% | \$1,456 | 3/31/22 |
| | MOBILE HOME | \$14,459 | -10.5% | 15.2% | \$0 | -100.0% | \$0 | -100.0% | 16 | -5.9% | 94.1% | \$904 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | -0.1% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$77,718 | -28.9% | 30.2% | \$9,877 | -52.8% | \$3,284 | -69.1% | 69 | -25.0% | 68.3% | \$3,468 | |
| Grand Total | | \$82,350 | -30.8% | 28.7% | \$9,877 | -51.5% | \$3,284 | -67.3% | 71 | -26.0% | 67.0% | \$5,784 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|-------------------------------------|-----------------------|--------------|----------------|---|-----------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 39 | 1 | \$1,865 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 39 | 1 | \$1,865 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 18 | 8 | \$12,128 | 8 | 4 | \$4,134 | 0.5 | 2 | 3 | \$3,028 | 150.0% | 3/31/22 | |
| | Role: | 4 | 1 | \$1,191 | 1 | 1 | \$1,191 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 23 | 9 | \$13,319 | 9 | 5 | \$5,325 | 0.56 | 2 | 3 | \$3,028 | 150.0% | | |
| Grand Total | | 62 | 10 | \$15,184 | 9 | 5 | \$5,325 | 0.56 | 2 | 3 | \$3,028 | 150.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Cydnee Evans Louis | | | | MUIR INSURANCE GROUP INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 216 E RT 22 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1287068 | | | | LAKE ZURICH, IL 60047 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8475509900 MIKE@MUIRINSURANCEGROUP.COM | | | | | | |

1287080, MUIR,MICHAEL

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|----------------|-------------------------------------|------------|----------------|--------------|---|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$-1,424 | -166.4% | -82.4% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$-1,424 | -166.4% | -82.4% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Grand Total | | \$-1,424 | -166.4% | -82.4% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Cydnee Evans Louis | | | | MUIR,MICHAEL | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 216 E RT 22 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1287068 | | | | LAKE ZURICH, IL 60047 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1287068 Phone/Email: 8475509900 MIKE@MUIRINSURANCEGROUP.COM | | | | | |

1309599, BLUE INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$4,556 | 0.0% | 915.9% | \$3,063 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$2,278 | 2/28/22 |
| | Total | \$4,556 | 0.0% | 915.9% | \$3,063 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$2,278 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$5,836 | 0.0% | 312.8% | \$3,058 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,167 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$5,836 | 0.0% | 312.8% | \$3,058 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,167 | |
| | Grand Total | \$10,392 | 0.0% | 656.6% | \$6,121 | 0.0% | \$0 | 0.0% | 7 | 0.0% | 87.5% | \$3,445 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 141 | 3 | \$3,196 | 21 | 1 | \$1,160 | 0.05 | 8 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 141 | 3 | \$3,196 | 21 | 1 | \$1,160 | 0.05 | 8 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 178 | 5 | \$5,672 | 63 | 2 | \$2,894 | 0.03 | 21 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 195 | 5 | \$5,672 | 64 | 2 | \$2,894 | 0.03 | 21 | 0 | \$0 | 0.0% | |
| | Grand Total | 336 | 8 | \$8,868 | 85 | 3 | \$4,054 | 0.04 | 29 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Michael Bradford

BLUE INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 29W130 BUTTERFIELD RD STE 104A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1309599

WARRENVILLE, IL 605552811

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6309537440 FSANZERI@BLUE-IG.COM

1313004, JIM KELLY INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|---------------|----------------|----------------|---------------|--------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$29,199 | 258.2% | 21.0% | \$6,370 | 210.1% | \$417 | 0.0% | 23 | 187.5% | 100.0% | \$1,270 | 3/31/22 |
| | Home | \$7,126 | 58.3% | 15.5% | \$1,647 | 25.2% | \$0 | 0.0% | 4 | 0.0% | 80.0% | \$1,782 | 3/31/22 |
| | Marine | \$100 | 0.0% | 8.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$5,039 | -8.2% | 9.4% | \$1,116 | 4.7% | \$0 | 0.0% | 8 | -11.1% | 88.9% | \$630 | 3/31/22 |
| | Motorcycle | \$479 | 2.1% | 2.5% | \$227 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$240 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$542 | -3.0% | 10.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$542 | 3/31/22 |
| | Total | \$42,485 | 120.5% | 17.3% | \$9,360 | 100.7% | \$417 | 0.0% | 39 | 56.0% | 95.1% | \$4,562 | |
| Grand Total | | \$42,485 | 120.5% | 17.3% | \$9,360 | 100.7% | \$417 | 0.0% | 39 | 56.0% | 95.1% | \$4,562 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 34 | 15 | \$20,896 | 11 | 5 | \$5,953 | 0.45 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,792 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 38 | 16 | \$22,688 | 13 | 5 | \$5,953 | 0.38 | 5 | 0 | \$0 | 0.0% | |
| Grand Total | | 38 | 16 | \$22,688 | 13 | 5 | \$5,953 | 0.38 | 5 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Elizabeth Wilkinson

JIM KELLY INS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 200 PETERSON RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1313004

LIBERTYVILLE, IL 600481006

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8473671234 JIM@JIMKELLYINS.COM

1313010, KELLY,JAMES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Michael Bradford

KELLY,JAMES

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALE

Address: 200 PETERSON RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1313004

LIBERTYVILLE, IL 600481006

Annual Average Premium = This Yr R12 NWP / PIF

1343411, MICHAEL LOGUE & ASSOCIATES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|----------------|---------------|----------------|----------------|---------------|------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,652 | -80.7% | 15.2% | \$0 | -100.0% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$413 | 3/31/22 |
| | Home | \$1,172 | 50.4% | 18.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,172 | 3/31/22 |
| | MOBILE HOME | \$1,613 | -26.7% | 6.4% | \$1,137 | 3.5% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$807 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,437 | -61.6% | 12.9% | \$1,137 | -70.9% | \$0 | 0.0% | 7 | -22.2% | 77.8% | \$2,392 | |
| | Grand Total | \$4,437 | -61.6% | 12.9% | \$1,137 | -70.9% | \$0 | 0.0% | 7 | -22.2% | 77.8% | \$2,392 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MICHAEL LOGUE & ASSOCIATES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 7500 GRAND AVE STE 140

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1343411

GURNEE, IL 600311585

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8476623600 HUGHMLOGUE@OUTLOOK.COM

1355037, HUNZIKER-NAGEL INSURANCE SOLUTIONS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/2023 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/2023 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/2023 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 10 | 0 | \$0 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/2023 |
| | Total | 10 | 0 | \$0 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Total | 7 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 0 | \$0 | 5 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Elizabeth Wilkinson | | | HUNZIKER-NAGEL INSURANCE SOLUTIONS INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 220 CHANNAHON ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1355037 | | | SHOREWOOD, IL 604049330 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8152552322 HEATHER@HNINSURANCESOLUTIONS.COM | | | | | |

1154980, CHAMPION INS SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|----------------|---------------|------------|----------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,306 | 13.8% | 8.1% | \$874 | 21.2% | \$0 | 0.0% | 10 | 11.1% | 100.0% | \$931 | 3/31/22 |
| | Home | \$2,670 | 7.0% | 7.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,335 | 3/31/22 |
| | MOBILE HOME | \$2,532 | 0.0% | 5.2% | \$0 | -100.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$633 | 3/31/22 |
| | Off-Road Veh | \$153 | 0.0% | 2.5% | \$153 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$153 | 3/31/22 |
| | Rental M.H. | \$-31 | -106.0% | -0.6% | \$260 | -49.5% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$-31 | 3/31/22 |
| | Total | \$14,630 | 5.4% | 7.3% | \$1,287 | -45.0% | \$0 | -100.0% | 18 | 0.0% | 94.7% | \$3,021 | |
| Grand Total | | \$14,630 | 5.4% | 7.3% | \$1,287 | -45.0% | \$0 | -100.0% | 18 | 0.0% | 94.7% | \$3,021 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 1 | \$858 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 1 | \$858 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 12 | 1 | \$858 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

CHAMPION INS SERVICES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 115 E MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1154980

PORLAND, IN 473712104

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2607269345 KYLE@PORTINS.COM

1279844, CHERRY INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| | | | | | | | | | | | | | |
| Specialty | Dwelling Fire | \$5,109 | 17.1% | 7.6% | \$1,468 | 2.7% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$1,277 | 3/31/22 |
| | Home | \$1,006 | -3.4% | 7.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,006 | 3/31/22 |
| | MOBILE HOME | \$5,547 | 11.2% | 11.2% | \$0 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$925 | 3/31/22 |
| | Motorcycle | \$576 | 1.6% | 10.6% | \$576 | 1.6% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$576 | 3/31/22 |
| | Rental M.H. | \$766 | 0.0% | 5.2% | \$766 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$766 | 3/31/22 |
| | Total | \$13,004 | 10.9% | 9.2% | \$2,810 | 1.7% | \$0 | -100.0% | 13 | 0.0% | 100.0% | \$4,550 | |
| Grand Total | | \$13,004 | 10.9% | 9.0% | \$2,810 | 1.7% | \$0 | -100.0% | 13 | 0.0% | 100.0% | \$4,550 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 10

Portfolio Owner: Digital Segment

CHERRY INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 4772 W US HIGHWAY 40

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279844

GREENFIELD, IN 461408540

Annual Average Premium = This Yr R12 NWP / PIF

1316881, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|--------------------|-----------------|---------------|------------------|---------------------------------|---------------|--------------|----------------|-------------------------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$4,691 | -11.1% | -4.8% | \$592 | -59.7% | \$341 | -70.3% | 3 | -40.0% | 60.0% | \$1,564 | 2/28/22 |
| | Total | \$4,691 | -11.1% | -4.8% | \$592 | -59.7% | \$341 | -70.3% | 3 | -40.0% | 60.0% | \$1,564 | |
| Specialty | Dwelling Fire | \$9,664 | 25.6% | 7.6% | \$2,777 | 3.2% | \$0 | 0.0% | 11 | 0.0% | 100.0% | \$879 | 3/31/22 |
| | MOBILE HOME | \$3,029 | -53.7% | 57.1% | \$0 | -100.0% | \$0 | 0.0% | 3 | -57.1% | 42.9% | \$1,010 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$12,693 | -10.8% | 25.8% | \$2,777 | -32.9% | \$0 | 0.0% | 14 | -22.2% | 77.8% | \$1,888 | |
| Grand Total | | \$17,384 | -10.9% | 17.5% | \$3,369 | -39.9% | \$341 | -70.3% | 17 | -26.1% | 73.9% | \$3,452 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Steven Farmer | | | | MALHOTRA & ASSOCIATES LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: 8 S 8TH ST | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1316832 | | | | RICHMOND, IN 473745438 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1316832 Phone/Email: 7659663814 | | | | RACHAEL@MALHOTRAINSURANCE.COM | | | | |

1316885, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|---|----------------|---------------|--------------|---------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,422 | -64.4% | 4.9% | \$0 | -100.0% | \$0 | 0.0% | 4 | -33.3% | 66.7% | \$356 | 3/31/22 |
| | MOBILE HOME | \$1,906 | -24.7% | 3.8% | \$1,215 | 26.8% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$953 | 3/31/22 |
| | Total | \$3,328 | -49.0% | 4.4% | \$1,215 | -29.6% | \$0 | -100.0% | 6 | -33.3% | 66.7% | \$1,309 | |
| Grand Total | | \$3,328 | -49.0% | 4.5% | \$1,215 | -29.6% | \$0 | -100.0% | 6 | -33.3% | 66.7% | \$1,309 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MALHOTRA & ASSOCIATES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 110 W MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1316832 | | | | PLAINFIELD, IN 461681132 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1316832 Phone/Email: 3178389015 RACHAEL@MALHOTRAINSURANCE.COM | | | | | | | | | |

1342768, FIRST DIRECT INS AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|-------------------------------|---------------|-------------------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 8 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Kyle Vernon | | | | FIRST DIRECT INS AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 410 E MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1342768 | | | WESTFIELD, IN 460749400 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 8883810511 | INFO@FIRSTDIRECTINS.COM | | | |

1361758, CARNEY,JEFFREY L

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$-41 | -100.5% | 1.8% | \$0 | -100.0% | \$0 | -100.0% | 2 | -66.7% | 33.3% | \$-21 | 3/31/22 |
| | MOBILE HOME | \$702 | 2.8% | 5.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$702 | 3/31/22 |
| | Rental M.H. | \$768 | 0.0% | 5.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$768 | 3/31/22 |
| | Total | \$1,429 | -84.1% | 2.8% | \$0 | -100.0% | \$0 | -100.0% | 4 | -50.0% | 50.0% | \$1,450 | |
| Grand Total | | \$1,429 | -84.1% | 2.8% | \$0 | -100.0% | \$0 | -100.0% | 4 | -50.0% | 50.0% | \$1,450 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Kyle Vernon | | | CARNEY,JEFFREY L | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 3103 S WEBSTER ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1361758 | | | KOKOMO, IN 469023465 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7658647000 JEFF.CARNEY@EMERSONINS.NET | | | | | |

1280909, MILLER & ASSOCIATES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|---------------|------------------|---------------|------------------------------|-----------------------|--------------|-----------------|--|---------------------------|----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$92,550 | 429.6% | 70.2% | \$11,117 | 13.0% | \$4,714 | 30.4% | 63 | 320.0% | 28.3% | \$1,469 | 2/28/22 | |
| | Total | \$92,550 | 429.6% | 70.2% | \$11,117 | 13.0% | \$4,714 | 30.4% | 63 | 320.0% | 28.3% | \$1,469 | | |
| Specialty | Dwelling Fire | \$15,440 | -14.0% | 39.2% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$15,440 | 3/31/22 | |
| | Home | \$500 | 0.0% | 14.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$15,940 | -11.2% | 38.5% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 33.3% | \$15,440 | | |
| Grand Total | | \$108,490 | 206.3% | 64.6% | \$11,117 | 56.6% | \$4,714 | 30.4% | 64 | 276.5% | 28.3% | \$16,909 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 1,513 | 208 | \$142,878 | 221 | 32 | \$23,079 | 0.14 | 109 | 14 | \$9,377 | 12.8% | 2/28/22 | |
| | Total | 1,513 | 208 | \$142,878 | 221 | 32 | \$23,079 | 0.14 | 109 | 14 | \$9,377 | 12.8% | | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$2,024 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 4 | 1 | \$2,024 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 1,517 | 209 | \$144,902 | 221 | 32 | \$23,079 | 0.14 | 109 | 14 | \$9,377 | 12.8% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Hung Nguyen | | | | MILLER & ASSOCIATES INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 107 S MUR LEN RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280909 | | | | OLATHE, | KS | 660626106 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 9134699400 ROD@MILLERINSURANCESTORE.COM | | | | | | |

1280012, THE ROARK AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,471 | -58.6% | 1.2% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$1,471 | -58.6% | 1.2% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,256 | 0.0% | 10.8% | \$2,628 | 0.0% | \$783 | 0.0% | 2 | 0.0% | 100.0% | \$2,628 | 3/31/22 |
| | MOBILE HOME | \$8,510 | 6.3% | 6.4% | \$2,124 | -23.5% | \$1,697 | 0.0% | 10 | 0.0% | 100.0% | \$851 | 3/31/22 |
| | Motorcycle | \$351 | 290.0% | 8.6% | \$90 | 0.0% | \$90 | 0.0% | 1 | 0.0% | 50.0% | \$351 | 3/31/22 |
| | Motor Home | \$807 | -50.1% | 4.7% | \$807 | -1.5% | \$807 | -1.5% | 1 | 0.0% | 100.0% | \$807 | 3/31/22 |
| | Off-Road Veh | \$468 | -26.9% | 5.6% | \$335 | -25.1% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$156 | 3/31/22 |
| | Rental M.H. | \$9,479 | -6.0% | 10.2% | \$669 | 100.9% | \$0 | 0.0% | 10 | -9.1% | 90.9% | \$948 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 3.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$24,871 | 20.7% | 8.5% | \$6,653 | 48.9% | \$3,377 | 29.6% | 27 | -3.6% | 87.1% | \$5,741 | |
| | Grand Total | \$26,342 | 9.1% | 7.5% | \$6,653 | 8.9% | \$3,377 | 29.6% | 27 | -15.6% | 77.1% | \$5,741 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 51 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 51 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 10 | 2 | \$2,628 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,777 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 3 | \$4,405 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 69 | 3 | \$4,405 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

THE ROARK AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALE Legal Business Entity

Address: 721 BELLEVILLE RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280012

FLATWOODS, KY 411392001

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6068366666 BRENT@ROARKINS.COM

1280881, DITSLER INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,689 | 0.0% | 1,219.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,689 | 2/28/22 |
| | Total | \$1,689 | 0.0% | 1,219.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,689 | |
| Specialty | Dwelling Fire | \$2,044 | 8.2% | 1.5% | \$2,618 | -32.9% | \$2,618 | -32.9% | 5 | -16.7% | 71.4% | \$409 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$200 | 0.0% | 15.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$200 | 3/31/22 |
| | MOBILE HOME | \$3,315 | 2.2% | 6.4% | \$1,553 | 4.8% | \$1,553 | 0.0% | 2 | 0.0% | 100.0% | \$1,658 | 3/31/22 |
| | Motorcycle | \$201 | 1.0% | -0.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$101 | 3/31/22 |
| | Off-Road Veh | \$270 | 200.0% | 6.9% | \$180 | 100.0% | \$90 | 0.0% | 2 | 100.0% | 100.0% | \$135 | 3/31/22 |
| | Rental M.H. | \$718 | 0.0% | 6.6% | \$718 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$718 | 3/31/22 |
| | Travel Trailer | \$1,737 | 0.0% | 11.1% | \$461 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$869 | 3/31/22 |
| | Total | \$8,485 | 38.2% | 5.2% | \$5,530 | -10.7% | \$4,261 | 9.2% | 15 | 25.0% | 83.3% | \$4,088 | |
| | Grand Total | \$10,174 | 65.7% | 180.0% | \$5,530 | -10.7% | \$4,261 | 9.2% | 16 | 33.3% | 80.0% | \$5,777 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 10 | 2 | \$1,777 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 10 | 2 | \$1,777 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 1 | \$515 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$200 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$90 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$1,722 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 6 | \$2,527 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 28 | 8 | \$4,304 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

DITSLER INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1313 LYNDON LN STE 102

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280881

LOUISVILLE, KY 402227301

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5028950812 JERRYD@DITSLERINSURANCE.COM

1289158, AMERICA'S TRUSTED INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|---------------|---------------------------------|------------|---------------|--------------|---------------------------------------|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 108.6% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 108.6% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,202 | -34.2% | 7.8% | \$398 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$601 | 3/31/22 |
| | Marine | \$271 | 0.0% | 5.5% | \$271 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$271 | 3/31/22 |
| | MOBILE HOME | \$19,120 | 5.4% | 10.1% | \$4,832 | 0.3% | \$696 | -40.5% | 21 | 5.0% | 91.3% | \$910 | 3/31/22 |
| | Motorcycle | \$180 | -31.0% | 1.4% | \$90 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$90 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,332 | -17.2% | 7.2% | \$1,071 | 10.4% | \$1,071 | 10.4% | 5 | -16.7% | 83.3% | \$466 | 3/31/22 |
| | Total | \$23,105 | -1.0% | 9.4% | \$6,662 | 1.8% | \$1,767 | -17.4% | 31 | 0.0% | 91.2% | \$2,339 | |
| | Grand Total | \$23,105 | -7.4% | 12.1% | \$6,662 | -9.5% | \$1,767 | -17.4% | 31 | -3.1% | 88.6% | \$2,339 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 3 | \$2,846 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 3 | \$2,846 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 4 | 3 | \$2,846 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Yahaya Gwamna | | | | AMERICA'S TRUSTED INSURANCE GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 4130 ALEXANDRIA PIKE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289152 | | | | COLD SPRING, KY 410761820 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1289152 Phone/Email: 8594420123 | | | | SERVICE@MYATIG.COM | | | | | |

1277417, MASSABNI INSURANCE & FINANCIAL INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$4,892 | 111.4% | 10.0% | \$2,174 | -6.1% | \$381 | 0.0% | 2 | 0.0% | 33.3% | \$2,446 | 2/28/22 |
| | Total | \$4,892 | 111.4% | 10.0% | \$2,174 | -6.1% | \$381 | 0.0% | 2 | 0.0% | 33.3% | \$2,446 | |
| Specialty | Dwelling Fire | \$-582 | -107.1% | 0.6% | \$1,363 | -57.7% | \$0 | -100.0% | 1 | -75.0% | 25.0% | \$-582 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$3,770 | 281.2% | 11.2% | \$317 | 1.0% | \$0 | 0.0% | 4 | 100.0% | 200.0% | \$943 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$713 | 0.0% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$357 | 3/31/22 |
| | Total | \$3,901 | -57.6% | 6.7% | \$1,680 | -52.5% | \$0 | -100.0% | 7 | 16.7% | 77.8% | \$717 | |
| | Grand Total | \$8,793 | -23.6% | 8.3% | \$3,854 | -34.2% | \$381 | -56.1% | 9 | 12.5% | 60.0% | \$3,163 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 33 | 4 | \$1,611 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 33 | 4 | \$1,611 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 3 | \$1,264 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 3 | \$1,264 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 41 | 7 | \$2,875 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MASSABNI INSURANCE & FINANCIAL INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3311 TOLEDO TER STE B204

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277417

HYATTSVILLE, MD 207828149

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3015591400 MIKESR@MASSABNIINSURANCE.COM

1277664, THE WRIGHT AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|-------------|----------------|----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$29,019 | 9.3% | 39.0% | \$5,376 | 124.7% | \$2,320 | 24.5% | 25 | -3.8% | 86.2% | \$1,161 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$29,019 | 9.3% | 39.0% | \$5,376 | 124.7% | \$2,320 | 24.5% | 25 | -3.8% | 86.2% | \$1,161 | |
| Grand Total | | \$29,019 | 9.3% | 39.0% | \$5,376 | 124.7% | \$2,320 | 24.5% | 25 | -3.8% | 86.2% | \$1,161 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 45 | 0 | \$0 | 11 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 45 | 0 | \$0 | 11 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 12 | 3 | \$3,662 | 1 | 1 | \$1,285 | 1 | 1 | 1 | \$1,285 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 3 | \$3,662 | 1 | 1 | \$1,285 | 1 | 1 | 1 | \$1,285 | 100.0% | |
| Grand Total | | 59 | 3 | \$3,662 | 12 | 1 | \$1,285 | 0.08 | 3 | 1 | \$1,285 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: CJ Masters

THE WRIGHT AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 3719 LANAMER RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277664

RANDALLSTOWN, MD 211331532

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4107470700 JULIAN@THEWRIGHTAGENCY4U.COM

1278327, JONES INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|-----------------------------|-----------------------|---------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$6,845 | -2.1% | 2.7% | (\$1,226) | -160.8% | \$787 | -60.5% | 2 | -33.3% | 50.0% | \$3,423 | 2/28/22 |
| | Total | \$6,845 | -2.1% | 2.7% | (\$1,226) | -160.8% | \$787 | -60.5% | 2 | -33.3% | 50.0% | \$3,423 | |
| Specialty | Dwelling Fire | \$9,763 | -10.3% | 7.3% | \$5,589 | 28.9% | \$2,929 | -9.3% | 4 | -33.3% | 40.0% | \$2,441 | 3/31/22 |
| | Home | \$738 | -7.8% | 8.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$738 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$14,054 | 31.5% | 13.7% | \$3,578 | -34.5% | \$666 | 2.6% | 20 | 11.1% | 87.0% | \$703 | 3/31/22 |
| | Motorcycle | \$433 | -77.7% | 37.0% | (\$357) | -179.7% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$1,795 | -5.2% | 10.9% | \$1,120 | -7.4% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$898 | 3/31/22 |
| | Off-Road Veh | \$309 | -3.1% | 3.5% | \$234 | -4.1% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$103 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$237 | -157.2% | 5.5% | \$237 | 7.7% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$237 | 3/31/22 |
| | Total | \$27,329 | 4.6% | 12.1% | \$10,401 | -12.7% | \$3,595 | -7.3% | 31 | -13.9% | 68.9% | \$5,119 | |
| Grand Total | | \$34,174 | 3.2% | 10.1% | \$9,175 | -34.2% | \$4,382 | -25.3% | 33 | -15.4% | 67.3% | \$8,541 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 17 | 1 | \$1,688 | 11 | 0 | \$0 | 0 | 10 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 17 | 1 | \$1,688 | 11 | 0 | \$0 | 0 | 10 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 10 | 4 | \$6,735 | 6 | 1 | \$1,499 | 0.17 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 5 | \$3,351 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 9 | \$10,086 | 6 | 1 | \$1,499 | 0.17 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 43 | 10 | \$11,774 | 17 | 1 | \$1,499 | 0.06 | 12 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: CJ Masters | | | | JONES INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 272 MACKALL ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278327 | | | ELKTON, MD 219215259 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 4103984464 JONESINSURANCEAGENCYINC@HOTMAIL.COM | | | | | |

1278346, LURAY AND ASSOCIATES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|------------------|--------------|-----------------------------|-----------------------|---------------|-----------------|--------------------------|--|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$266,388 | 1.0% | 44.7% | \$57,294 | -14.3% | \$13,627 | -36.8% | 211 | 0.0% | 73.0% | \$1,263 | 3/31/22 | |
| | Home | \$844 | 0.0% | 12.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$844 | 3/31/22 | |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Motorcycle | \$1,089 | -33.7% | 5.4% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,089 | 3/31/22 | |
| | Motor Home | \$2,361 | -6.0% | 10.3% | \$2,361 | -6.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,361 | 3/31/22 | |
| | Rental M.H. | \$1,334 | 0.0% | 39.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,334 | 3/31/22 | |
| | Total | \$272,016 | 1.4% | 44.1% | \$59,655 | -13.0% | \$13,627 | -36.8% | 215 | 0.5% | 73.4% | \$6,891 | | |
| Grand Total | | \$272,016 | 1.4% | 44.1% | \$59,655 | -13.0% | \$13,627 | -36.8% | 215 | 0.5% | 73.4% | \$6,891 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 185 | 78 | \$99,788 | 35 | 13 | \$19,311 | 0.37 | 11 | 4 | \$7,287 | 36.4% | 3/31/22 | |
| | Role: | 2 | 1 | \$844 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 189 | 79 | \$100,632 | 36 | 13 | \$19,311 | 0.36 | 11 | 4 | \$7,287 | 36.4% | | |
| Grand Total | | 193 | 79 | \$100,632 | 37 | 13 | \$19,311 | 0.35 | 12 | 4 | \$7,287 | 33.3% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Ben Flatau | | | | LURAY AND ASSOCIATES INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 66 PAINTERS MILL RD STE 112 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278346 | | | | OWINGS MILLS, MD 211173643 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 4106022636 STEVE@LURAYINSURANCE.COM | | | | | |

1278360, CHARLES E DEALE & ASSOCIATES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|--------------|----------------|----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$11,061 | -8.9% | 5.3% | \$2,858 | -10.6% | \$1,591 | -24.8% | 7 | -30.0% | 53.8% | \$1,580 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$970 | 0.0% | 39.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$485 | 3/31/22 |
| | Off-Road Veh | \$65 | 0.0% | 3.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$65 | 3/31/22 |
| | Total | \$12,096 | -6.8% | 7.6% | \$2,858 | -10.6% | \$1,591 | -24.8% | 10 | -23.1% | 62.5% | \$2,130 | |
| | Grand Total | \$12,096 | -6.8% | 7.6% | \$2,858 | -10.6% | \$1,591 | -24.8% | 10 | -23.1% | 62.5% | \$2,130 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 3 | \$6,113 | 3 | 1 | \$1,591 | 0.33 | 1 | 1 | \$1,591 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 3 | \$6,113 | 3 | 1 | \$1,591 | 0.33 | 1 | 1 | \$1,591 | 100.0% | |
| | Grand Total | 6 | 3 | \$6,113 | 3 | 1 | \$1,591 | 0.33 | 1 | 1 | \$1,591 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

CHARLES E DEALE & ASSOCIATES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 1910 TOWNE CENTRE BLVD STE 250

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278360

ANNAPOULIS, MD 214013599

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4102675601 CHARLIE@DEALEINSURANCE.COM

1278542, RICHARD NORRIS INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|--------------|---------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$490 | 0.0% | 10.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$490 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$490 | 195.2% | 4.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$490 | |
| Grand Total | | \$490 | 195.2% | 4.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$490 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|----------------|---|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | RICHARD NORRIS INSURANCE AGENCY INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 2108 EMMORTON PARK RD STE 202 | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278542 | | | | EDGEWOOD, MD 210401055 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 4102736665 RNORRISAGENCY@COMCAST.NET | | | | |

1278565, NORRIS,RICHARD

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|--------------|---------------|----------------------------------|--------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$714 | -29.8% | 11.3% | \$714 | 3.0% | \$714 | 3.0% | 1 | 0.0% | 100.0% | \$714 | 3/31/22 |
| | Total | \$714 | -29.8% | 11.3% | \$714 | 3.0% | \$714 | 3.0% | 1 | 0.0% | 100.0% | \$714 | |
| Grand Total | | \$714 | -29.8% | 11.3% | \$714 | 3.0% | \$714 | 3.0% | 1 | 0.0% | 100.0% | \$714 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | NORRIS,RICHARD | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 2108 EMMORTON PARK RD STE 202 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278542 | | | | EDGEWOOD, MD 210401055 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278542 Phone/Email: 4102736665 RNORRISAGENCY@COMCAST.NET | | | | | |

1278650, MARTIN INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|---------------|----------------|------------|----------------|------------|----------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,235 | -68.4% | 5.8% | \$0 | -100.0% | \$0 | -100.0% | 5 | -37.5% | 62.5% | \$647 | 3/31/22 |
| | MOBILE HOME | \$2,103 | 1.2% | 7.1% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$701 | 3/31/22 |
| | Motorcycle | \$1,375 | -6.8% | 8.9% | \$0 | -100.0% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$1,375 | 3/31/22 |
| | Travel Trailer | \$939 | 0.1% | 6.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$939 | 3/31/22 |
| | Total | \$7,652 | -48.0% | 6.5% | \$0 | -100.0% | \$0 | -100.0% | 10 | -28.6% | 71.4% | \$3,662 | |
| Grand Total | | \$7,652 | -48.0% | 6.5% | \$0 | -100.0% | \$0 | -100.0% | 10 | -28.6% | 71.4% | \$3,662 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MARTIN INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 5735 B INDUSTRY LN STE 204

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278650

FREDERICK, MD 217047274

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3016245858 PAULMARTINEKU.MARTININS@GMAIL.COM

1278849, HERBERTA J. JONES INSURANCE & FINANCIAL SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|------------------------------------|--------------|---------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,661 | -62.7% | 4.9% | \$798 | -61.2% | \$798 | -61.2% | 3 | -25.0% | 60.0% | \$887 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$2,661 | -62.7% | 4.9% | \$798 | -61.2% | \$798 | -61.2% | 3 | -25.0% | 60.0% | \$887 | |
| Grand Total | | \$2,661 | -62.7% | 4.9% | \$798 | -61.2% | \$798 | -61.2% | 3 | -25.0% | 60.0% | \$887 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 47 | 0 | \$0 | 7 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 47 | 0 | \$0 | 7 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$1,719 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 1 | \$1,719 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 50 | 1 | \$1,719 | 7 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | HERBERTA J. JONES INSURANCE & FINANCIAL SERVICES INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 4301 SILVER HILL RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278849 | | | | SUITLAND, MD 207462872 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3018999330 HERBERTAJJONESAGENCY@GMAIL.COM | | | | | |

1278896, JONES,HERBERTA J

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|----------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | JONES,HERBERTA J | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Personal Auto SUB | | | | Address: 4301 SILVER HILL RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278849 | | | | SUITLAND, MD 207462872 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278849 Phone/Email: 3018999330 HJONES@HERBERTAJONESAGENCY.COM | | | | | |

1279723, WM KEITH EDWARDS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|----------------|-------------|------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,085 | -8.6% | 7.1% | (\$785) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$3,085 | 3/31/22 |
| | Total | \$3,085 | -8.6% | 7.1% | (\$785) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$3,085 | |
| Grand Total | | \$3,085 | -8.6% | 7.1% | (\$785) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$3,085 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

WM KEITH EDWARDS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 6903 ROCKLEDGE DR STE 110

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279723

BETHESDA, MD 208171851

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3015710141 KEITHEDWARDSINSURANCE@OUTLOOK.COM

1279861, CARRIE POLK INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,660 | -41.2% | 3.7% | (\$486) | -45.3% | \$0 | 0.0% | 5 | -37.5% | 62.5% | \$1,132 | 3/31/22 |
| | MOBILE HOME | \$5,817 | -20.0% | 19.5% | \$2,665 | -29.0% | \$2,142 | 404.0% | 8 | -20.0% | 80.0% | \$727 | 3/31/22 |
| | Rental M.H. | \$1,201 | 24.1% | 16.9% | \$425 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$601 | 3/31/22 |
| | Total | \$12,678 | -29.0% | 11.9% | \$2,604 | -20.8% | \$2,142 | 404.0% | 15 | -25.0% | 71.4% | \$2,460 | |
| Grand Total | | \$12,678 | -29.0% | 11.9% | \$2,604 | -20.8% | \$2,142 | 404.0% | 15 | -25.0% | 71.4% | \$2,460 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 0 | \$0 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,521 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 10 | 1 | \$1,521 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 10 | 1 | \$1,521 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Digital Segment

CARRIE POLK INSURANCE INC

YTD Close Rate = (YTD New Policies / YTD Otes) * 100

#MILLITIVALE | Legal Business Entity

Address: 3695 HALLOWING POINT RD STE 3

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

| BE | UPN: 1279861

PRINCE FREDERICK MD 206783469

Annual Average Premium = This Yr B12 NWP / PIE

1280327, LINDSAY,BRYON

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|---------------|------------------|-----------------------|---------------|--------------|----------------|---------------|-------------------------------|-----------------|---------------------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,898 | -12.6% | 74.8% | \$6,384 | 83.0% | \$868 | -187.6% | 7 | 0.0% | 87.5% | \$1,557 | 3/31/22 |
| | Marine | \$1,861 | 0.0% | 19.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,861 | 3/31/22 |
| | MOBILE HOME | \$1,288 | -9.6% | 6.0% | \$1,288 | -9.6% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,288 | 3/31/22 |
| | Total | \$14,047 | -10.8% | 59.5% | \$7,672 | 56.2% | \$868 | -187.6% | 9 | 0.0% | 90.0% | \$4,706 | |
| Grand Total | | \$14,047 | -10.8% | 59.5% | \$7,672 | 56.2% | \$868 | -187.6% | 9 | 0.0% | 90.0% | \$4,706 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$868 | 2 | 1 | \$868 | 0.5 | 1 | 1 | \$868 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 1 | \$868 | 2 | 1 | \$868 | 0.5 | 1 | 1 | \$868 | 100.0% | |
| Grand Total | | 2 | 1 | \$868 | 2 | 1 | \$868 | 0.5 | 1 | 1 | \$868 | 100.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | LINDSAY,BRYON | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 3423 OLNEY-SANDY SPRING RD #4 | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280327 | | | | OLNEY, | MD | | 20832 | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 3017748522 | | BRYONLINDSAYINSURANCE@GMAIL.COM | |

1282557, DREAM PROTECTORS INSURANCE CORP

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--------------|---------------|----------------|--------------|---------------|------------|----------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$796 | 85.5% | -4.8% | \$805 | 87.6% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$796 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | 8.5% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$0 | 3/31/22 |
| | Total | \$796 | -53.1% | 2.1% | \$805 | -24.6% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$796 | |
| Grand Total | | \$796 | -53.1% | 2.1% | \$805 | -24.6% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$796 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

DREAM PROTECTORS INSURANCE CORP

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 5735 INDUSTRY LN STE 204B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282557

FREDERICK, MD 217047274

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3016313838 DREAMPROTECTORSINSURANCE@GMAIL.COM

1284823, RUBIN INSURANCE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$20,029 | 12.1% | 7.3% | \$3,887 | -27.1% | \$325 | -68.4% | 11 | -8.3% | 84.6% | \$1,821 | 3/31/22 |
| | Home | \$2,087 | -39.6% | 6.2% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$1,044 | 3/31/22 |
| | MOBILE HOME | \$2,136 | -59.3% | 11.1% | \$687 | -41.7% | \$0 | -100.0% | 5 | -16.7% | 83.3% | \$427 | 3/31/22 |
| | Total | \$24,252 | -8.7% | 7.8% | \$4,574 | 3.5% | \$325 | -157.1% | 18 | -10.0% | 85.7% | \$3,292 | |
| | Grand Total | \$24,252 | -8.7% | 7.8% | \$4,574 | 3.5% | \$325 | -157.1% | 18 | -10.0% | 85.7% | \$3,292 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 1 | \$1,504 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 1 | \$1,504 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 9 | 1 | \$1,504 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

RUBIN INSURANCE AGENCY, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 1 BANK ST STE 200

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1284823

GAITHERSBURG, MD 208781504

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3013090400 MIKE@RUBININSURANCEAGENCY.COM

1307354, BTJ INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--------------|--------------|----------------|------------------|----------------|------------|----------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$339 | 72.1% | 8.5% | (\$1,152) | -684.8% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$339 | 72.1% | 8.5% | (\$1,152) | -684.8% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$339 | 72.1% | 8.5% | (\$1,152) | -684.8% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 1 | \$1,491 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 1 | \$1,491 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 8 | 1 | \$1,491 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

BTJ INSURANCE INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 500 REDLAND CT STE 106

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1307329

OWINGS MILLS, MD 211173265

Annual Average Premium = This Yr R12 NWP / PIF

1307329 Phone/Email: 4105216500 CAULA@BTJINSURANCE.COM

1316919, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------|--------------|----------------------------------|------------|--------------|--------------|-------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MALHOTRA & ASSOCIATES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 115 S MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1316832 | | | | MOUNT AIRY, MD 217715358 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1316832 Phone/Email: 3016621112 | | | | RACHAEL@MALHOTRAINSURANCE.COM | | | | | |

1358734, HOLTKAMP,JAMES EDWARD

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|------------------------------------|----------------|--------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,475 | 7.2% | 8.7% | \$2,484 | 3.8% | \$1,182 | 3.4% | 5 | 0.0% | 100.0% | \$1,495 | 3/31/22 |
| | MOBILE HOME | \$1,409 | 44.1% | 16.5% | \$377 | 1.1% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$470 | 3/31/22 |
| | Total | \$8,884 | 11.7% | 9.9% | \$2,861 | 3.4% | \$1,182 | 3.4% | 8 | 14.3% | 100.0% | \$1,965 | |
| Grand Total | | \$8,884 | 11.7% | 9.9% | \$2,861 | 3.4% | \$1,182 | 3.4% | 8 | 14.3% | 100.0% | \$1,965 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$419 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 1 | \$419 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 1 | \$419 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | HOLTKAMP,JAMES EDWARD | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 4467 OLD BRANCH AVE STE 104 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1358734 | | | | TEMPLE HILLS, MD 207481854 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3018997311 JIMCISG@COMCAST.NET | | | | | |

1360291, HARRY LINES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|----------------|--------------|----------------|------------|----------------|------------|--------------|----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,233 | 1.7% | 14.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,233 | 3/31/22 |
| | Motorcycle | \$1,009 | 546.8% | 10.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$505 | 3/31/22 |
| | Off-Road Veh | \$401 | 59.8% | 6.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$201 | 3/31/22 |
| | Total | \$2,643 | 63.2% | 11.8% | \$0 | -100.0% | \$0 | 0.0% | 5 | 66.7% | 100.0% | \$1,938 | |
| | Grand Total | \$2,643 | 63.2% | 11.8% | \$0 | -100.0% | \$0 | 0.0% | 5 | 66.7% | 100.0% | \$1,938 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$853 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$161 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 2 | \$1,014 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 5 | 2 | \$1,014 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Ben Flatau

HARRY LINES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 207 4TH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1360291

LAUREL, MD 207074232

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3017767450 BRAD@LINESINSURANCE.COM

1066836, INSURANCE PROS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,920 | 0.0% | 11.7% | \$1,157 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,960 | 3/31/22 |
| | Home | \$159 | 0.0% | 6.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$159 | 3/31/22 |
| | Marine | \$329 | -65.1% | 18.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 33.3% | \$329 | 3/31/22 |
| | MOBILE HOME | \$1,651 | 83.2% | 15.5% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$826 | 3/31/22 |
| | Motorcycle | \$467 | 2.2% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$234 | 3/31/22 |
| | Rental M.H. | \$2,799 | 769.3% | 19.0% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$1,400 | 3/31/22 |
| | Travel Trailer | \$301 | 0.0% | 12.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$301 | 3/31/22 |
| | Total | \$9,626 | 246.0% | 14.2% | \$1,157 | 259.3% | \$0 | 0.0% | 11 | 57.1% | 78.6% | \$5,208 | |
| | Grand Total | \$9,626 | 250.7% | 14.2% | \$1,157 | 259.3% | \$0 | 0.0% | 11 | 57.1% | 78.6% | \$5,208 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 10 | 2 | \$2,763 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$229 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,610 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,477 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$301 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 22 | 7 | \$7,380 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 24 | 7 | \$7,380 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Erin Von Tungeln

INSURANCE PROS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 62 BRIDGETWIN RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1066836

ELLSWORTH, ME 046053480

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2078919376 LORNIE@MAINECOASTINSURANCE.COM

1278013, SHEILA HUGHES AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|----------------|---------------|----------------|----------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$26,679 | 3.8% | 4.3% | \$2,871 | -28.8% | \$1,290 | -145.4% | 35 | 0.0% | 83.3% | \$762 | 3/31/22 |
| | MOBILE HOME | \$1,705 | -19.8% | 6.0% | \$640 | -57.4% | \$0 | -100.0% | 4 | 0.0% | 80.0% | \$426 | 3/31/22 |
| | Total | \$28,384 | 2.0% | 4.4% | \$3,511 | -36.6% | \$1,290 | -165.2% | 39 | 0.0% | 83.0% | \$1,189 | |
| Grand Total | | \$28,384 | 2.0% | 4.4% | \$3,511 | -36.6% | \$1,290 | -165.2% | 39 | 0.0% | 83.0% | \$1,189 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 25 | 7 | \$8,016 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$732 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 8 | \$8,748 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 32 | 8 | \$8,748 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kurt Bowen

SHEILA HUGHES AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 32740 GRAND RIVER AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278013

FARMINGTON, MI 483363133

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2484783100 SHEILA@SHUGHESINSURANCE.COM

1278454, KAPLAN,JEFFREY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

161437, GSSM INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$42,754 | 62.5% | 184.5% | (\$2,551) | -136.7% | (\$2,317) | -160.0% | 17 | 30.8% | 31.5% | \$2,515 | 2/28/22 |
| | Total | \$42,754 | 62.5% | 184.5% | (\$2,551) | -136.7% | (\$2,317) | -160.0% | 17 | 30.8% | 31.5% | \$2,515 | |
| Specialty | Dwelling Fire | \$11,601 | 29.2% | 14.2% | \$6,654 | 2.3% | \$2,702 | 99.3% | 8 | 14.3% | 88.9% | \$1,450 | 3/31/22 |
| | Home | \$925 | 1,323.1% | 8.0% | (\$183) | -143.2% | \$0 | 0.0% | 2 | 0.0% | 50.0% | \$463 | 3/31/22 |
| | Marine | \$329 | 0.9% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$165 | 3/31/22 |
| | MOBILE HOME | \$2,774 | 82.0% | 11.6% | (\$17) | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$925 | 3/31/22 |
| | Motorcycle | \$702 | -66.6% | -14.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$702 | 3/31/22 |
| | Off-Road Veh | \$1 | -99.6% | -12.4% | \$80 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1 | 3/31/22 |
| | Travel Trailer | \$363 | 8.7% | 10.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$363 | 3/31/22 |
| | Total | \$16,695 | 23.1% | 11.6% | \$6,534 | -5.7% | \$2,702 | 99.3% | 18 | 5.9% | 81.8% | \$4,068 | |
| | Grand Total | \$59,449 | 49.1% | 142.3% | \$3,983 | -71.3% | \$385 | -92.6% | 35 | 16.7% | 46.1% | \$6,583 | |

| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|-------------|--------------|------------|-------------|--------------|----------------|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Role: | 348 | 41 | \$35,113 | 49 | 2 | \$1,928 | 0.04 | 23 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 348 | 41 | \$35,113 | 49 | 2 | \$1,928 | 0.04 | 23 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 2 | \$3,916 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 2 | \$1,098 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$1,144 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 33 | 5 | \$6,158 | 7 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| | Grand Total | 381 | 46 | \$41,271 | 56 | 2 | \$1,928 | 0.04 | 27 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Gary Geigle

GSSM INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALE Legal Business Entity

Address: 6595 EDENVALE BLVD STE 180

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 161437

EDEN PRAIRIE, MN 553462506

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9529338025 GARY@AACTONE.COM

1278851, HARLAN ROSSMANN AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|----------------|---------------|----------------|----------------|--------------|------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$3,591 | 0.0% | 1.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$3,591 | 2/28/22 |
| | Total | \$3,591 | 0.0% | 1.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$3,591 | |
| Specialty | Dwelling Fire | \$1,662 | 14.5% | 13.8% | \$1,662 | 14.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,662 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$431 | 0.0% | 14.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$431 | 3/31/22 |
| | Total | \$2,093 | 44.2% | 14.0% | \$1,662 | 14.5% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$2,093 | |
| | Grand Total | \$5,684 | 291.7% | 5.9% | \$1,662 | 14.5% | \$0 | 0.0% | 3 | 200.0% | 100.0% | \$5,684 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 12 | 1 | \$1,714 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 12 | 1 | \$1,714 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$431 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 1 | \$431 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 16 | 2 | \$2,145 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

HARLAN ROSSMANN AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 7870 HIGHWAY 55

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278851

GOLDEN VALLEY, MN 554274710

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7637462242 HARLANROSS44@GMAIL.COM

1279361, HARDESTY,KEVIN D

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,476 | -0.6% | -2.1% | \$452 | -11.7% | \$452 | -11.7% | 1 | 0.0% | 50.0% | \$1,476 | 2/28/22 |
| | Total | \$1,476 | -0.6% | -2.1% | \$452 | -11.7% | \$452 | -11.7% | 1 | 0.0% | 50.0% | \$1,476 | |
| Specialty | Dwelling Fire | \$7,041 | 56.2% | 13.0% | \$3,235 | 7.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,408 | 3/31/22 |
| | Marine | \$581 | 0.0% | 15.9% | \$581 | 0.0% | \$581 | 0.0% | 1 | 0.0% | 100.0% | \$581 | 3/31/22 |
| | MOBILE HOME | \$4,358 | 10.4% | 10.1% | \$2,458 | 34.9% | \$0 | 0.0% | 5 | 25.0% | 83.3% | \$872 | 3/31/22 |
| | Motorcycle | \$1,009 | -48.4% | -2.9% | \$245 | -14.3% | \$245 | -14.3% | 4 | -33.3% | 66.7% | \$252 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$112 | -94.6% | -4.1% | \$526 | -58.4% | \$192 | -3.0% | 3 | -40.0% | 60.0% | \$37 | 3/31/22 |
| | Rental M.H. | \$629 | 0.0% | 10.3% | \$629 | 0.0% | \$629 | 0.0% | 1 | 0.0% | 100.0% | \$629 | 3/31/22 |
| | Travel Trailer | \$2,776 | 8.2% | 11.5% | \$0 | -100.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$555 | 3/31/22 |
| | Total | \$16,506 | 5.2% | 9.8% | \$7,674 | -3.1% | \$1,647 | 48.0% | 24 | -7.7% | 82.8% | \$4,335 | |
| | Grand Total | \$17,982 | 4.7% | 8.7% | \$8,126 | -3.7% | \$2,099 | 29.2% | 25 | -7.4% | 80.6% | \$5,811 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 6 | 1 | \$2,031 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 6 | 1 | \$2,031 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$581 | 1 | 1 | \$581 | 1 | 1 | 1 | \$581 | 100.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,193 | 2 | 1 | \$599 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 3 | \$1,774 | 3 | 2 | \$1,180 | 0.67 | 1 | 1 | \$581 | 100.0% | |
| | Grand Total | 17 | 4 | \$3,805 | 3 | 2 | \$1,180 | 0.67 | 1 | 1 | \$581 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

HARDESTY,KEVIN D

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 701 CENTRAL AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279361

ST. MICHAEL, MN 55376

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7634972247 KEVIN@ALLINSURANCEMN.COM

1317144, SOUTHEAST MINNESOTA INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|-------------|----------------|----------------|-------------|----------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,828 | 0.0% | 19.4% | \$1,485 | 0.0% | \$1,485 | 0.0% | 1 | 0.0% | 100.0% | \$2,828 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$2,828 | 0.0% | 19.4% | \$1,485 | 0.0% | \$1,485 | 0.0% | 1 | 0.0% | 100.0% | \$2,828 | |
| Grand Total | | \$2,828 | 0.0% | 19.4% | \$1,485 | 0.0% | \$1,485 | 0.0% | 1 | 0.0% | 100.0% | \$2,828 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 15 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 15 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 1 | \$1,343 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 1 | \$1,343 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 26 | 1 | \$1,343 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Gary Geigle

SOUTHEAST MINNESOTA INSURANCE, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 109 CEDAR HILLS CT

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1317144

SAINT CHARLES, MN 559721375

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5073129359 OFFICE@SOUTHEASTMINNESOTAINSURANCE.COM

1279125, THE CRISMORE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|-----------------|--------------|-----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$90,033 | 99.4% | 369.4% | \$20,240 | 94.9% | \$13,630 | 70.0% | 54 | 54.3% | 78.3% | \$1,667 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,137 | -43.1% | 8.3% | \$860 | 0.0% | \$860 | 0.0% | 2 | 0.0% | 100.0% | \$569 | 3/31/22 |
| | Travel Trailer | \$1,179 | 54.9% | 7.2% | \$1,036 | 34.9% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,179 | 3/31/22 |
| | Total | \$92,349 | 92.6% | 358.2% | \$22,136 | 88.7% | \$14,490 | 63.2% | 57 | 50.0% | 79.2% | \$3,415 | |
| Grand Total | | \$92,349 | 92.6% | 358.2% | \$22,136 | 88.7% | \$14,490 | 63.2% | 57 | 50.0% | 79.2% | \$3,415 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 15 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 15 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 70 | 34 | \$58,843 | 9 | 5 | \$8,312 | 0.56 | 4 | 1 | \$1,465 | 25.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 82 | 34 | \$58,843 | 11 | 5 | \$8,312 | 0.45 | 4 | 1 | \$1,465 | 25.0% | |
| Grand Total | | 97 | 34 | \$58,843 | 13 | 5 | \$8,312 | 0.38 | 6 | 1 | \$1,465 | 16.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Grant Andreasen

THE CRISMORE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 117 W WOODBINE AVE FL 2

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279125

KIRKWOOD, MO 631225820

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3144803720 MCRISMORE@CRISMOREINSURANCE.COM

1279138, THE CRISMORE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|-------------|----------------|----------------|-------------|--------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,559 | 7.0% | 13.9% | \$1,802 | 7.3% | \$860 | 7.9% | 7 | 0.0% | 100.0% | \$794 | 3/31/22 |
| | Total | \$5,559 | 7.0% | 13.9% | \$1,802 | 7.3% | \$860 | 7.9% | 7 | 0.0% | 100.0% | \$794 | |
| Grand Total | | \$5,559 | 7.0% | 13.9% | \$1,802 | 7.3% | \$860 | 7.9% | 7 | 0.0% | 100.0% | \$794 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Grant Andreasen | THE CRISMORE AGENCY LLC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALEUE | SUB | Address: 117 W WOODBINE AVE FL 2 |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1279125 | SAINT LOUIS, MO 631225820 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1279125 Phone/Email: 3144805568 MCRISMORE@CRISMOREINSURANCE.COM |

249310, RAWSON & ASSOCIATES DBA ALBERT MOORE TONY PAGE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|---------------|----------------|-----------------|---------------|-----------------|---------------|------------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$31,427 | -29.3% | 61.9% | \$4,147 | -32.8% | \$2,902 | -35.2% | 11 | -42.1% | 47.8% | \$2,857 | 2/28/22 |
| | Total | \$31,427 | -29.3% | 61.9% | \$4,147 | -32.8% | \$2,902 | -35.2% | 11 | -42.1% | 47.8% | \$2,857 | |
| Specialty | Dwelling Fire | \$63,041 | -27.5% | 32.1% | \$21,704 | -23.3% | \$5,276 | -49.7% | 52 | -27.8% | 65.8% | \$1,212 | 3/31/22 |
| | Home | \$9,685 | -33.2% | 10.1% | \$5,130 | 13.7% | \$2,804 | 13.4% | 6 | -25.0% | 75.0% | \$1,614 | 3/31/22 |
| | Marine | \$-38 | -103.4% | 19.8% | (\$265) | -132.0% | (\$37) | -104.5% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$45,927 | -44.2% | 54.0% | \$21,892 | -26.8% | \$8,341 | -23.7% | 40 | -34.4% | 64.5% | \$1,148 | 3/31/22 |
| | Motorcycle | \$1,100 | 179.2% | 7.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,100 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | -59.8% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$161 | -76.7% | -2.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$161 | 3/31/22 |
| | Rental M.H. | \$12,224 | -3.2% | 8.2% | \$381 | -65.2% | \$0 | -100.0% | 13 | -7.1% | 81.3% | \$940 | 3/31/22 |
| | Travel Trailer | \$309 | -4.3% | 10.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$309 | 3/31/22 |
| | Total | \$132,409 | -33.5% | 36.6% | \$48,842 | -24.4% | \$16,384 | -14.9% | 114 | -29.6% | 66.3% | \$6,485 | |
| Grand Total | | \$163,836 | -32.7% | 40.8% | \$52,989 | -25.2% | \$19,286 | -18.7% | 125 | -30.9% | 64.1% | \$9,342 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 83 | 4 | \$5,235 | 7 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 83 | 4 | \$5,235 | 7 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 25 | 7 | \$9,716 | 5 | 1 | \$3,185 | 0.2 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 1 | \$1,134 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,639 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 40 | 10 | \$12,489 | 10 | 1 | \$3,185 | 0.1 | 5 | 0 | \$0 | 0.0% | |
| Grand Total | | 123 | 14 | \$17,724 | 17 | 1 | \$3,185 | 0.06 | 9 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Daniel Coleman

RAWSON & ASSOCIATES DBA ALBERT MOORE TONY PAGE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2711 OLD BRANDON RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 249310

PEARL, MS 392084702

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6019398511 CRISR@RAWSONANDASSOCIATES.COM

1289840, MARKETPLACE 4 INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|-----------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$-819 | -110.6% | 17.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$-819 | -110.6% | 17.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$32,119 | -17.6% | 23.8% | \$1,431 | -86.4% | (\$1,928) | -148.7% | 29 | -23.7% | 76.3% | \$1,108 | 3/31/22 |
| | Home | \$10,191 | 2.9% | 8.6% | \$4,684 | 6.7% | \$3,035 | 4.8% | 4 | 0.0% | 100.0% | \$2,548 | 3/31/22 |
| | Marine | \$638 | 84.9% | 3.3% | \$309 | -161.2% | \$309 | 0.0% | 1 | 0.0% | 100.0% | \$638 | 3/31/22 |
| | MOBILE HOME | \$58,288 | 0.7% | 18.9% | \$14,814 | -15.8% | \$4,167 | -13.2% | 47 | -6.0% | 88.7% | \$1,240 | 3/31/22 |
| | Motorcycle | \$2,486 | 348.7% | 8.6% | \$2,230 | 648.3% | \$1,940 | 551.0% | 3 | 50.0% | 100.0% | \$829 | 3/31/22 |
| | Off-Road Veh | \$1,100 | 340.0% | 1,639.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$550 | 3/31/22 |
| | Rental M.H. | \$4,777 | -13.6% | 11.3% | \$2,163 | -36.8% | \$673 | 0.0% | 9 | -10.0% | 90.0% | \$531 | 3/31/22 |
| | Travel Trailer | \$1,309 | -11.2% | 12.2% | \$1,033 | -1.1% | \$1,033 | -1.1% | 2 | 100.0% | 100.0% | \$655 | 3/31/22 |
| | Total | \$110,908 | -3.5% | 32.6% | \$26,664 | -27.5% | \$9,229 | -32.5% | 97 | -7.6% | 85.8% | \$8,097 | |
| | Grand Total | \$110,089 | -10.2% | 32.5% | \$26,664 | -31.1% | \$9,229 | -40.8% | 97 | -8.5% | 84.3% | \$8,097 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 12 | 1 | \$1,129 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 12 | 1 | \$1,129 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$329 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 3 | \$3,612 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$1,567 | 2 | 1 | \$1,567 | 0.5 | 1 | 1 | \$1,567 | 100.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,100 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$276 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 39 | 8 | \$6,884 | 3 | 1 | \$1,567 | 0.33 | 2 | 1 | \$1,567 | 50.0% | |
| | Grand Total | 51 | 9 | \$8,013 | 3 | 1 | \$1,567 | 0.33 | 2 | 1 | \$1,567 | 50.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Steve Hunt | | | | MARKETPLACE 4 INSURANCE LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 601 2ND AVE N | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289790 | | | | AMORY, MS 388212408 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1289790 Phone/Email: 6622576111 JERAD@KPHGRP.COM | | | | | |

1289859, MARKETPLACE 4 INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|-----------------------------|------------|--------------|--------------|-----------------------------|---------------|-----------------------|------------------|-------------------|----------------|
| Auto | Personal Auto | \$39,190 | 1.4% | 21.9% | \$3,586 | -60.0% | \$884 | -79.2% | 18 | -33.3% | 40.0% | \$2,177 | 2/28/22 |
| | Total | \$39,190 | 1.4% | 21.9% | \$3,586 | -60.0% | \$884 | -79.2% | 18 | -33.3% | 40.0% | \$2,177 | |
| Specialty | Dwelling Fire | \$23,657 | 15.3% | 26.2% | \$2,841 | -29.0% | \$0 | -100.0% | 25 | 8.7% | 89.3% | \$946 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$30,628 | 0.2% | 177.2% | \$6,790 | -4.4% | \$3,887 | -5.7% | 28 | -3.4% | 90.3% | \$1,094 | 3/31/22 |
| | Motor Home | \$1,245 | 0.0% | 21.5% | \$1,245 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,245 | 3/31/22 |
| | Off-Road Veh | \$285 | -8.9% | 2.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$143 | 3/31/22 |
| | Rental M.H. | \$1,712 | -28.6% | 10.7% | \$1,646 | 224.0% | \$508 | 0.0% | 5 | -16.7% | 71.4% | \$342 | 3/31/22 |
| | Travel Trailer | \$1,464 | -27.4% | 11.2% | \$609 | -58.5% | \$0 | -100.0% | 3 | 0.0% | 60.0% | \$488 | 3/31/22 |
| | Total | \$58,991 | 5.7% | 105.9% | \$13,131 | 0.4% | \$4,395 | -36.2% | 64 | 1.6% | 86.5% | \$4,258 | |
| | Grand Total | \$98,181 | 3.9% | 69.0% | \$16,717 | -24.2% | \$5,279 | -52.7% | 82 | -8.9% | 68.9% | \$6,435 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 55 | 18 | \$7,526 | 2 | 1 | \$283 | 0.5 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 55 | 18 | \$7,526 | 2 | 1 | \$283 | 0.5 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 5 | \$5,517 | 3 | 1 | \$1,332 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,575 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,245 | 1 | 1 | \$1,245 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,138 | 1 | 1 | \$1,138 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,189 | 1 | 1 | \$609 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 30 | 11 | \$10,664 | 11 | 4 | \$4,324 | 0.36 | 4 | 0 | \$0 | 0.0% | |
| | Grand Total | 85 | 29 | \$18,190 | 13 | 5 | \$4,607 | 0.38 | 5 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Steve Hunt | | | | MARKETPLACE 4 INSURANCE LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | | | Address: 62 N DUNN ST | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289790 | | | | | EUPORA, MS | 397442631 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1289790 | Phone/Email: | 6622585381 | JERAD@KPHGRP.COM | | |

1311404, MARKETPLACE 4 INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$18,110 | -31.4% | 153.3% | (\$983) | -184.3% | (\$369) | -1,637.5% | 9 | -50.0% | 36.0% | \$2,012 | 2/28/22 |
| | Total | \$18,110 | -31.4% | 153.3% | (\$983) | -184.3% | (\$369) | -1,637.5% | 9 | -50.0% | 36.0% | \$2,012 | |
| Specialty | Dwelling Fire | \$179,189 | 8.5% | 45.1% | \$49,972 | 1.3% | \$24,781 | 7.0% | 148 | 2.8% | 84.1% | \$1,211 | 3/31/22 |
| | Home | \$15,285 | 8.7% | 6.9% | \$5,701 | 32.2% | \$1,902 | 232.5% | 7 | 0.0% | 100.0% | \$2,184 | 3/31/22 |
| | Marine | \$745 | 2.9% | 19.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$373 | 3/31/22 |
| | MOBILE HOME | \$42,138 | 6.0% | 15.3% | \$10,258 | 49.7% | \$3,548 | 109.9% | 34 | 3.0% | 91.9% | \$1,239 | 3/31/22 |
| | Motorcycle | \$1,155 | 0.0% | 12.3% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$129 | -95.5% | -13.3% | \$0 | -100.0% | \$0 | -100.0% | 1 | -66.7% | 33.3% | \$129 | 3/31/22 |
| | Rental M.H. | \$28,824 | 10.0% | 11.6% | \$5,069 | 49.9% | \$590 | -29,600.0% | 20 | 5.3% | 90.9% | \$1,441 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$267,465 | 7.7% | 34.5% | \$71,000 | 10.1% | \$30,821 | 18.3% | 212 | 1.9% | 85.5% | \$6,576 | |
| | Grand Total | \$285,575 | 3.9% | 43.2% | \$70,017 | 6.6% | \$30,452 | 16.7% | 221 | -2.2% | 81.0% | \$8,589 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 26 | 7 | \$6,231 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 26 | 7 | \$6,231 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 72 | 32 | \$35,743 | 9 | 5 | \$5,671 | 0.56 | 6 | 4 | \$3,999 | 66.7% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 4 | \$5,060 | 3 | 1 | \$922 | 0.33 | 2 | 1 | \$922 | 50.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,539 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$1,940 | 2 | 2 | \$1,639 | 1 | 1 | 1 | \$609 | 100.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 94 | 40 | \$45,282 | 15 | 8 | \$8,232 | 0.53 | 9 | 6 | \$5,530 | 66.7% | |
| | Grand Total | 120 | 47 | \$51,513 | 19 | 8 | \$8,232 | 0.42 | 12 | 6 | \$5,530 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Steve Hunt

MARKETPLACE 4 INSURANCE, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 1353 E REED RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289790

GREENVILLE, MS 387037234

Annual Average Premium = This Yr R12 NWP / PIF

1289790 Phone/Email: 6623782888 KCAGENERAL@KEVINCUNNINGHAMINS.COM

1312788, CUNNINGHAM,KEVIN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,663 | 45.0% | 16.5% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$1,663 | 3/31/22 |
| | Home | \$-1,571 | -186.0% | 14.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,389 | 57.8% | 12.1% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$2,389 | 3/31/22 |
| | Rental M.H. | \$823 | 275.8% | 12.2% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$823 | 3/31/22 |
| | Total | \$3,304 | -29.8% | 13.6% | \$0 | -100.0% | \$0 | -100.0% | 3 | -25.0% | 75.0% | \$4,875 | |
| | Grand Total | \$3,304 | -29.8% | 13.6% | \$0 | -100.0% | \$0 | -100.0% | 3 | -25.0% | 75.0% | \$4,875 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Steve Hunt

CUNNINGHAM,KEVIN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 1353 E REED RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289790

GREENVILLE, MS 387037234

Annual Average Premium = This Yr R12 NWP / PIF

1311404 Phone/Email: 6623782888 KCAGENERAL@KEVINCUNNINGHAMINS.COM

1318919, RAWSON & ASSOCIATES DBA ALBERT MOORE TONY PAGE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$8,955 | 0.0% | 3.7% | (\$85) | 0.0% | \$0 | 0.0% | 6 | 0.0% | 200.0% | \$1,493 | 2/28/22 |
| | Total | \$8,955 | 0.0% | 3.7% | (\$85) | 0.0% | \$0 | 0.0% | 6 | 0.0% | 200.0% | \$1,493 | |
| Specialty | Dwelling Fire | \$21,390 | 0.0% | 98.6% | \$1,771 | 0.0% | \$795 | 0.0% | 12 | 0.0% | 300.0% | \$1,783 | 3/31/22 |
| | Home | \$5,389 | 0.0% | 14.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 0.0% | \$2,695 | 3/31/22 |
| | MOBILE HOME | \$40,727 | 0.0% | 35.7% | \$13,458 | 0.0% | \$3,926 | 0.0% | 20 | 0.0% | 2,000.0% | \$2,036 | 3/31/22 |
| | Rental M.H. | \$1,986 | 0.0% | 16.8% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 300.0% | \$662 | 3/31/22 |
| | Total | \$69,492 | 0.0% | 52.0% | \$15,229 | 0.0% | \$4,721 | 0.0% | 37 | 0.0% | 616.7% | \$7,175 | |
| | Grand Total | \$78,447 | 0.0% | 42.2% | \$15,144 | 0.0% | \$4,721 | 0.0% | 43 | 0.0% | 477.8% | \$8,668 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 14 | 3 | \$2,176 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 14 | 3 | \$2,176 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 4 | \$6,045 | 2 | 1 | \$795 | 0.5 | 1 | 1 | \$795 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$3,241 | 0 | 1 | \$3,241 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,105 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 22 | 6 | \$10,391 | 3 | 2 | \$4,036 | 0.67 | 1 | 1 | \$795 | 100.0% | |
| | Grand Total | 36 | 9 | \$12,567 | 3 | 2 | \$4,036 | 0.67 | 1 | 1 | \$795 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Jon Molvie

RAWSON & ASSOCIATES DBA ALBERT MOORE TONY PAGE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 1360 SUNSET DR STE 4

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 249310

GRENADA, MS 389012857

Annual Average Premium = This Yr R12 NWP / PIF

249310 Phone/Email: 6622269080 CATHEYW@RAWSONANDASSOCIATES.COM

1319133, THE JAMES AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|-----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$6,128 | -26.7% | 1.3% | \$342 | 0.0% | \$342 | 0.0% | 1 | -50.0% | 33.3% | \$6,128 | 2/28/22 |
| | Total | \$6,128 | -26.7% | 1.3% | \$342 | 0.0% | \$342 | 0.0% | 1 | -50.0% | 33.3% | \$6,128 | |
| Specialty | Dwelling Fire | \$63,762 | -17.8% | 18.3% | \$13,394 | -25.8% | \$8,130 | -29.2% | 50 | -18.0% | 70.4% | \$1,275 | 3/31/22 |
| | Home | \$10,051 | 13.4% | 13.2% | (\$3,124) | -501.0% | \$0 | -100.0% | 4 | 33.3% | 57.1% | \$2,513 | 3/31/22 |
| | Marine | \$286 | 13.9% | 18.8% | \$286 | 13.9% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$286 | 3/31/22 |
| | MOBILE HOME | \$88,843 | 20.6% | 72.4% | \$29,165 | 35.9% | \$15,966 | 64.9% | 67 | 4.7% | 83.8% | \$1,326 | 3/31/22 |
| | Motorcycle | \$912 | 266.3% | 9.6% | \$238 | -4.4% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$456 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$1,788 | -9.7% | 5.9% | \$803 | 28.5% | \$0 | -100.0% | 5 | -16.7% | 71.4% | \$358 | 3/31/22 |
| | Rental M.H. | \$22,097 | -18.7% | 25.4% | \$3,099 | -51.3% | \$942 | -67.8% | 36 | -2.7% | 85.7% | \$614 | 3/31/22 |
| | Travel Trailer | \$312 | 0.0% | 16.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$312 | 3/31/22 |
| | Total | \$188,051 | -0.9% | 41.4% | \$43,861 | -8.2% | \$25,038 | 7.7% | 166 | -4.0% | 78.7% | \$7,139 | |
| Grand Total | | \$194,179 | -2.0% | 40.1% | \$44,203 | -7.5% | \$25,380 | 9.2% | 167 | -4.6% | 78.0% | \$13,267 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 88 | 1 | \$953 | 15 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 88 | 1 | \$953 | 15 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 104 | 10 | \$15,580 | 27 | 2 | \$2,666 | 0.07 | 10 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 24 | 4 | \$9,172 | 6 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 56 | 16 | \$19,885 | 14 | 7 | \$8,238 | 0.5 | 9 | 4 | \$3,805 | 44.4% | 3/31/22 |
| | Role: | 1 | 1 | \$674 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$103 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 5 | \$2,507 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$312 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 205 | 38 | \$48,233 | 51 | 9 | \$10,904 | 0.18 | 22 | 4 | \$3,805 | 18.2% | |
| Grand Total | | 293 | 39 | \$49,186 | 66 | 9 | \$10,904 | 0.14 | 27 | 4 | \$3,805 | 14.8% | |

Curr Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Shay Robinson

THE JAMES AGENCY, LLC

YTD Close Rate = (YTD New Policies / YTD Otes) * 100

#MULTIVALE

Address: 1817 BROADWAY DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

IBELUPN-1319133

HATTIESBURG MS 394023206

Annual Average Premium = This Yr B12 NWR / PIF

1319240, JAMES,PATRICK

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|-------------|--------------------------------|----------------|-------------|--------------|---|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,169 | 0.0% | 29.8% | \$1,016 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 0.0% | \$1,056 | 3/31/22 |
| | Home | \$2,663 | 0.0% | 29.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$2,663 | 3/31/22 |
| | Total | \$5,832 | 0.0% | 29.8% | \$1,016 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 0.0% | \$3,719 | |
| Grand Total | | \$5,832 | 0.0% | 28.4% | \$1,016 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 0.0% | \$3,719 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Shay Robinson | | | | JAMES,PATRICK | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 1817 BROADWAY DR | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1319133 | | | HATTIESBURG, MS 394023206 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1319133 Phone/Email: 6012682242 INFO@JAMESINS.COM | | | | | |

1277643, WHITLEY INSURANCE TEAM INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|-----------------|--------------|----------------|---------------|------------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$13,283 | -1.5% | 28.2% | \$1,342 | 5.3% | \$0 | 0.0% | 17 | -5.6% | 94.4% | \$781 | 3/31/22 |
| | Marine | \$742 | 0.0% | 29.4% | \$376 | 0.0% | \$376 | 0.0% | 1 | 0.0% | 100.0% | \$742 | 3/31/22 |
| | MOBILE HOME | \$77,221 | 15.3% | 56.9% | \$16,853 | 10.5% | \$7,299 | -18.9% | 90 | 4.7% | 90.0% | \$858 | 3/31/22 |
| | Motorcycle | \$1,102 | -39.5% | -1,030.7% | \$794 | -15.3% | \$0 | -100.0% | 4 | 0.0% | 66.7% | \$276 | 3/31/22 |
| | Motor Home | \$171 | 0.0% | 21.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$3,188 | -0.7% | 4.4% | \$892 | 11.4% | \$643 | 15.4% | 29 | 7.4% | 93.5% | \$110 | 3/31/22 |
| | Rental M.H. | \$7,853 | -36.3% | 34.8% | \$1,492 | 6.7% | \$0 | -100.0% | 20 | -13.0% | 87.0% | \$393 | 3/31/22 |
| | Travel Trailer | \$1,471 | 97.2% | 15.2% | \$720 | -3.5% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$736 | 3/31/22 |
| | Total | \$105,031 | 6.6% | 33.9% | \$22,469 | 10.1% | \$8,318 | -22.6% | 163 | 2.5% | 89.6% | \$3,895 | |
| Grand Total | | \$105,031 | 6.6% | 33.9% | \$22,469 | 10.1% | \$8,318 | -22.6% | 163 | 2.5% | 89.6% | \$3,895 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$366 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 47 | 14 | \$12,882 | 4 | 2 | \$1,020 | 0.5 | 1 | 1 | \$138 | 100.0% | 3/31/22 |
| | Role: | 6 | 2 | \$339 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,147 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 4 | \$386 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$677 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 76 | 23 | \$15,797 | 6 | 2 | \$1,020 | 0.33 | 2 | 1 | \$138 | 50.0% | |
| Grand Total | | 76 | 23 | \$15,797 | 6 | 2 | \$1,020 | 0.33 | 2 | 1 | \$138 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Bobby Ward

WHITLEY INSURANCE TEAM INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 111 E MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277643

FREMONT, NC 278309498

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9192425464 DEAN.WHITLEY@WHITLEYINS.COM

1277669, MATHEWSON,CARNOTT M

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|---------------|----------------|---------------|------------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$38,531 | -4.5% | 35.3% | \$9,671 | -26.3% | \$2,252 | -76.1% | 60 | -10.4% | 84.5% | \$642 | 3/31/22 |
| | Marine | \$-17 | -107.9% | 19.5% | (\$17) | -107.9% | (\$17) | -107.9% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$38,048 | 11.8% | 52.1% | \$10,286 | 18.0% | \$3,887 | -1.2% | 56 | 9.8% | 88.9% | \$679 | 3/31/22 |
| | Off-Road Veh | \$-326 | -154.6% | -233.7% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$3,255 | -38.4% | 299.2% | \$1,121 | -40.4% | \$0 | -100.0% | 10 | -9.1% | 76.9% | \$326 | 3/31/22 |
| | Travel Trailer | \$618 | -66.0% | 7.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$618 | 3/31/22 |
| | Total | \$80,109 | -2.6% | 55.2% | \$21,061 | -13.2% | \$6,122 | -58.3% | 127 | -4.5% | 84.1% | \$2,265 | |
| Grand Total | | \$80,109 | -2.6% | 55.2% | \$21,061 | -13.2% | \$6,122 | -58.3% | 127 | -4.5% | 84.1% | \$2,265 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 10 | 4 | \$4,446 | 3 | 1 | \$511 | 0.33 | 1 | 1 | \$511 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 16 | 12 | \$10,033 | 7 | 5 | \$4,153 | 0.71 | 2 | 1 | \$676 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,180 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 31 | 18 | \$15,659 | 11 | 6 | \$4,664 | 0.55 | 3 | 2 | \$1,187 | 66.7% | |
| Grand Total | | 31 | 18 | \$15,659 | 11 | 6 | \$4,664 | 0.55 | 3 | 2 | \$1,187 | 66.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

MATHEWSON,CARNOTT M

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2 PARK SQ

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277669

GRANITE FALLS, NC 286301512

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8283963369 MIKE@MMAGENCYNC.COM

1277681, GARY TAYLOR INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$41,576 | 11.2% | 39.6% | \$17,511 | 28.7% | \$8,691 | 22.9% | 51 | 6.3% | 85.0% | \$815 | 3/31/22 |
| | Home | \$1,810 | 21.0% | 11.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,810 | 3/31/22 |
| | Marine | \$337 | -67.9% | 27.7% | (\$286) | -127.2% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$337 | 3/31/22 |
| | MOBILE HOME | \$55,889 | 7.4% | 12.5% | \$18,609 | 24.0% | \$5,855 | 68.7% | 64 | -1.5% | 92.8% | \$873 | 3/31/22 |
| | Motorcycle | \$221 | 2.8% | 8.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$221 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$225 | -31.8% | 1.9% | \$75 | 0.0% | \$0 | 0.0% | 3 | -25.0% | 60.0% | \$75 | 3/31/22 |
| | Rental M.H. | \$10,808 | -7.5% | 57.0% | \$1,224 | -51.4% | (\$991) | -213.4% | 17 | -5.6% | 81.0% | \$636 | 3/31/22 |
| | Travel Trailer | \$772 | 1.0% | 10.5% | \$772 | 1.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$772 | 3/31/22 |
| | Total | \$111,638 | 6.4% | 27.1% | \$37,905 | 14.8% | \$13,555 | 7.9% | 139 | -0.7% | 86.9% | \$5,539 | |
| Grand Total | | \$111,638 | 1.7% | 27.1% | \$37,905 | 14.8% | \$13,555 | 7.9% | 139 | -0.7% | 86.9% | \$5,539 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 33 | 12 | \$10,669 | 14 | 3 | \$1,840 | 0.21 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 4 | \$3,447 | 5 | 1 | \$888 | 0.2 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 3 | \$1,161 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 54 | 20 | \$15,352 | 22 | 4 | \$2,728 | 0.18 | 8 | 0 | \$0 | 0.0% | |
| Grand Total | | 54 | 20 | \$15,352 | 22 | 4 | \$2,728 | 0.18 | 8 | 0 | \$0 | 0.0% | |

Curr Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Debbie Lazzaro

GARY TAYLOR INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Sales) * 100

#MULTIVALE Legal Business Entity

Address: 221 LINDA VISTA DR

PIE Retention Ratio = (PIE / (Last Yr PIE + R12 New Policies)) *100

LBE UPN: 1277681

HENDERSONVILLE NC 287922744

Annual Average Premium = This Yr R12 NWP / PIF

1277814, THE COMPASS AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$57,102 | 69.6% | 59.3% | \$15,769 | 132.8% | \$6,982 | 211.8% | 60 | 87.5% | 92.3% | \$952 | 3/31/22 |
| | Marine | \$1,236 | 3.5% | 21.0% | \$1,236 | 3.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,236 | 3/31/22 |
| | MOBILE HOME | \$77,225 | 0.7% | 124.8% | \$20,026 | -4.6% | \$8,559 | 66.1% | 74 | -1.3% | 91.4% | \$1,044 | 3/31/22 |
| | Motorcycle | \$144 | 0.0% | 10.7% | \$144 | 0.0% | \$144 | 0.0% | 1 | 0.0% | 100.0% | \$144 | 3/31/22 |
| | Off-Road Veh | \$834 | -11.1% | 8.2% | \$420 | -0.7% | \$119 | -71.9% | 5 | -16.7% | 83.3% | \$167 | 3/31/22 |
| | Rental M.H. | \$6,967 | -2.5% | 238.1% | \$249 | -78.3% | (\$140) | 0.0% | 12 | -7.7% | 85.7% | \$581 | 3/31/22 |
| | Total | \$143,508 | 20.0% | 107.4% | \$37,844 | 24.0% | \$15,664 | 100.4% | 153 | 20.5% | 91.1% | \$4,123 | |
| | Grand Total | \$143,508 | 20.0% | 107.4% | \$37,844 | 24.0% | \$15,664 | 100.4% | 153 | 20.5% | 91.1% | \$4,123 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 23 | 0 | \$0 | 6 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 23 | 0 | \$0 | 6 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 62 | 33 | \$29,931 | 13 | 9 | \$7,853 | 0.69 | 5 | 2 | \$3,461 | 40.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 6 | \$5,802 | 3 | 2 | \$1,460 | 0.67 | 2 | 2 | \$1,460 | 100.0% | 3/31/22 |
| | Role: | 1 | 1 | \$144 | 1 | 1 | \$144 | 1 | 1 | 1 | \$144 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$1,085 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 79 | 41 | \$36,962 | 18 | 12 | \$9,457 | 0.67 | 9 | 5 | \$5,065 | 55.6% | |
| | Grand Total | 102 | 41 | \$36,962 | 24 | 12 | \$9,457 | 0.5 | 13 | 5 | \$5,065 | 38.5% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Bobby Ward

THE COMPASS AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 638 CONCORD PKWY N

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277814

CONCORD, NC 280276034

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7048474222 STEVE@THECOMPASSAGENCY.COM

1277829, SCHATTNER,STEVEN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|----------------|----------------|------------|----------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Bobby Ward

SCHATTNER,STEVEN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 638 CONCORD PKWY N

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277814

CONCORD, NC 280276034

Annual Average Premium = This Yr R12 NWP / PIF

1277814 Phone/Email: 7048474222 STEVE@THECOMPASSAGENCY.COM

1277945, THE KISER AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$60,744 | 11.2% | 31.1% | \$17,158 | -24.4% | \$5,216 | -2.3% | 82 | 12.3% | 82.8% | \$741 | 3/31/22 |
| | Marine | \$2,065 | 0.0% | 29.3% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$516 | 3/31/22 |
| | MOBILE HOME | \$65,582 | 3.4% | 24.4% | \$15,511 | 19.0% | \$3,547 | -4.7% | 71 | 4.4% | 93.4% | \$924 | 3/31/22 |
| | Motorcycle | \$705 | -5.5% | 4.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$705 | 3/31/22 |
| | Motor Home | \$-2,816 | -157.8% | -21.6% | \$0 | -100.0% | (\$916) | 0.0% | 1 | -50.0% | 33.3% | \$-2,816 | 3/31/22 |
| | Off-Road Veh | \$1,239 | 199.3% | 8.5% | \$744 | 79.7% | \$363 | 25.2% | 6 | 200.0% | 100.0% | \$207 | 3/31/22 |
| | Rental M.H. | \$18,392 | -0.2% | 58.7% | \$2,255 | -1.1% | \$0 | -100.0% | 23 | -4.2% | 85.2% | \$800 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$145,911 | 2.4% | 31.1% | \$35,668 | -9.4% | \$8,210 | -19.1% | 188 | 10.6% | 87.0% | \$1,076 | |
| | Grand Total | \$145,911 | 2.4% | 31.1% | \$35,668 | -9.4% | \$8,210 | -19.1% | 188 | 10.6% | 87.0% | \$1,076 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 45 | 26 | \$25,693 | 7 | 5 | \$10,305 | 0.71 | 3 | 2 | \$3,733 | 66.7% | 3/31/22 |
| | Role: | 5 | 4 | \$2,065 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 19 | 8 | \$7,195 | 6 | 3 | \$2,961 | 0.5 | 3 | 1 | \$1,541 | 33.3% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$270 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 4 | \$672 | 2 | 2 | \$252 | 1 | 1 | 1 | \$75 | 100.0% | 3/31/22 |
| | Role: | 5 | 3 | \$1,573 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 84 | 46 | \$37,468 | 16 | 10 | \$13,518 | 0.63 | 7 | 4 | \$5,349 | 57.1% | |
| | Grand Total | 84 | 46 | \$37,468 | 16 | 10 | \$13,518 | 0.63 | 7 | 4 | \$5,349 | 57.1% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Debbie Lazzaro | | | | THE KISER AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 536 HAYWOOD RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277945 | | | | ASHEVILLE, NC 288063555 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8282539500 KEITH@KISERINSURANCEAGENCY.COM | | | | | |

1277978, STORMIE SPEAKS INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|-------------|------------------------------------|------------|-------------|--------------|--|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$54,440 | 60.0% | 12.5% | \$16,386 | 32.4% | \$7,397 | 8.6% | 73 | 32.7% | 88.0% | \$746 | 3/31/22 |
| | Marine | \$1,858 | -33.9% | 18.8% | \$1,229 | -8.6% | \$0 | -100.0% | 4 | -33.3% | 66.7% | \$465 | 3/31/22 |
| | MOBILE HOME | \$92,156 | 13.5% | 31.9% | \$31,145 | 19.8% | \$9,084 | 20.7% | 99 | 4.2% | 90.0% | \$931 | 3/31/22 |
| | Motorcycle | \$2,325 | 81.8% | 5.7% | \$963 | 379.1% | \$580 | 45.7% | 4 | 33.3% | 100.0% | \$581 | 3/31/22 |
| | Motor Home | \$504 | 0.2% | 9.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$504 | 3/31/22 |
| | Off-Road Veh | \$932 | -56.0% | 7.0% | \$73 | -92.4% | (\$1,078) | 0.0% | 6 | -25.0% | 75.0% | \$155 | 3/31/22 |
| | Rental M.H. | \$15,792 | 16.8% | 14.1% | \$6,523 | 18.0% | \$749 | -37.1% | 30 | 7.1% | 88.2% | \$526 | 3/31/22 |
| | Travel Trailer | \$258 | -65.6% | 15.3% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$258 | 3/31/22 |
| | Total | \$168,265 | 23.5% | 23.6% | \$56,319 | 20.4% | \$16,732 | 3.8% | 218 | 10.1% | 87.9% | \$4,166 | |
| | Grand Total | \$168,265 | 23.5% | 23.6% | \$56,319 | 20.4% | \$16,732 | 3.8% | 218 | 10.1% | 87.9% | \$4,166 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 53 | 28 | \$28,737 | 11 | 7 | \$4,776 | 0.64 | 3 | 2 | \$1,856 | 66.7% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 34 | 15 | \$9,926 | 10 | 5 | \$4,805 | 0.5 | 5 | 3 | \$1,347 | 60.0% | 3/31/22 |
| | Role: | 2 | 1 | \$580 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 6 | \$5,092 | 6 | 4 | \$2,171 | 0.67 | 3 | 2 | \$1,274 | 66.7% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 106 | 50 | \$44,335 | 28 | 16 | \$11,752 | 0.57 | 12 | 7 | \$4,477 | 58.3% | |
| | Grand Total | 106 | 50 | \$44,335 | 28 | 16 | \$11,752 | 0.57 | 12 | 7 | \$4,477 | 58.3% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Wade Baccich | | | | STORMIE SPEAKS INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 328 N MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277978 | | | | WALNUT COVE, NC 27052 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3365913113 STORMIE@SPEAKSAGENCY.COM | | | | | |

1277992, O L MEEK INSURANCE AGENCY, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$16,772 | 45.5% | 962.5% | (\$44) | -103.1% | \$0 | 0.0% | 14 | 7.7% | 73.7% | \$1,198 | 3/31/22 |
| | Marine | \$167 | 0.0% | 29.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$167 | 3/31/22 |
| | MOBILE HOME | \$118,285 | 6.7% | 70.6% | \$33,429 | 28.0% | \$14,469 | 27.3% | 130 | 4.8% | 87.8% | \$910 | 3/31/22 |
| | Off-Road Veh | \$134 | 71.8% | 7.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$134 | 3/31/22 |
| | Rental M.H. | \$10,428 | -15.8% | 16.6% | \$1,526 | -42.0% | (\$44) | 0.0% | 20 | -9.1% | 90.9% | \$521 | 3/31/22 |
| | Travel Trailer | \$726 | -2.0% | 14.4% | (\$15) | 0.0% | (\$15) | 0.0% | 1 | 0.0% | 100.0% | \$726 | 3/31/22 |
| | Total | \$146,512 | 8.0% | 153.3% | \$34,896 | 15.6% | \$14,410 | 26.8% | 167 | 3.7% | 86.5% | \$3,656 | |
| | Grand Total | \$146,512 | 8.0% | 153.3% | \$34,896 | 15.6% | \$14,410 | 26.8% | 167 | 3.7% | 86.5% | \$3,656 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 15 | 6 | \$5,392 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$167 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 37 | 24 | \$20,382 | 10 | 10 | \$10,460 | 1 | 3 | 3 | \$2,506 | 100.0% | 3/31/22 |
| | Role: | 1 | 1 | \$275 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 56 | 32 | \$26,216 | 13 | 10 | \$10,460 | 0.77 | 5 | 3 | \$2,506 | 60.0% | |
| | Grand Total | 56 | 32 | \$26,216 | 13 | 10 | \$10,460 | 0.77 | 5 | 3 | \$2,506 | 60.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Marsha Liles

O L MEEK INSURANCE AGENCY, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 207 S MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277992

WARRENTON, NC 275891931

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2522571333 JENNIFER@OLMEEKINS.COM

1278483, BILL LAYNE INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------------|---------------|-------------------------------|-----------------------|---------------|-----------------|---------------------------------|---------------------------|------------------|-----------------------------|-------------------|----------------|--|
| Specialty | Dwelling Fire | \$31,355 | 7.9% | 31.8% | \$5,045 | -27.2% | \$3,267 | -29.1% | 58 | -1.7% | 86.6% | \$541 | 3/31/22 | |
| | MOBILE HOME | \$97,763 | 2.8% | 35.9% | \$30,750 | 10.1% | \$11,717 | 12.9% | 143 | 0.0% | 88.8% | \$684 | 3/31/22 | |
| | Rental M.H. | \$11,641 | -5.3% | 14.0% | \$2,248 | 175.8% | \$1,201 | -15.7% | 24 | -4.0% | 92.3% | \$485 | 3/31/22 | |
| | Travel Trailer | \$680 | 0.0% | 18.1% | \$229 | 0.0% | \$229 | 0.0% | 2 | 0.0% | 100.0% | \$340 | 3/31/22 | |
| | Total | \$141,439 | 3.7% | 33.0% | \$38,272 | 7.3% | \$16,414 | 0.0% | 227 | 0.0% | 88.7% | \$2,049 | | |
| Grand Total | | \$141,439 | 3.7% | 33.0% | \$38,272 | 7.3% | \$16,414 | 0.0% | 227 | 0.0% | 88.7% | \$2,049 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Specialty | Role: | 24 | 8 | \$4,709 | 9 | 1 | \$618 | 0.11 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 42 | 18 | \$12,616 | 19 | 7 | \$6,444 | 0.37 | 11 | 4 | \$4,464 | 36.4% | 3/31/22 | |
| | Role: | 9 | 1 | \$583 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$680 | 1 | 1 | \$229 | 1 | 1 | 1 | \$229 | 100.0% | 3/31/22 | |
| | Total | 77 | 29 | \$18,588 | 32 | 9 | \$7,291 | 0.28 | 14 | 5 | \$4,693 | 35.7% | | |
| Grand Total | | 77 | 29 | \$18,588 | 32 | 9 | \$7,291 | 0.28 | 14 | 5 | \$4,693 | 35.7% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Wade Baccich | | | | BILL LAYNE INSURANCE AGENCY INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 1283 N BRIDGE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278483 | | | | ELKIN, | NC | 286212339 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 3368351993 | BILL@BILLLAYNEINSURANCE.COM | | | |

1278641, NYE,EDWARD M

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--------------|---------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$426 | -24.5% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$426 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$426 | -24.5% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$426 | |
| Grand Total | | \$426 | -24.5% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$426 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | NYE,EDWARD M |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | Legal Business Entity | Address: 113 PEANUT RD |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1278641 | ELIZABETHTOWN, NC 283379149 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | Phone/Email: 9108623679 EDDIE@NYEINSURANCEINC.COM |

1278733, STEPHEN L. WEST INSURANCE SERVICES, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|-----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$58,845 | 13.0% | 120.4% | \$10,594 | -17.5% | \$5,345 | 37.1% | 60 | 20.0% | 84.5% | \$981 | 3/31/22 |
| | Marine | \$1,554 | 24.4% | 19.4% | \$672 | 0.1% | \$506 | 0.0% | 4 | 33.3% | 100.0% | \$389 | 3/31/22 |
| | MOBILE HOME | \$53,067 | -27.7% | 51.3% | (\$2,611) | -115.1% | \$2,131 | -62.9% | 49 | -32.9% | 65.3% | \$1,083 | 3/31/22 |
| | Motorcycle | \$2,107 | -18.5% | 4.3% | \$107 | -80.5% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$351 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$952 | 219.5% | 11.6% | \$194 | 158.7% | \$119 | 0.0% | 3 | 50.0% | 75.0% | \$317 | 3/31/22 |
| | Rental M.H. | \$4,024 | -36.7% | 31.4% | (\$699) | -283.5% | \$381 | 0.0% | 6 | -57.1% | 40.0% | \$671 | 3/31/22 |
| | Travel Trailer | \$702 | 24.5% | 8.1% | \$627 | 401.6% | \$0 | 0.0% | 3 | 0.0% | 75.0% | \$234 | 3/31/22 |
| | Total | \$121,251 | -11.2% | 76.7% | \$8,884 | -72.2% | \$8,482 | -19.5% | 131 | -13.2% | 72.8% | \$4,025 | |
| | Grand Total | \$121,251 | -11.2% | 76.7% | \$8,884 | -72.2% | \$8,482 | -19.5% | 131 | -13.2% | 72.8% | \$4,025 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 47 | 21 | \$20,035 | 5 | 2 | \$1,604 | 0.4 | 3 | 1 | \$893 | 33.3% | 3/31/22 |
| | Role: | 1 | 1 | \$655 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 2 | \$560 | 2 | 1 | \$380 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$141 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$961 | 1 | 1 | \$119 | 1 | 1 | 1 | \$119 | 100.0% | 3/31/22 |
| | Role: | 2 | 1 | \$309 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$538 | 1 | 1 | \$538 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 69 | 29 | \$23,199 | 10 | 5 | \$2,641 | 0.5 | 4 | 2 | \$1,012 | 50.0% | |
| | Grand Total | 69 | 29 | \$23,199 | 10 | 5 | \$2,641 | 0.5 | 4 | 2 | \$1,012 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Marsha Liles

STEPHEN L. WEST INSURANCE SERVICES, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2755A CHARLES BLVD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278733

GREENVILLE, NC 278585933

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2527563212 STEPHEN@STEPHENWESTAGENCIES.COM

1278740, THE AUSTIN AGENCY INCORPORATED

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|-----------------|--------------|-----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$76,734 | 37.4% | 310.5% | \$22,988 | 50.8% | \$14,069 | 107.3% | 69 | 13.1% | 85.2% | \$1,112 | 3/31/22 |
| | MOBILE HOME | \$7,365 | -6.4% | 12.9% | \$419 | 0.0% | \$0 | 0.0% | 9 | -10.0% | 81.8% | \$818 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$364 | 9.0% | 7.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$364 | 3/31/22 |
| | Rental M.H. | \$2,208 | -10.1% | 13.5% | \$247 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$552 | 3/31/22 |
| | Total | \$86,671 | 30.3% | 270.8% | \$23,654 | 52.7% | \$14,069 | 107.3% | 83 | 9.2% | 85.6% | \$2,846 | |
| Grand Total | | \$86,671 | 30.3% | 270.8% | \$23,654 | 52.7% | \$14,069 | 107.3% | 83 | 9.2% | 85.6% | \$2,846 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 25 | 20 | \$17,626 | 14 | 14 | \$10,786 | 1 | 9 | 10 | \$7,712 | 111.1% | 3/31/22 |
| | Role: | 4 | 1 | \$426 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 31 | 21 | \$18,052 | 18 | 14 | \$10,786 | 0.78 | 10 | 10 | \$7,712 | 100.0% | |
| Grand Total | | 31 | 21 | \$18,052 | 18 | 14 | \$10,786 | 0.78 | 10 | 10 | \$7,712 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

THE AUSTIN AGENCY INCORPORATED

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 4614-B4 WILGROVE MINT HILL RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278740

MINT HILL, NC 282273547

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7045369800 AGENCYMAILBOX@THEAUSTINAGENCYINC.COM

1278768, MEARS,PAUL D

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|--------------|----------------|-----------------|--------------|-----------------|---------------|------------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$91,577 | 73.1% | 96.0% | \$40,879 | 87.7% | \$28,677 | 337.7% | 74 | -7.5% | 84.1% | \$1,238 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$78,722 | 13.0% | 59.9% | \$18,871 | 17.9% | \$8,738 | 13.1% | 98 | -2.0% | 86.0% | \$803 | 3/31/22 |
| | Motorcycle | \$694 | 162.9% | -15.3% | \$694 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$694 | 3/31/22 |
| | Motor Home | \$1,012 | -2.6% | 8.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,012 | 3/31/22 |
| | Rental M.H. | \$13,933 | 3.1% | 13.1% | \$1,395 | 4.1% | \$453 | 0.0% | 27 | -12.9% | 81.8% | \$516 | 3/31/22 |
| | Travel Trailer | \$2,607 | 49.0% | 14.1% | \$784 | -1.5% | \$0 | 0.0% | 6 | 50.0% | 120.0% | \$435 | 3/31/22 |
| | Total | \$188,545 | 35.5% | 69.9% | \$62,623 | 56.8% | \$37,868 | 157.0% | 207 | -4.2% | 85.5% | \$4,697 | |
| Grand Total | | \$188,545 | 35.5% | 69.9% | \$62,623 | 56.8% | \$37,868 | 157.0% | 207 | -4.2% | 85.5% | \$4,697 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 29 | 8 | \$5,675 | 4 | 2 | \$1,346 | 0.5 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 42 | 14 | \$10,017 | 10 | 4 | \$2,459 | 0.4 | 2 | 1 | \$340 | 50.0% | 3/31/22 |
| | Role: | 3 | 1 | \$694 | 2 | 1 | \$694 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,268 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$542 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 84 | 26 | \$18,196 | 18 | 7 | \$4,499 | 0.39 | 5 | 1 | \$340 | 20.0% | |
| Grand Total | | 84 | 26 | \$18,196 | 18 | 7 | \$4,499 | 0.39 | 5 | 1 | \$340 | 20.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

MEARS,PAUL D

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 302 RODORET ST S

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278768

VALDESE, NC 286902843

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8288742186 PAUL@MEARSINS.COM

1278859, JEFF KINCAID INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------------|---------------|------------------------------------|-----------------|---------------|-----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$48,729 | -17.2% | 10.0% | \$5,503 | -61.2% | \$2,333 | -5.1% | 78 | -3.7% | 85.7% | \$625 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$71,111 | -25.9% | 23.0% | \$20,874 | 3.9% | \$9,939 | 24.7% | 77 | -11.5% | 85.6% | \$924 | 3/31/22 |
| | Motorcycle | \$624 | 26.6% | 1.9% | \$224 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$312 | 3/31/22 |
| | Motor Home | \$707 | -0.4% | 11.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$707 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 9.8% | (\$173) | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$9,520 | 15.3% | 11.4% | \$4,938 | 91.5% | \$0 | -100.0% | 21 | 16.7% | 95.5% | \$453 | 3/31/22 |
| | Travel Trailer | \$3,995 | -3.4% | 13.0% | \$542 | -38.8% | \$0 | -100.0% | 7 | 0.0% | 77.8% | \$571 | 3/31/22 |
| | Total | \$134,686 | -20.4% | 17.2% | \$31,908 | -15.5% | \$12,272 | 12.9% | 186 | -5.1% | 86.1% | \$3,591 | |
| Grand Total | | \$134,686 | -20.4% | 17.2% | \$31,908 | -15.5% | \$12,272 | 12.9% | 186 | -5.1% | 86.1% | \$3,591 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 15 | 10 | \$8,233 | 3 | 2 | \$1,217 | 0.67 | 1 | 1 | \$579 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 16 | 3 | \$2,993 | 5 | 1 | \$1,618 | 0.2 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$224 | 1 | 1 | \$224 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 4 | \$4,492 | 3 | 1 | \$2,020 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,108 | 5 | 1 | \$570 | 0.2 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 48 | 20 | \$17,050 | 17 | 6 | \$5,649 | 0.35 | 3 | 1 | \$579 | 33.3% | |
| Grand Total | | 48 | 20 | \$17,050 | 17 | 6 | \$5,649 | 0.35 | 3 | 1 | \$579 | 33.3% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Wade Baccich | | | | JEFF KINCAID INSURANCE AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 121 S NC 127 HWY | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278859 | | | | HICKORY, NC 286023500 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8283282667 JEFF@JKINSURANCEGROUP.COM | | | | | |

1278886, JEFF KINCAID INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$49,943 | 10.4% | 105.8% | \$20,192 | 14.2% | \$11,527 | 6.7% | 78 | 1.3% | 86.7% | \$640 | 3/31/22 |
| | MOBILE HOME | \$122,209 | -1.2% | 73.7% | \$38,096 | -7.6% | \$13,113 | -12.0% | 144 | -3.4% | 90.6% | \$849 | 3/31/22 |
| | Off-Road Veh | \$1,040 | -24.5% | 1.8% | \$0 | 0.0% | \$0 | 0.0% | 3 | -50.0% | 50.0% | \$347 | 3/31/22 |
| | Rental M.H. | \$12,106 | -6.0% | 29.8% | \$2,809 | -0.9% | \$1,603 | 8.6% | 23 | -4.2% | 88.5% | \$526 | 3/31/22 |
| | Travel Trailer | \$3,238 | -29.0% | 13.1% | \$1,525 | -5.6% | \$1,525 | -5.6% | 5 | 0.0% | 83.3% | \$648 | 3/31/22 |
| | Total | \$188,536 | 0.4% | 77.2% | \$62,622 | -1.2% | \$27,768 | -3.5% | 253 | -3.1% | 88.2% | \$3,010 | |
| Grand Total | | \$188,536 | 0.4% | 77.2% | \$62,622 | -1.2% | \$27,768 | -3.5% | 253 | -3.1% | 88.2% | \$3,010 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|------------|--------------|----------------|-------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 19 | 13 | \$9,674 | 4 | 4 | \$4,135 | 1 | 2 | 2 | \$2,226 | 100.0% | 3/31/22 |
| | Role: | 24 | 10 | \$7,344 | 7 | 2 | \$706 | 0.29 | 2 | 1 | \$585 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 2 | \$555 | 6 | 2 | \$555 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$381 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 54 | 26 | \$17,954 | 18 | 8 | \$5,396 | 0.44 | 5 | 3 | \$2,811 | 60.0% | |
| Grand Total | | 54 | 26 | \$17,954 | 18 | 8 | \$5,396 | 0.44 | 5 | 3 | \$2,811 | 60.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Wade Baccich | | | | JEFF KINCAID INSURANCE AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 474 W MAIN ST | | | | | |

1278908, JEFF KINCAID INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$28,106 | -3.8% | 14.5% | \$9,909 | 102.2% | \$3,557 | -33.8% | 49 | -2.0% | 84.5% | \$574 | 3/31/22 |
| | Marine | \$1,658 | -20.1% | 22.3% | \$762 | -21.8% | \$310 | -40.0% | 8 | -20.0% | 80.0% | \$207 | 3/31/22 |
| | MOBILE HOME | \$71,792 | 20.5% | 29.8% | \$20,064 | -7.3% | \$12,189 | -2.9% | 87 | 11.5% | 92.6% | \$825 | 3/31/22 |
| | Motorcycle | \$204 | -40.2% | 0.3% | \$204 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$204 | 3/31/22 |
| | Off-Road Veh | \$117 | -8.6% | 3.2% | \$117 | -8.6% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$117 | 3/31/22 |
| | Rental M.H. | \$9,776 | -0.3% | 40.9% | \$3,891 | -11.8% | \$589 | -71.3% | 20 | -4.8% | 87.0% | \$489 | 3/31/22 |
| | Travel Trailer | \$3,134 | -8.1% | 14.4% | \$914 | 33.6% | \$349 | -49.0% | 9 | 12.5% | 81.8% | \$348 | 3/31/22 |
| | Total | \$114,787 | 9.8% | 26.5% | \$35,861 | 8.8% | \$16,994 | -19.8% | 175 | 2.9% | 87.9% | \$2,764 | |
| | Grand Total | \$114,787 | 9.8% | 26.5% | \$35,861 | 8.8% | \$16,994 | -19.8% | 175 | 2.9% | 87.9% | \$2,764 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 17 | 8 | \$6,109 | 10 | 5 | \$3,247 | 0.5 | 4 | 2 | \$673 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 37 | 16 | \$16,968 | 7 | 1 | \$1,320 | 0.14 | 3 | 1 | \$1,320 | 33.3% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 2 | \$589 | 4 | 2 | \$589 | 0.5 | 2 | 2 | \$589 | 100.0% | 3/31/22 |
| | Role: | 4 | 3 | \$890 | 1 | 1 | \$210 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 65 | 29 | \$24,556 | 22 | 9 | \$5,366 | 0.41 | 9 | 5 | \$2,582 | 55.6% | |
| Grand Total | | 65 | 29 | \$24,556 | 22 | 9 | \$5,366 | 0.41 | 9 | 5 | \$2,582 | 55.6% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

JEFF KINCAID INSURANCE AGENCY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

Address: 103 CARBON CITY RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278859

MORGANTON, NC 286554229

Annual Average Premium = This Yr R12 NWP / PIF

1278915, MEARS,PAUL D

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|-------------|----------------|-----------------|--------------|----------------|---------------|------------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$20,288 | -6.5% | 9.8% | \$5,179 | 9.1% | \$1,672 | -32.0% | 30 | -16.7% | 75.0% | \$676 | 3/31/22 |
| | MOBILE HOME | \$45,982 | 11.4% | 46.8% | \$12,138 | 8.1% | \$3,501 | -17.1% | 75 | 4.2% | 92.6% | \$613 | 3/31/22 |
| | Motorcycle | \$1,279 | -32.4% | -0.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,279 | 3/31/22 |
| | Off-Road Veh | \$415 | 8.1% | 1.1% | \$340 | -9.8% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$208 | 3/31/22 |
| | Rental M.H. | \$5,999 | 58.5% | 14.5% | \$1,551 | 20.1% | \$675 | -20.8% | 16 | 14.3% | 80.0% | \$375 | 3/31/22 |
| | Travel Trailer | \$2,173 | 12.1% | 13.7% | \$621 | 150.4% | \$621 | 150.4% | 4 | 0.0% | 100.0% | \$543 | 3/31/22 |
| | Total | \$76,136 | 7.3% | 32.3% | \$19,829 | 13.5% | \$6,469 | -16.9% | 128 | 0.0% | 86.5% | \$3,694 | |
| Grand Total | | \$76,136 | 7.3% | 32.3% | \$19,829 | 13.5% | \$6,469 | -16.9% | 128 | 0.0% | 86.5% | \$3,694 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 7 | 4 | \$8,370 | 1 | 1 | \$2,275 | 1 | 1 | 1 | \$2,275 | 100.0% | 3/31/22 |
| | Role: | 26 | 9 | \$6,560 | 8 | 1 | \$1,176 | 0.13 | 3 | 1 | \$1,176 | 33.3% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 6 | \$3,122 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 45 | 20 | \$18,127 | 11 | 2 | \$3,451 | 0.18 | 6 | 2 | \$3,451 | 33.3% | |
| Grand Total | | 45 | 20 | \$18,127 | 11 | 2 | \$3,451 | 0.18 | 6 | 2 | \$3,451 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: CJ Masters

MEARS,PAUL D

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 407 MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278768

NORTH WILKESB NC 286594403

Annual Average Premium = This Yr R12 NWP / PIF

1278768 Phone/Email: 3366677111 PAUL@MEARSINS.COM

1278940, MEARS,PAUL D

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|---------------|---------------------------------|----------------|---------------|------------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$15,324 | 200.8% | 13.6% | \$1,020 | -39.5% | (\$4,261) | 0.0% | 6 | 100.0% | 60.0% | \$2,554 | 3/31/22 |
| | MOBILE HOME | \$12,325 | 28.1% | 36.4% | \$2,508 | 5.2% | \$1,167 | 5.4% | 13 | 18.2% | 100.0% | \$948 | 3/31/22 |
| | Rental M.H. | \$634 | 56.5% | 18.7% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$317 | 3/31/22 |
| | Travel Trailer | \$588 | 1.4% | 14.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$588 | 3/31/22 |
| | Total | \$28,871 | 83.9% | 24.0% | \$3,528 | -21.2% | (\$3,094) | -379.5% | 22 | 37.5% | 84.6% | \$4,407 | |
| Grand Total | | \$28,871 | 83.9% | 24.0% | \$3,528 | -21.2% | (\$3,094) | -379.5% | 22 | 37.5% | 84.6% | \$4,407 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 30 | 7 | \$13,542 | 9 | 1 | \$1,387 | 0.11 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 2 | \$3,385 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$229 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 40 | 10 | \$17,156 | 9 | 1 | \$1,387 | 0.11 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 40 | 10 | \$17,156 | 9 | 1 | \$1,387 | 0.11 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Dennis Favreau | | | | MEARS,PAUL D | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 214 COLLETT ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278768 | | | MORGANTON, NC 286553321 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278768 Phone/Email: 8284373084 PAUL@MEARSINS.COM | | | | | |

1278978, JASON HERMAN INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|-----------------|--------------|-----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$95,389 | 21.0% | 43.2% | \$23,919 | 15.2% | \$12,553 | 17.5% | 110 | 0.9% | 83.3% | \$867 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$100 | 0.0% | 19.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$90,366 | 0.1% | 54.7% | \$25,315 | 8.2% | \$9,856 | 4.1% | 107 | -4.5% | 89.9% | \$845 | 3/31/22 |
| | Motorcycle | \$724 | -65.6% | 4.1% | \$947 | 0.4% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$362 | 3/31/22 |
| | Motor Home | \$753 | 0.5% | 10.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$753 | 3/31/22 |
| | Off-Road Veh | \$964 | 91.7% | 8.9% | \$590 | 104.9% | \$252 | 18.3% | 7 | 75.0% | 87.5% | \$138 | 3/31/22 |
| | Rental M.H. | \$10,737 | -11.8% | 47.7% | \$1,574 | 7.9% | \$778 | 96.0% | 21 | -22.2% | 77.8% | \$511 | 3/31/22 |
| | Travel Trailer | \$1,326 | -7.1% | 12.7% | \$642 | -3.7% | \$299 | -6.3% | 3 | 0.0% | 100.0% | \$442 | 3/31/22 |
| | Total | \$200,359 | 7.6% | 48.1% | \$52,987 | 11.5% | \$23,738 | 12.6% | 252 | -3.1% | 85.7% | \$4,018 | |
| Grand Total | | \$200,359 | 7.6% | 48.1% | \$52,987 | 11.5% | \$23,738 | 12.6% | 252 | -3.1% | 85.7% | \$4,018 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 69 | 23 | \$25,498 | 14 | 2 | \$1,410 | 0.14 | 6 | 2 | \$1,410 | 33.3% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 38 | 7 | \$8,396 | 9 | 2 | \$2,135 | 0.22 | 3 | 1 | \$956 | 33.3% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 4 | \$512 | 2 | 1 | \$252 | 0.5 | 1 | 1 | \$252 | 100.0% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 135 | 34 | \$34,406 | 33 | 5 | \$3,797 | 0.15 | 12 | 4 | \$2,618 | 33.3% | |
| Grand Total | | 135 | 34 | \$34,406 | 33 | 5 | \$3,797 | 0.15 | 12 | 4 | \$2,618 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

JASON HERMAN INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 103 3RD ST SE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278978

CONOVER, NC 286132138

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8284651350 EDOCS@JASONHERMANINSURANCE.COM

1279112, NOBLES INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,645 | 51.1% | 33.5% | \$1,861 | 150.1% | \$1,189 | 0.0% | 7 | 40.0% | 87.5% | \$806 | 3/31/22 |
| | Marine | \$100 | 0.0% | 19.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$71,780 | -15.8% | 38.4% | \$12,064 | -41.3% | \$7,170 | -32.6% | 54 | -14.3% | 80.6% | \$1,329 | 3/31/22 |
| | Motor Home | \$-2,170 | -195.6% | -42.2% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$8,972 | -7.0% | 74.1% | \$316 | -73.5% | \$0 | -100.0% | 12 | -14.3% | 75.0% | \$748 | 3/31/22 |
| | Travel Trailer | \$2,576 | 100.6% | 15.8% | \$0 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$859 | 3/31/22 |
| | Total | \$86,903 | -15.1% | 41.1% | \$14,241 | -42.5% | \$8,359 | -36.8% | 77 | -10.5% | 80.2% | \$3,842 | |
| | Grand Total | \$86,903 | -15.1% | 41.1% | \$14,241 | -42.5% | \$8,359 | -36.8% | 77 | -10.5% | 80.2% | \$3,842 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 3 | \$3,312 | 1 | 1 | \$1,189 | 1 | 1 | 1 | \$1,189 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 21 | 4 | \$3,283 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$3,022 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,322 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 34 | 10 | \$10,939 | 7 | 1 | \$1,189 | 0.14 | 5 | 1 | \$1,189 | 20.0% | |
| | Grand Total | 34 | 10 | \$10,939 | 7 | 1 | \$1,189 | 0.14 | 5 | 1 | \$1,189 | 20.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Marsha Liles

NOBLES INS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 557 PYLON DR STE A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279112

RALEIGH, NC 276061465

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9198333803 TERRY@NOBLESAGENCY.COM

1279240, RICK HAMBY AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|-------------|----------------|-----------------|--------------|-----------------|--------------|------------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$15,094 | 2.5% | 10.6% | \$3,625 | 25.9% | \$2,167 | 2.8% | 24 | 4.3% | 82.8% | \$629 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | -100.0% | 13.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$68,720 | 6.4% | 49.0% | \$21,389 | 51.9% | \$8,858 | 34.6% | 79 | 6.8% | 86.8% | \$870 | 3/31/22 |
| | Motor Home | \$2,133 | 26.8% | 13.6% | \$1,473 | 475.4% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$1,067 | 3/31/22 |
| | Rental M.H. | \$12,133 | -21.7% | 116.8% | \$5,910 | 22.9% | \$1,563 | 0.0% | 18 | -14.3% | 81.8% | \$674 | 3/31/22 |
| | Travel Trailer | \$917 | 415.2% | 16.6% | \$348 | 0.0% | \$348 | 0.0% | 1 | 0.0% | 50.0% | \$917 | 3/31/22 |
| | Total | \$98,997 | 2.3% | 52.2% | \$32,745 | 48.7% | \$12,936 | 26.2% | 124 | 1.6% | 83.8% | \$4,156 | |
| Grand Total | | \$98,997 | 2.3% | 52.2% | \$32,745 | 48.7% | \$12,936 | 26.2% | 124 | 1.6% | 83.8% | \$4,156 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 6 | \$5,506 | 5 | 2 | \$1,253 | 0.4 | 1 | 1 | \$717 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 39 | 17 | \$13,600 | 12 | 6 | \$4,971 | 0.5 | 3 | 1 | \$966 | 33.3% | 3/31/22 |
| | Role: | 1 | 1 | \$775 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,625 | 1 | 1 | \$2,625 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$400 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 57 | 26 | \$22,906 | 20 | 9 | \$8,849 | 0.45 | 4 | 2 | \$1,683 | 50.0% | |
| Grand Total | | 57 | 26 | \$22,906 | 20 | 9 | \$8,849 | 0.45 | 4 | 2 | \$1,683 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

RICK HAMBY AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 423 4TH ST SW

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279240

HICKORY, NC 286022822

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8283282609 EHAMBYP@THECRIG.COM

1279249, RICK HAMBY AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|--------------|--------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$3,725 | -27.4% | 10.7% | \$668 | -34.6% | \$736 | 6.8% | 4 | -20.0% | 80.0% | \$931 | 3/31/22 |
| | MOBILE HOME | \$11,421 | -6.4% | 13.2% | \$1,713 | 2.8% | \$0 | 0.0% | 12 | -7.7% | 92.3% | \$952 | 3/31/22 |
| | Rental M.H. | \$562 | 0.0% | 128.1% | \$444 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$281 | 3/31/22 |
| | Total | \$15,708 | -12.2% | 16.5% | \$2,825 | -9.8% | \$736 | 6.8% | 18 | -10.0% | 90.0% | \$2,164 | |
| Grand Total | | \$15,708 | -12.2% | 16.5% | \$2,825 | -9.8% | \$736 | 6.8% | 18 | -10.0% | 90.0% | \$2,164 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

RICK HAMBY AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 1463 2ND ST NE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279240

HICKORY, NC 286012552

Annual Average Premium = This Yr R12 NWP / PIF

1279240 Phone/Email: 8283242594 EHAMBY@THECRIG.COM

1279291, NOBLES INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-------------|----------------|--------------|----------------|--------------|--------------|--------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Specialty | MOBILE HOME | \$7,763 | 45.0% | 14.4% | \$844 | 102.4% | \$844 | 102.4% | 8 | 14.3% | 80.0% | \$970 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 9.8% | (\$172) | 0.0% | (\$172) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$7,763 | 35.9% | 14.2% | \$672 | 61.2% | \$672 | 61.2% | 8 | -11.1% | 66.7% | \$970 | |
| Grand Total | | \$7,763 | 35.9% | 14.2% | \$672 | 61.2% | \$672 | 61.2% | 8 | -11.1% | 66.7% | \$970 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 3 | \$6,487 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 3 | \$6,487 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 3 | \$6,487 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------|--|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | NOBLES INS AGENCY INC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | SUB | Address: 501 PINNER WEALD WAY STE 102 |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1279112 | CARY, NC 275132610 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1279112 Phone/Email: 9193031500 TASHA@NOBLESAGENCY.COM |

1279568, THE NEEDHAM GROUP, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$39,143 | 8.6% | 50.9% | \$10,313 | -10.2% | \$545 | -85.3% | 45 | 4.7% | 88.2% | \$870 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$694 | 56.7% | 21.3% | \$594 | 34.1% | \$100 | 0.0% | 2 | 100.0% | 100.0% | \$347 | 3/31/22 |
| | MOBILE HOME | \$27,347 | 24.1% | 32.2% | \$12,499 | 35.9% | \$4,857 | 26.0% | 28 | 21.7% | 96.6% | \$977 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | -6.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$202 | 16.8% | 4.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$202 | 3/31/22 |
| | Rental M.H. | \$3,321 | 1.7% | 3,622.0% | \$1,087 | 5.3% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$1,107 | 3/31/22 |
| | Travel Trailer | \$1,524 | -1.6% | 12.1% | \$1,524 | 22.6% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$508 | 3/31/22 |
| | Total | \$72,231 | 13.4% | 222.2% | \$26,017 | 11.2% | \$5,502 | -33.6% | 82 | 7.9% | 90.1% | \$4,011 | |
| Grand Total | | \$72,231 | 13.4% | 222.2% | \$26,017 | 11.2% | \$5,502 | -33.6% | 82 | 7.9% | 90.1% | \$4,011 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 31 | 8 | \$9,585 | 4 | 2 | \$1,942 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$100 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 16 | 6 | \$4,457 | 5 | 3 | \$2,324 | 0.6 | 3 | 2 | \$1,755 | 66.7% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 65 | 15 | \$14,142 | 12 | 5 | \$4,266 | 0.42 | 6 | 2 | \$1,755 | 33.3% | |
| Grand Total | | 65 | 15 | \$14,142 | 12 | 5 | \$4,266 | 0.42 | 6 | 2 | \$1,755 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

THE NEEDHAM GROUP, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2100 W CORNWALLIS DR STE M

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279568

GREENSBORO, NC 274087015

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3362889342 RNEEDHAM3@GMAIL.COM

1279664, MORTON INSURANCE & FINANCIAL SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|-----------------|--------------|----------------|---------------|------------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$63,374 | 26.4% | 11.3% | \$12,839 | 9.1% | \$1,620 | -48.9% | 64 | 0.0% | 83.1% | \$990 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$44,707 | -7.9% | 48.8% | \$8,826 | 13.7% | \$2,404 | -42.6% | 60 | -4.8% | 89.6% | \$745 | 3/31/22 |
| | Motor Home | \$1,474 | -73.0% | 10.8% | \$2,554 | -39.3% | \$0 | -100.0% | 1 | -66.7% | 33.3% | \$1,474 | 3/31/22 |
| | Off-Road Veh | \$79 | -1.3% | 3.0% | \$79 | -1.3% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$79 | 3/31/22 |
| | Rental M.H. | \$7,021 | 7.4% | 18.1% | \$834 | -51.2% | \$0 | -100.0% | 14 | 0.0% | 82.4% | \$502 | 3/31/22 |
| | Travel Trailer | \$1,976 | 108.9% | 16.0% | \$0 | -100.0% | \$0 | 0.0% | 4 | 33.3% | 100.0% | \$494 | 3/31/22 |
| | Total | \$118,631 | 6.2% | 26.3% | \$25,132 | -2.9% | \$4,024 | -63.0% | 144 | -2.7% | 85.2% | \$4,284 | |
| Grand Total | | \$118,631 | 6.2% | 26.3% | \$25,132 | -2.9% | \$4,024 | -63.0% | 144 | -2.7% | 85.2% | \$4,284 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 45 | 13 | \$19,331 | 18 | 2 | \$2,453 | 0.11 | 13 | 2 | \$2,453 | 15.4% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 31 | 4 | \$3,716 | 2 | 1 | \$771 | 0.5 | 2 | 1 | \$771 | 50.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$1,808 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,066 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 88 | 21 | \$25,921 | 22 | 3 | \$3,224 | 0.14 | 15 | 3 | \$3,224 | 20.0% | |
| Grand Total | | 88 | 21 | \$25,921 | 22 | 3 | \$3,224 | 0.14 | 15 | 3 | \$3,224 | 20.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Debbie Lazzaro

MORTON INSURANCE & FINANCIAL SERVICES

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 67 CHARLOTTE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279664

ASHEVILLE, NC 288012435

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8282529391 MATT@MORTONINSURANCEAGENCY.COM

1279677, MORTON,MATT FLYNN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$916 | -28.0% | 12.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$916 | 3/31/22 |
| | MOBILE HOME | \$2,901 | -7.3% | 8.9% | \$724 | 2.3% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$967 | 3/31/22 |
| | Rental M.H. | \$388 | 0.0% | 15.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$194 | 3/31/22 |
| | Total | \$4,205 | -4.5% | 10.0% | \$724 | 2.3% | \$0 | 0.0% | 6 | 50.0% | 100.0% | \$2,077 | |
| Grand Total | | \$4,205 | -4.5% | 10.0% | \$724 | 2.3% | \$0 | 0.0% | 6 | 50.0% | 100.0% | \$2,077 | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Debbie Lazzaro

MORTON-MATT FLYNN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE

Address: 67 CHARLOTTE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279664

ASHEVILLE. NC 288012435

Annual Average Premium = This Yr R12 NWP / PIF

1279773, KEENE & ASSOCIATES INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$47,832 | 38.4% | 46.3% | \$14,169 | 75.5% | \$6,246 | 103.5% | 48 | 23.1% | 92.3% | \$997 | 3/31/22 |
| | Marine | \$2,396 | 35.9% | 22.2% | \$1,167 | 0.0% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$799 | 3/31/22 |
| | MOBILE HOME | \$120,749 | -1.9% | 62.1% | \$40,733 | 5.9% | \$12,710 | -24.8% | 104 | -7.1% | 88.1% | \$1,161 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$4,224 | 8.4% | 4.3% | \$1,267 | -1.1% | \$875 | -8.9% | 29 | 11.5% | 90.6% | \$146 | 3/31/22 |
| | Rental M.H. | \$15,742 | 4.6% | 26.2% | \$7,315 | 12.3% | \$3,633 | 3.7% | 29 | 11.5% | 93.5% | \$543 | 3/31/22 |
| | Travel Trailer | \$2,366 | -14.1% | 13.0% | (\$478) | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,183 | 3/31/22 |
| | Total | \$193,309 | 6.8% | 53.4% | \$64,173 | 15.6% | \$23,464 | -4.7% | 215 | 2.9% | 90.0% | \$4,828 | |
| | Grand Total | \$193,309 | 6.8% | 53.4% | \$64,173 | 15.6% | \$23,464 | -4.7% | 215 | 2.9% | 90.0% | \$4,828 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 24 | 13 | \$15,773 | 13 | 8 | \$9,003 | 0.62 | 6 | 3 | \$4,118 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 27 | 6 | \$8,526 | 7 | 1 | \$1,976 | 0.14 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 6 | \$682 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 19 | 5 | \$2,579 | 9 | 3 | \$2,070 | 0.33 | 3 | 1 | \$1,010 | 33.3% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 86 | 30 | \$27,560 | 31 | 12 | \$13,049 | 0.39 | 11 | 4 | \$5,128 | 36.4% | |
| | Grand Total | 86 | 30 | \$27,560 | 31 | 12 | \$13,049 | 0.39 | 11 | 4 | \$5,128 | 36.4% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Bobby Ward | | | | KEENE & ASSOCIATES INSURANCE AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 201 S BRIGHTLEAF BLVD STE 8 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1279773 | | | | SMITHFIELD, NC 275774077 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 9199341262 LYNN@KEENEASSOCIATES.NET | | | | | |

1279916, THE NEEDHAM GROUP, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|----------------|-------------|----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$26,377 | 5.7% | 14.7% | \$4,487 | 1.8% | \$506 | -62.0% | 34 | -2.9% | 85.0% | \$776 | 3/31/22 |
| | MOBILE HOME | \$4,254 | 36.8% | 13.7% | \$656 | 4.6% | \$656 | 0.0% | 5 | 25.0% | 100.0% | \$851 | 3/31/22 |
| | Rental M.H. | \$2,322 | 1.8% | 13.6% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$774 | 3/31/22 |
| | Total | \$32,953 | 8.6% | 14.5% | \$5,143 | 2.1% | \$1,162 | -12.7% | 42 | 0.0% | 87.5% | \$2,401 | |
| Grand Total | | \$32,953 | 8.6% | 14.5% | \$5,143 | 2.1% | \$1,162 | -12.7% | 42 | 0.0% | 87.5% | \$2,401 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 8 | 5 | \$4,846 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$1,247 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 6 | \$6,093 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 12 | 6 | \$6,093 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

THE NEEDHAM GROUP, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 5206 W MARKET ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279568

GREENSBORO, NC 274092616

Annual Average Premium = This Yr R12 NWP / PIF

1279568 Phone/Email: 3363690508 RICHARD-NEEDHAM@LEAVITT.COM

1279993, BRINSON INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$813 | 5.2% | 10.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$813 | 3/31/22 |
| | Marine | \$1,000 | 440.5% | 0.6% | \$1,000 | 0.0% | \$1,000 | 0.0% | 1 | 0.0% | 50.0% | \$1,000 | 3/31/22 |
| | MOBILE HOME | \$46,768 | -7.2% | 34.4% | \$6,361 | 3.3% | \$3,743 | -12.3% | 25 | -10.7% | 89.3% | \$1,871 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$-2,863 | -200.0% | -253.3% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,324 | -31.6% | 32.5% | \$588 | -35.1% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$331 | 3/31/22 |
| | Total | \$47,042 | -16.3% | 33.3% | \$7,949 | -19.9% | \$4,743 | -33.5% | 31 | -13.9% | 83.8% | \$4,015 | |
| Grand Total | | \$47,042 | -16.3% | 33.3% | \$7,949 | -19.9% | \$4,743 | -33.5% | 31 | -13.9% | 83.8% | \$4,015 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,090 | 1 | 1 | \$1,090 | 1 | 0 | 1 | \$1,090 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 1 | \$1,090 | 1 | 1 | \$1,090 | 1 | 0 | 1 | \$1,090 | 0.0% | |
| Grand Total | | 9 | 1 | \$1,090 | 1 | 1 | \$1,090 | 1 | 0 | 1 | \$1,090 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: CJ Masters

BRINSON INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 14104 HWY 55 E

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279993

BAYBORO, NC 28515

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2526360544 JON@BRINSONINS.COM

1280088, THE GAVIGAN AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$16,321 | 78.7% | 47.2% | \$4,604 | 364.1% | \$1,564 | -780.0% | 11 | 175.0% | 100.0% | \$1,484 | 3/31/22 |
| | Marine | \$3,073 | 9.2% | 15.6% | \$100 | 0.0% | \$100 | 0.0% | 5 | 66.7% | 100.0% | \$615 | 3/31/22 |
| | MOBILE HOME | \$31,480 | -4.8% | 33.6% | \$13,848 | 0.2% | \$6,711 | -6.4% | 21 | 0.0% | 100.0% | \$1,499 | 3/31/22 |
| | Motor Home | \$1,968 | -19.0% | 8.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$984 | 3/31/22 |
| | Rental M.H. | \$2,554 | -15.7% | 33.8% | \$1,202 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$851 | 3/31/22 |
| | Total | \$55,396 | 9.8% | 34.4% | \$19,754 | 23.3% | \$8,375 | 20.7% | 42 | 27.3% | 100.0% | \$5,433 | |
| Grand Total | | \$55,396 | 9.8% | 34.4% | \$19,754 | 23.3% | \$8,375 | 20.7% | 42 | 27.3% | 100.0% | \$5,433 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-------------------------|--------------|--------------------------------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 23 | 7 | \$5,345 | 4 | 2 | \$2,386 | 0.5 | 1 | 1 | \$1,180 | 100.0% | 3/31/22 |
| | Role: | 5 | 2 | \$449 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 32 | 9 | \$5,794 | 5 | 2 | \$2,386 | 0.4 | 2 | 1 | \$1,180 | 50.0% | |
| Grand Total | | 32 | 9 | \$5,794 | 5 | 2 | \$2,386 | 0.4 | 2 | 1 | \$1,180 | 50.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | CJ Masters | | THE GAVIGAN AGENCY LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | Address: 2002 S GLENBURNIE RD STE 5C | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280088 | | NEW BERN, NC 285625230 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | Phone/Email: 2526362999 | | JON@GAVIGANINSURANCE.COM | | | | | | |

1280100, THE GAVIGAN AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|--------------|------------------|----------------------|---------------|----------------|----------------|-------------------------------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$18,893 | -1.4% | 23.8% | \$9,953 | 304.4% | \$4,140 | 153.1% | 17 | -26.1% | 58.6% | \$1,111 | 3/31/22 |
| | Marine | \$100 | 0.0% | 19.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$13,705 | 14.8% | 36.6% | \$3,584 | 2.9% | \$2,861 | 0.0% | 10 | -9.1% | 90.9% | \$1,371 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$825 | 4.7% | 32.8% | \$0 | 0.0% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$275 | 3/31/22 |
| | Total | \$33,523 | 4.8% | 29.6% | \$13,537 | 127.7% | \$7,001 | 327.9% | 31 | -20.5% | 68.9% | \$2,857 | |
| Grand Total | | \$33,523 | 4.8% | 29.6% | \$13,537 | 127.7% | \$7,001 | 327.9% | 31 | -20.5% | 68.9% | \$2,857 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 37 | 6 | \$7,183 | 10 | 5 | \$6,248 | 0.5 | 3 | 3 | \$4,140 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 49 | 6 | \$7,183 | 12 | 5 | \$6,248 | 0.42 | 3 | 3 | \$4,140 | 100.0% | |
| Grand Total | | 49 | 6 | \$7,183 | 12 | 5 | \$6,248 | 0.42 | 3 | 3 | \$4,140 | 100.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | CJ Masters | | | | THE GAVIGAN AGENCY LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: 2424 CHARLES BLVD | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280088 | | | | GREENVILLE, NC 278585924 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1280088 Phone/Email: | | | | 2527561400 JON@GAVIGANINSURANCE.COM | | | | |

1280112, OWENS INSURANCE AGENCY & FINANCIAL SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------------|--------------|----------------|-----------------|--------------|----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$30,370 | 59.9% | 9.0% | \$8,924 | 235.2% | \$3,350 | -677.6% | 35 | 40.0% | 87.5% | \$868 | 3/31/22 |
| | Marine | \$30,309 | 52.6% | 22.5% | \$12,761 | 133.0% | \$3,586 | -7.6% | 40 | 14.3% | 90.9% | \$758 | 3/31/22 |
| | MOBILE HOME | \$65,388 | -10.4% | 238.9% | \$5,244 | -46.9% | \$868 | -74.8% | 31 | -8.8% | 91.2% | \$2,109 | 3/31/22 |
| | Motorcycle | \$665 | 0.0% | 12.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$665 | 3/31/22 |
| | Motor Home | \$1,581 | -8.5% | 8.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,581 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$13,513 | 64.1% | 35.6% | \$3,065 | 177.4% | \$736 | 54.9% | 13 | 18.2% | 100.0% | \$1,039 | 3/31/22 |
| | Total | \$141,826 | 16.2% | 135.6% | \$29,994 | 56.8% | \$8,540 | 18.4% | 121 | 14.2% | 91.0% | \$7,020 | |
| Grand Total | | \$141,826 | 16.2% | 135.6% | \$29,994 | 56.8% | \$8,540 | 18.4% | 121 | 14.2% | 91.0% | \$7,020 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 52 | 15 | \$13,250 | 7 | 3 | \$3,981 | 0.43 | 1 | 1 | \$1,633 | 100.0% | 3/31/22 |
| | Role: | 14 | 9 | \$11,414 | 2 | 1 | \$6,383 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$665 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$3,465 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 76 | 27 | \$28,794 | 9 | 4 | \$10,364 | 0.44 | 1 | 1 | \$1,633 | 100.0% | |
| Grand Total | | 76 | 27 | \$28,794 | 9 | 4 | \$10,364 | 0.44 | 1 | 1 | \$1,633 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Bobby Ward

OWENS INSURANCE AGENCY & FINANCIAL SERVICES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 5704 OLEANDER DR STE 101

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280112

WILMINGTON, NC 284034730

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9103921985 STEPHENO@SOWENSINS.COM

1280130, LAWVER INS & FINANCIAL SVCS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|------------------|-------------|-----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$206,935 | 4.0% | 66.5% | \$48,068 | -14.8% | \$27,053 | 13.5% | 229 | -5.4% | 82.4% | \$904 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$331,374 | 1.5% | 54.6% | \$96,884 | 6.5% | \$30,417 | 10.3% | 312 | -1.9% | 88.9% | \$1,062 | 3/31/22 |
| | Motorcycle | \$173 | -64.5% | -6.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$173 | 3/31/22 |
| | Motor Home | \$3,058 | 9.5% | 7.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$3,058 | 3/31/22 |
| | Off-Road Veh | \$1,634 | 74.4% | 8.4% | \$872 | 115.3% | \$513 | 584.0% | 7 | 40.0% | 77.8% | \$233 | 3/31/22 |
| | Rental M.H. | \$29,605 | -14.3% | 23.3% | \$7,690 | 34.0% | \$2,933 | 276.0% | 59 | -4.8% | 86.8% | \$502 | 3/31/22 |
| | Travel Trailer | \$937 | 47.1% | 9.6% | \$500 | 9.6% | \$0 | -100.0% | 3 | 0.0% | 75.0% | \$312 | 3/31/22 |
| | Total | \$573,716 | 1.6% | 56.7% | \$154,014 | 0.0% | \$60,916 | 15.5% | 612 | -3.3% | 85.8% | \$6,244 | |
| Grand Total | | \$573,716 | 1.6% | 56.7% | \$154,014 | 0.0% | \$60,916 | 15.5% | 612 | -3.3% | 85.8% | \$6,244 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 90 | 36 | \$35,948 | 11 | 7 | \$5,820 | 0.64 | 7 | 2 | \$1,846 | 28.6% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 122 | 33 | \$28,743 | 28 | 9 | \$7,810 | 0.32 | 14 | 5 | \$4,895 | 35.7% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 4 | \$555 | 2 | 1 | \$89 | 0.5 | 2 | 1 | \$89 | 50.0% | 3/31/22 |
| | Role: | 21 | 6 | \$2,860 | 4 | 2 | \$1,082 | 0.5 | 2 | 1 | \$631 | 50.0% | 3/31/22 |
| | Role: | 5 | 1 | \$146 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 244 | 80 | \$68,252 | 47 | 19 | \$14,801 | 0.4 | 26 | 9 | \$7,461 | 34.6% | |
| Grand Total | | 244 | 80 | \$68,252 | 47 | 19 | \$14,801 | 0.4 | 26 | 9 | \$7,461 | 34.6% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Marsha Liles

LAWVER INS & FINANCIAL SVCS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALE #Legal Business Entity

Address: 500 N GREENSBORO ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280130

LIBERTY, NC 272982601

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3366228000 JEFF.LAWVER@INSOFTHECAROLINAS.COM

1281264, CLAY ANDERS INS SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|--------------|----------------|-----------------|--------------|-----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$45,460 | 38.1% | 10.2% | \$19,081 | 83.2% | \$9,503 | 84.0% | 59 | -1.7% | 73.8% | \$771 | 3/31/22 |
| | Marine | \$100 | 0.0% | 20.8% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$58,421 | -2.2% | 106.6% | \$17,568 | 14.7% | \$4,256 | -16.7% | 83 | 2.5% | 91.2% | \$704 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 406.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$644 | -6.4% | 6.8% | \$115 | 0.0% | \$115 | 0.0% | 3 | 0.0% | 100.0% | \$215 | 3/31/22 |
| | Rental M.H. | \$10,276 | 38.4% | 50.7% | \$1,747 | -11.4% | \$623 | -26.4% | 21 | 0.0% | 95.5% | \$489 | 3/31/22 |
| | Travel Trailer | \$690 | -56.6% | 880.5% | \$0 | -100.0% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$230 | 3/31/22 |
| | Total | \$115,591 | 10.8% | 79.7% | \$38,511 | 35.2% | \$14,497 | 29.0% | 169 | -1.2% | 83.7% | \$2,408 | |
| Grand Total | | \$115,591 | 10.8% | 79.7% | \$38,511 | 35.2% | \$14,497 | 29.0% | 169 | -1.2% | 83.7% | \$2,408 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 36 | 20 | \$25,461 | 8 | 6 | \$11,438 | 0.75 | 2 | 1 | \$7,415 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 10 | \$6,997 | 5 | 5 | \$4,029 | 1 | 2 | 3 | \$2,472 | 150.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,542 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 60 | 31 | \$34,000 | 15 | 11 | \$15,467 | 0.73 | 4 | 4 | \$9,887 | 100.0% | |
| Grand Total | | 60 | 31 | \$34,000 | 15 | 11 | \$15,467 | 0.73 | 4 | 4 | \$9,887 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

CLAY ANDERS INS SERVICES

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 521 HARPER AVE SW

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281264

LENOIR, NC 286455076

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8287585551 STERLINGANDERS@CLAYANDERSINSURANCE.COM

1281358, CLAY ANDERS INS SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|--------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$9,004 | 2.0% | 114.3% | \$5,087 | -8.6% | \$988 | -46.0% | 14 | -12.5% | 82.4% | \$643 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$26,895 | -8.9% | 39.3% | \$1,147 | -68.5% | (\$646) | -148.9% | 30 | -9.1% | 78.9% | \$897 | 3/31/22 |
| | Motor Home | \$847 | 0.4% | 10.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$847 | 3/31/22 |
| | Rental M.H. | \$3,115 | -39.9% | 10.9% | \$2,105 | 4.2% | \$267 | 0.0% | 5 | -16.7% | 71.4% | \$623 | 3/31/22 |
| | Total | \$39,861 | -10.1% | 52.8% | \$8,339 | -25.8% | \$609 | -82.2% | 50 | -10.7% | 79.4% | \$3,010 | |
| Grand Total | | \$39,861 | -10.1% | 52.8% | \$8,339 | -25.8% | \$609 | -82.2% | 50 | -10.7% | 79.4% | \$3,010 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|---------------------------------|------------|--------------|--------------|-------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 1 | \$557 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 5 | \$4,737 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$2,435 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 17 | 7 | \$7,729 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 7 | \$7,729 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur Mo New Policies / Cur Mo Qtrs) * 100 | | | | Portfolio Owner: Dennis Foyrouy | | | | CLAY ANDERS INS SERVICES INC. | | | | | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

CLAY ANDERS INS SERVICES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

Address: 1823 DAVIE AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281264

STATESVILLE, NC 286773523

Annual Average Premium = This Yr R12 NWP / PIF

1282493, NEIL BROCK & ASSOCIATES, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|---------------|----------------|-----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$28,359 | -13.8% | 1.4% | \$6,426 | -7.4% | \$1,583 | 22.7% | 34 | -12.8% | 82.9% | \$834 | 3/31/22 |
| | Marine | \$257 | 0.0% | 29.9% | \$257 | 0.0% | \$257 | 0.0% | 1 | 0.0% | 100.0% | \$257 | 3/31/22 |
| | MOBILE HOME | \$34,371 | -6.9% | 13.8% | \$5,768 | -32.1% | \$1,575 | -64.5% | 38 | 2.7% | 95.0% | \$905 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$84 | 0.0% | 2.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$84 | 3/31/22 |
| | Rental M.H. | \$2,882 | -41.5% | 44.2% | \$1,803 | 3.1% | \$801 | -54.2% | 6 | -14.3% | 85.7% | \$480 | 3/31/22 |
| | Travel Trailer | \$638 | -2.6% | 13.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$638 | 3/31/22 |
| | Total | \$66,591 | -11.8% | 10.1% | \$14,254 | -17.0% | \$4,216 | -43.6% | 81 | -4.7% | 89.0% | \$3,198 | |
| Grand Total | | \$66,591 | -11.8% | 10.1% | \$14,254 | -17.0% | \$4,216 | -43.6% | 81 | -4.7% | 89.0% | \$3,198 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 2 | \$2,618 | 1 | 1 | \$1,047 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$257 | 1 | 1 | \$257 | 1 | 1 | 1 | \$257 | 100.0% | 3/31/22 |
| | Role: | 4 | 3 | \$1,941 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 6 | \$4,816 | 4 | 2 | \$1,304 | 0.5 | 2 | 1 | \$257 | 50.0% | |
| Grand Total | | 13 | 6 | \$4,816 | 4 | 2 | \$1,304 | 0.5 | 2 | 1 | \$257 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

NEIL BROCK & ASSOCIATES, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 421 E CATAWBA ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282493

BELMONT, NC 280123311

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7048296868 NBROCK@NEILBROCKAGENCY.COM

1282498, NEIL BROCK & ASSOCIATES, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|----------------|--------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$10,202 | 24.1% | 24.8% | \$1,626 | 0.0% | \$429 | 0.0% | 8 | 33.3% | 88.9% | \$1,275 | 3/31/22 |
| | MOBILE HOME | \$19,215 | -4.5% | 109.8% | \$3,746 | -19.6% | \$1,452 | -34.8% | 25 | -3.8% | 86.2% | \$769 | 3/31/22 |
| | Rental M.H. | \$3,307 | 8.6% | 12.0% | \$560 | 112.9% | \$297 | 0.0% | 5 | 0.0% | 83.3% | \$661 | 3/31/22 |
| | Total | \$32,724 | 4.3% | 76.5% | \$5,932 | 20.4% | \$2,178 | -2.2% | 38 | 2.7% | 86.4% | \$2,705 | |
| Grand Total | | \$32,724 | 4.3% | 76.5% | \$5,932 | 20.4% | \$2,178 | -2.2% | 38 | 2.7% | 86.4% | \$2,705 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 7 | 3 | \$1,929 | 5 | 3 | \$1,929 | 0.6 | 1 | 1 | \$732 | 100.0% | 3/31/22 |
| | Role: | 8 | 3 | \$4,187 | 4 | 1 | \$1,461 | 0.25 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$297 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 17 | 7 | \$6,413 | 9 | 4 | \$3,390 | 0.44 | 1 | 1 | \$732 | 100.0% | |
| Grand Total | | 17 | 7 | \$6,413 | 9 | 4 | \$3,390 | 0.44 | 1 | 1 | \$732 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

NEIL BROCK & ASSOCIATES, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 1235-2 FALLSTON RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282493

SHELBY, NC 28150

Annual Average Premium = This Yr R12 NWP / PIF

1282493 Phone/Email: 7044844680 NBROCK@NEILBROCKAGENCY.COM

1289199, DARDEN INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|--------------|----------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$23,270 | -22.5% | 17.3% | \$4,850 | -26.9% | \$766 | -36.6% | 30 | -11.8% | 73.2% | \$776 | 3/31/22 |
| | Marine | \$2,749 | -17.1% | 223.2% | \$300 | -55.4% | (\$370) | 0.0% | 12 | 0.0% | 75.0% | \$229 | 3/31/22 |
| | MOBILE HOME | \$4,286 | 32.9% | 29.1% | \$979 | -26.9% | \$0 | 0.0% | 5 | 25.0% | 100.0% | \$857 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$247 | 0.0% | 36.9% | \$247 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$247 | 3/31/22 |
| | Total | \$30,552 | -17.0% | 36.6% | \$6,376 | -28.3% | \$396 | -111.2% | 48 | -5.9% | 76.2% | \$2,109 | |
| Grand Total | | \$30,552 | -17.0% | 36.6% | \$6,376 | -28.3% | \$396 | -111.2% | 48 | -5.9% | 76.2% | \$2,109 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 19 | 7 | \$5,819 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 4 | \$576 | 4 | 2 | \$200 | 0.5 | 1 | 1 | \$100 | 100.0% | 3/31/22 |
| | Role: | 10 | 1 | \$1,916 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 38 | 12 | \$8,311 | 7 | 2 | \$200 | 0.29 | 1 | 1 | \$100 | 100.0% | |
| Grand Total | | 38 | 12 | \$8,311 | 7 | 2 | \$200 | 0.29 | 1 | 1 | \$100 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

DARDEN INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 17230 US HIGHWAY 17 STE 120

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289199

HAMPSTEAD, NC 284437466

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9102703017 BDVELTHOVEN@DARDENAGENCYNC.COM

1289863, ARVEY INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|---------------|----------------|----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$11,307 | 1.7% | 341.6% | \$4,587 | 19.7% | \$5,291 | 38.0% | 11 | 0.0% | 64.7% | \$1,028 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$18,430 | -6.7% | 59.2% | \$2,502 | -29.9% | \$557 | -3.8% | 24 | -7.7% | 82.8% | \$768 | 3/31/22 |
| | Motorcycle | \$50 | -36.7% | 1.5% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 9.1% | \$0 | -100.0% | (\$2,085) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$7,052 | -13.8% | 9.5% | \$0 | -100.0% | \$0 | 0.0% | 6 | 20.0% | 120.0% | \$1,175 | 3/31/22 |
| | Travel Trailer | \$423 | 3.2% | 8.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$423 | 3/31/22 |
| | Total | \$37,262 | -11.6% | 118.3% | \$7,089 | 10.9% | \$3,763 | -14.7% | 42 | -6.7% | 77.8% | \$3,394 | |
| Grand Total | | \$37,262 | -11.6% | 118.3% | \$7,089 | 10.9% | \$3,763 | -14.7% | 42 | -6.7% | 77.8% | \$3,394 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 12 | 6 | \$5,087 | 4 | 4 | \$3,982 | 1 | 4 | 4 | \$3,982 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 3 | \$2,657 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 21 | 9 | \$7,744 | 5 | 4 | \$3,982 | 0.8 | 4 | 4 | \$3,982 | 100.0% | |
| Grand Total | | 21 | 9 | \$7,744 | 5 | 4 | \$3,982 | 0.8 | 4 | 4 | \$3,982 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

ARVEY INSURANCE AGENCY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1506 SPARTANBURG HWY STE 100

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289863

HENDERSONVILL NC 287926454

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8286939990 GREGG@ARVEYINSURANCE.COM

1289959, BEST RATES FOR INS-THE WAGNER GRP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$26,519 | 1.2% | 28.6% | \$7,181 | -23.3% | (\$1,143) | -167.4% | 44 | -6.4% | 89.8% | \$603 | 3/31/22 |
| | Marine | \$1,990 | -0.6% | 17.9% | \$0 | -100.0% | \$0 | -100.0% | 4 | 0.0% | 80.0% | \$498 | 3/31/22 |
| | MOBILE HOME | \$40,070 | -2.2% | 42.3% | \$17,557 | 18.0% | \$5,159 | -51.3% | 21 | -4.5% | 95.5% | \$1,908 | 3/31/22 |
| | Motorcycle | \$190 | 0.0% | 3.3% | \$190 | 0.0% | \$190 | 0.0% | 1 | 0.0% | 100.0% | \$190 | 3/31/22 |
| | Rental M.H. | \$7,250 | -29.5% | 34.6% | (\$2,450) | -463.0% | \$0 | 0.0% | 9 | -18.2% | 81.8% | \$806 | 3/31/22 |
| | Travel Trailer | \$779 | -4.7% | 13.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$390 | 3/31/22 |
| | Total | \$76,798 | -4.6% | 35.6% | \$22,478 | -10.3% | \$4,206 | -66.2% | 81 | -6.9% | 90.0% | \$4,393 | |
| | Grand Total | \$76,798 | -4.6% | 35.6% | \$22,478 | -10.3% | \$4,206 | -66.2% | 81 | -6.9% | 90.0% | \$4,393 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 14 | 2 | \$1,532 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$378 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 22 | 3 | \$1,910 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 22 | 3 | \$1,910 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Bobby Ward

BEST RATES FOR INS-THE WAGNER GRP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 207 WESTERN BLVD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289959

JACKSONVILLE, NC 285465730

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9104550785 KEVIN@BESTRATES4U.COM

1291035, LAWVER INS & FINANCIAL SVCS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$11,197 | -23.6% | 9.6% | \$3,354 | -44.1% | \$315 | -68.8% | 26 | -25.7% | 72.2% | \$431 | 3/31/22 |
| | Marine | \$1,662 | 23.8% | 19.6% | \$961 | 1.7% | \$171 | 0.6% | 6 | 0.0% | 100.0% | \$277 | 3/31/22 |
| | MOBILE HOME | \$26,573 | -2.8% | 37.9% | \$5,899 | -11.8% | \$4,189 | -12.3% | 43 | -10.4% | 87.8% | \$618 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$439 | 22.6% | 3.9% | \$211 | 62.3% | \$211 | 62.3% | 4 | 0.0% | 80.0% | \$110 | 3/31/22 |
| | Rental M.H. | \$5,960 | -13.9% | 12.8% | \$1,296 | -29.3% | \$956 | -35.9% | 15 | -21.1% | 78.9% | \$397 | 3/31/22 |
| | Travel Trailer | \$781 | -28.9% | 12.8% | \$495 | -0.8% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$781 | 3/31/22 |
| | Total | \$46,612 | -9.9% | 25.4% | \$12,216 | -24.1% | \$5,842 | -22.9% | 95 | -16.7% | 81.2% | \$2,614 | |
| Grand Total | | \$46,612 | -9.9% | 25.4% | \$12,216 | -24.1% | \$5,842 | -22.9% | 95 | -16.7% | 81.2% | \$2,614 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 2 | 1 | \$500 | 1 | 1 | \$500 | 1 | 0 | 1 | \$500 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 1 | \$1,511 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 3 | \$2,086 | 1 | 1 | \$500 | 1 | 0 | 1 | \$500 | 0.0% | |
| Grand Total | | 13 | 3 | \$2,086 | 1 | 1 | \$500 | 1 | 0 | 1 | \$500 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

LAWVER INS & FINANCIAL SVCS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 233 S MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280130

RANDLEMAN, NC 273171813

Annual Average Premium = This Yr R12 NWP / PIF

1280130 Phone/Email: 3364987606 JEFF.LAWVER@INSOFTHECAROLINAS.COM

1295068, JACKSON INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$16,907 | 21.1% | 100.1% | \$5,708 | -26.8% | \$3,360 | 5.4% | 24 | 4.3% | 88.9% | \$704 | 3/31/22 |
| | Marine | \$541 | 0.0% | 29.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$541 | 3/31/22 |
| | MOBILE HOME | \$17,173 | -2.2% | 14.4% | \$4,088 | 1.3% | \$0 | -100.0% | 19 | 5.6% | 100.0% | \$904 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$897 | 8.2% | 10.6% | \$822 | 579.3% | \$75 | 0.0% | 2 | 100.0% | 100.0% | \$449 | 3/31/22 |
| | Rental M.H. | \$4,122 | 10.0% | 15.5% | \$1,762 | 0.0% | \$814 | 0.0% | 6 | 0.0% | 100.0% | \$687 | 3/31/22 |
| | Travel Trailer | \$1,124 | 201.3% | 15.4% | \$769 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$562 | 3/31/22 |
| | Total | \$40,764 | 11.8% | 47.8% | \$13,149 | -4.2% | \$4,249 | -18.8% | 54 | 10.2% | 94.7% | \$3,847 | |
| Grand Total | | \$40,764 | 11.8% | 47.8% | \$13,149 | -4.2% | \$4,249 | -18.8% | 54 | 10.2% | 94.7% | \$3,847 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 11 | 4 | \$5,077 | 1 | 1 | \$1,127 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$541 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$1,152 | 2 | 1 | \$1,152 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$769 | 3 | 1 | \$769 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 8 | \$7,614 | 6 | 3 | \$3,048 | 0.5 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 26 | 8 | \$7,614 | 6 | 3 | \$3,048 | 0.5 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

JACKSON INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 8906 BELLHAVEN BLVD STE A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1295068

CHARLOTTE, NC 282141347

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7043924341 INFO@JACKSONINSURANCEGROUP.COM

1295643, JEFF KINCAID INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|-----------------|--------------|----------------|---------------|------------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$14,674 | -10.7% | 11.1% | \$2,368 | -36.4% | (\$4,353) | -462.8% | 22 | 10.0% | 75.9% | \$667 | 3/31/22 |
| | Marine | \$511 | -59.4% | 22.9% | \$308 | -25.8% | \$0 | -100.0% | 4 | -42.9% | 57.1% | \$128 | 3/31/22 |
| | MOBILE HOME | \$84,939 | 10.7% | 15.5% | \$23,934 | 10.3% | \$9,707 | 25.4% | 98 | -2.0% | 89.9% | \$867 | 3/31/22 |
| | Motor Home | \$838 | 3.1% | 17.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$838 | 3/31/22 |
| | Off-Road Veh | \$243 | -36.4% | 8.8% | \$243 | 0.0% | \$168 | 80.6% | 4 | 0.0% | 80.0% | \$61 | 3/31/22 |
| | Rental M.H. | \$8,312 | -13.4% | 15.4% | \$1,828 | -58.9% | \$54 | -97.2% | 20 | 42.9% | 87.0% | \$416 | 3/31/22 |
| | Travel Trailer | \$5,149 | -23.7% | 14.8% | \$3,643 | -18.8% | \$1,440 | 2.4% | 12 | -20.0% | 75.0% | \$429 | 3/31/22 |
| | Total | \$114,666 | 2.4% | 14.9% | \$32,324 | -7.7% | \$7,016 | -44.5% | 161 | 0.0% | 84.7% | \$3,405 | |
| Grand Total | | \$114,666 | 2.4% | 14.9% | \$32,324 | -7.7% | \$7,016 | -44.5% | 161 | 0.0% | 84.7% | \$3,405 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 20 | 9 | \$9,857 | 5 | 3 | \$4,093 | 0.6 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 29 | 9 | \$9,404 | 4 | 2 | \$2,755 | 0.5 | 3 | 2 | \$2,755 | 66.7% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$75 | 1 | 1 | \$75 | 1 | 1 | 1 | \$75 | 100.0% | 3/31/22 |
| | Role: | 12 | 9 | \$5,370 | 2 | 1 | \$842 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$563 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 65 | 29 | \$25,269 | 12 | 7 | \$7,765 | 0.58 | 4 | 3 | \$2,830 | 75.0% | |
| Grand Total | | 65 | 29 | \$25,269 | 12 | 7 | \$7,765 | 0.58 | 4 | 3 | \$2,830 | 75.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

JEFF KINCAID INSURANCE AGENCY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

Address: 163 S MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278859

MARION, NC 287526587

Annual Average Premium = This Yr R12 NWP / PIP

1310053, THE BRADY AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|--------------|----------------|-----------------|--------------|-----------------|--------------|------------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$30,145 | 2.9% | 42.9% | \$4,564 | -27.3% | \$1,304 | 74.6% | 34 | 0.0% | 89.5% | \$887 | 3/31/22 |
| | Marine | \$140 | 0.0% | 19.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$140 | 3/31/22 |
| | MOBILE HOME | \$63,522 | 12.3% | 57.6% | \$19,158 | 21.7% | \$9,462 | 26.6% | 79 | 2.6% | 97.5% | \$804 | 3/31/22 |
| | Motorcycle | \$4,006 | 288.2% | 10.1% | \$1,414 | 168.3% | \$1,743 | 1,210.5% | 6 | 50.0% | 66.7% | \$668 | 3/31/22 |
| | Off-Road Veh | \$346 | 0.0% | 13.7% | \$140 | 0.0% | \$140 | 0.0% | 2 | 0.0% | 100.0% | \$173 | 3/31/22 |
| | Rental M.H. | \$8,612 | 5.0% | 13.4% | \$3,026 | -6.0% | \$1,514 | 0.0% | 15 | 0.0% | 100.0% | \$574 | 3/31/22 |
| | Travel Trailer | \$1,213 | 169.0% | 16.1% | \$995 | 76.1% | \$0 | -100.0% | 4 | 100.0% | 100.0% | \$303 | 3/31/22 |
| | Total | \$107,984 | 12.8% | 47.9% | \$29,297 | 11.3% | \$14,163 | 35.7% | 141 | 6.0% | 94.0% | \$3,549 | |
| Grand Total | | \$107,984 | 12.8% | 47.9% | \$29,297 | 11.3% | \$14,163 | 35.7% | 141 | 6.0% | 94.0% | \$3,549 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 32 | 4 | \$4,110 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 14 | 4 | \$4,518 | 3 | 1 | \$908 | 0.33 | 0 | 1 | \$908 | 0.0% | 3/31/22 |
| | Role: | 9 | 5 | \$2,209 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 2 | \$206 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$558 | 0 | 1 | \$458 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 65 | 17 | \$11,601 | 5 | 2 | \$1,366 | 0.4 | 1 | 1 | \$908 | 100.0% | |
| Grand Total | | 65 | 17 | \$11,601 | 5 | 2 | \$1,366 | 0.4 | 1 | 1 | \$908 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Wade Baccich

THE BRADY AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 484 S MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1310053

SPARTA, NC 286759606

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3363728717 KELLY@THEBRADYAGENCY.NET

1311739, MARKETPLACE 4 INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$73,936 | -2.1% | 11.0% | \$19,225 | -17.7% | \$15,284 | 10.8% | 61 | 0.0% | 87.1% | \$1,212 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | -100.0% | 13.1% | \$0 | -100.0% | (\$100) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$54,806 | 8.6% | 77.2% | \$10,954 | 41.5% | \$2,751 | 249.6% | 56 | 3.7% | 87.5% | \$979 | 3/31/22 |
| | Motor Home | \$1,401 | 815.7% | 14.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,401 | 3/31/22 |
| | Off-Road Veh | \$374 | -0.8% | 3.2% | \$267 | -1.1% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$125 | 3/31/22 |
| | Rental M.H. | \$3,983 | -34.2% | 13.8% | \$140 | -93.7% | \$219 | -90.1% | 6 | -14.3% | 85.7% | \$664 | 3/31/22 |
| | Travel Trailer | \$-62 | -104.7% | 13.4% | \$211 | -81.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$-31 | 3/31/22 |
| | Total | \$134,438 | 0.4% | 37.3% | \$30,797 | -11.5% | \$18,154 | 8.1% | 129 | 0.0% | 86.6% | \$4,349 | |
| Grand Total | | \$134,438 | 0.4% | 37.3% | \$30,797 | -11.5% | \$18,154 | 8.1% | 129 | 0.0% | 86.6% | \$4,349 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 36 | 9 | \$9,558 | 11 | 2 | \$1,403 | 0.18 | 8 | 2 | \$1,403 | 25.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 21 | 10 | \$8,597 | 9 | 4 | \$4,120 | 0.44 | 2 | 1 | \$1,731 | 50.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,401 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 60 | 20 | \$19,556 | 20 | 6 | \$5,523 | 0.3 | 10 | 3 | \$3,134 | 30.0% | |
| | Grand Total | 60 | 20 | \$19,556 | 20 | 6 | \$5,523 | 0.3 | 10 | 3 | \$3,134 | 30.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Debbie Lazzaro

MARKETPLACE 4 INSURANCE, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE S

Address: 200 WHITE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289790

HENDERSONVILLE NC 287395238

Annual Average Premium = This Yr B12 NWP / PIE

1311806, MARKETPLACE 4 INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------------|--------------|---------------------------------|-----------------|---------------|----------------|--|---------------|----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$29,139 | -17.8% | 9.3% | \$7,358 | -12.4% | \$1,232 | -63.8% | 43 | -21.8% | 76.8% | \$678 | 3/31/22 |
| | Marine | \$304 | 0.0% | 29.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$304 | 3/31/22 |
| | MOBILE HOME | \$96,316 | -5.7% | 28.7% | \$25,203 | -12.3% | \$8,452 | -41.0% | 111 | -6.7% | 90.2% | \$868 | 3/31/22 |
| | Rental M.H. | \$10,818 | -19.2% | 12.4% | \$1,976 | 35.8% | \$22 | -94.4% | 26 | -16.1% | 83.9% | \$416 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 10.0% | \$0 | -100.0% | (\$297) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$136,577 | -9.8% | 22.8% | \$34,537 | -11.2% | \$9,409 | -48.1% | 181 | -12.1% | 85.4% | \$2,265 | |
| Grand Total | | \$136,577 | -9.8% | 22.8% | \$34,537 | -11.2% | \$9,409 | -48.1% | 181 | -12.1% | 85.4% | \$2,265 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 4 | 1 | \$875 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$304 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 4 | \$3,375 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 6 | \$4,554 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | | 18 | 6 | \$4,554 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Debbie Lazzaro | | | | MARKETPLACE 4 INSURANCE, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 90 TENNESSEE ST STE A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289790 | | | | MURPHY, NC 289062958 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1289790 Phone/Email: 8288372612 INFO@MGA-INS.COM | | | | | |

1357074, BENTLEY AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|--------------|----------------|-----------------|---------------|----------------|---------------|------------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$31,330 | -18.5% | 6.3% | (\$1,286) | -124.0% | (\$179) | -105.2% | 32 | -15.8% | 76.2% | \$979 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$933 | 51.2% | 21.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$467 | 3/31/22 |
| | MOBILE HOME | \$62,133 | 2.0% | 44.0% | \$19,620 | 9.3% | \$7,209 | -3.3% | 71 | 0.0% | 89.9% | \$875 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 2.1% | \$0 | -100.0% | (\$562) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$1,248 | 20.0% | 8.5% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$416 | 3/31/22 |
| | Off-Road Veh | \$70 | 0.0% | 13.1% | \$70 | 0.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$70 | 3/31/22 |
| | Rental M.H. | \$11,106 | 4.4% | 41.5% | \$2,868 | 17.6% | \$538 | 0.0% | 17 | -10.5% | 89.5% | \$653 | 3/31/22 |
| | Travel Trailer | \$2,592 | -34.2% | 33.1% | \$1,557 | -7.5% | \$743 | -55.6% | 5 | 0.0% | 100.0% | \$518 | 3/31/22 |
| | Total | \$109,412 | -5.7% | 30.7% | \$22,829 | -18.2% | \$7,749 | -41.3% | 131 | -6.4% | 86.2% | \$3,978 | |
| Grand Total | | \$109,412 | -5.7% | 30.7% | \$22,829 | -18.2% | \$7,749 | -41.3% | 131 | -6.4% | 86.2% | \$3,978 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 14 | 4 | \$5,786 | 6 | 1 | \$508 | 0.17 | 2 | 1 | \$508 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 24 | 8 | \$5,353 | 3 | 2 | \$2,131 | 0.67 | 1 | 1 | \$1,176 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 45 | 12 | \$11,139 | 10 | 3 | \$2,639 | 0.3 | 3 | 2 | \$1,684 | 66.7% | |
| Grand Total | | 45 | 12 | \$11,139 | 10 | 3 | \$2,639 | 0.3 | 3 | 2 | \$1,684 | 66.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Dennis Favreau

BENTLEY AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1435 N MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1357074

CHINA GROVE, NC 280238445

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7048579512 JASON@BENTLEYAGENCY.COM

1358974, JEFF KINCAID INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|----------------|--------------|-------------------------------|--------------|--------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$1,942 | 0.0% | 15.9% | \$629 | 0.0% | (\$716) | 0.0% | 2 | 0.0% | 40.0% | \$971 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$1,942 | 0.0% | 15.9% | \$629 | 0.0% | (\$716) | 0.0% | 2 | 0.0% | 40.0% | \$971 | |
| Grand Total | | \$1,942 | 0.0% | 15.9% | \$629 | 0.0% | (\$716) | 0.0% | 2 | 0.0% | 40.0% | \$971 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 11 | 5 | \$2,658 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 5 | \$2,658 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 20 | 5 | \$2,658 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Wade Baccich | | | | JEFF KINCAID INSURANCE AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 103 PINE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278859 | | | | SHELBY, NC 281526709 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278859 Phone/Email: 7044827746 KRISTEN@JKINSURANCEGROUP.COM | | | | | |

1359491, MARKETPLACE 4 INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|---|------------|--------------|--------------|------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$38,450 | 0.8% | 34.0% | \$16,245 | 50.7% | \$3,586 | -6.0% | 49 | 4.3% | 86.0% | \$785 | 3/31/22 |
| | Marine | \$7,728 | -2.2% | 94.0% | \$1,783 | -14.3% | \$658 | 0.9% | 8 | -11.1% | 88.9% | \$966 | 3/31/22 |
| | MOBILE HOME | \$3,703 | -6.7% | 45.4% | \$2,430 | 17.7% | \$0 | 0.0% | 6 | -14.3% | 85.7% | \$617 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$1,159 | 0.0% | 21.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,159 | 3/31/22 |
| | Off-Road Veh | \$7,857 | 2.2% | 3.8% | \$3,208 | 0.8% | \$1,855 | -11.8% | 56 | 0.0% | 72.7% | \$140 | 3/31/22 |
| | Rental M.H. | \$5,404 | 37.6% | 38.5% | \$1,660 | 37.3% | \$451 | 53.9% | 6 | 20.0% | 100.0% | \$901 | 3/31/22 |
| | Travel Trailer | \$7,120 | 6.2% | 12.8% | \$1,180 | -21.3% | \$293 | -58.9% | 14 | -6.7% | 82.4% | \$509 | 3/31/22 |
| | Total | \$71,421 | 4.5% | 35.9% | \$26,506 | 27.3% | \$6,843 | -9.7% | 140 | 0.7% | 80.5% | \$5,076 | |
| | Grand Total | \$71,421 | 4.5% | 35.9% | \$26,506 | 27.3% | \$6,843 | -9.7% | 140 | 0.7% | 80.5% | \$5,076 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 28 | 10 | \$8,795 | 6 | 5 | \$3,689 | 0.83 | 2 | 2 | \$1,676 | 100.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,159 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 26 | 21 | \$3,258 | 6 | 6 | \$959 | 1 | 2 | 2 | \$486 | 100.0% | 3/31/22 |
| | Role: | 8 | 1 | \$451 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 2 | \$1,307 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 79 | 35 | \$14,970 | 14 | 11 | \$4,648 | 0.79 | 4 | 4 | \$2,162 | 100.0% | |
| | Grand Total | 79 | 35 | \$14,970 | 14 | 11 | \$4,648 | 0.79 | 4 | 4 | \$2,162 | 100.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Dennis Favreau | | | | MARKETPLACE 4 INSURANCE, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 700 W BROAD ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289790 | | | | ELIZABETHTOWN, NC 283379469 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1289790 Phone/Email: 9108624156 DEBORAH@MARKETPLACE4INS.COM | | | | | | | | | |

1361354, COLLETTE,ROY W

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|--------------|--------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$3,704 | 391.9% | 13.1% | \$1,669 | 0.0% | \$0 | 0.0% | 6 | 200.0% | 100.0% | \$617 | 3/31/22 |
| | MOBILE HOME | \$8,018 | 14.5% | 14.0% | \$2,882 | 4.2% | \$868 | 6.0% | 10 | 11.1% | 100.0% | \$802 | 3/31/22 |
| | Rental M.H. | \$-520 | -143.0% | 1.1% | \$0 | -100.0% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$-520 | 3/31/22 |
| | Total | \$11,202 | 25.0% | 13.3% | \$4,551 | 25.4% | \$868 | -48.4% | 17 | 30.8% | 94.4% | \$899 | |
| Grand Total | | \$11,202 | 25.0% | 13.3% | \$4,551 | 25.4% | \$868 | -48.4% | 17 | 30.8% | 94.4% | \$899 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 10 | 4 | \$2,923 | 2 | 3 | \$1,669 | 1.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 1 | \$835 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 10 | 5 | \$3,758 | 2 | 3 | \$1,669 | 1.5 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 10 | 5 | \$3,758 | 2 | 3 | \$1,669 | 1.5 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

COLLETTE,ROY W

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1022 HUTTON LN STE 105

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1361354

HIGH POINT, NC 272627158

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3368844343 ROY@COLLETTEINSURANCE.COM

1380975, THE GAVIGAN AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|-----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$1,463 | 3.3% | 15.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$732 | 3/31/2023 |
| | Marine | \$5,896 | -18.6% | 19.9% | \$1,983 | 22.1% | \$607 | 0.0% | 13 | 0.0% | 81.3% | \$454 | 3/31/2023 |
| | MOBILE HOME | \$22,154 | -14.6% | 41.3% | \$7,233 | -7.0% | \$3,714 | -10.8% | 18 | -18.2% | 81.8% | \$1,231 | 3/31/2023 |
| | Motorcycle | \$645 | -32.9% | -0.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$645 | 3/31/2023 |
| | Motor Home | \$-1,476 | -127.9% | 3,944.5% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$-1,476 | 3/31/2023 |
| | Off-Road Veh | \$75 | 0.0% | 1.8% | \$75 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/2023 |
| | Rental M.H. | \$9,193 | 15.0% | 34.3% | \$1,354 | 0.0% | \$0 | 0.0% | 8 | 0.0% | 100.0% | \$1,149 | 3/31/2023 |
| | Total | \$37,950 | -22.3% | 246.2% | \$10,645 | -33.0% | \$4,321 | -56.1% | 44 | -8.3% | 84.6% | \$2,809 | |
| Grand Total | | \$37,950 | -22.3% | 246.2% | \$10,645 | -33.0% | \$4,321 | -56.1% | 44 | -8.3% | 84.6% | \$2,809 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 11 | 3 | \$1,078 | 5 | 1 | \$330 | 0.2 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 4 | 1 | \$3,585 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Total | 17 | 4 | \$4,663 | 5 | 1 | \$330 | 0.2 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 4 | \$4,663 | 5 | 1 | \$330 | 0.2 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: AgyDevelopment NewAccounts

THE GAVIGAN AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE

Address: 8164 MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280088

VANCEBORO, NC 28586915

Annual Average Premium = This Yr R12 NWP / PIP

733920, MORELAND INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAF

| West Up-to-Date IBC Report for Business Units: PACT, COMM, CFC, CBC, RCTC, PACT | | | | | | | | | | | | | |
|---|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
| Auto | Personal Auto | \$7,378 | 422.9% | 9.7% | \$3,094 | 187.8% | \$415 | 11.0% | 3 | -40.0% | 60.0% | \$2,459 | 2/28/22 |
| | Total | \$7,378 | 422.9% | 9.7% | \$3,094 | 187.8% | \$415 | 11.0% | 3 | -40.0% | 60.0% | \$2,459 | |
| Specialty | Dwelling Fire | \$26,046 | 195.4% | 32.2% | \$1,743 | -72.6% | \$0 | -100.0% | 8 | 14.3% | 61.5% | \$3,256 | 3/31/22 |
| | Home | \$-1,288 | -180.8% | 32.3% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$649 | 36.1% | 21.2% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$649 | 3/31/22 |
| | Motorcycle | \$335 | 142.8% | 8.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$335 | 3/31/22 |
| | Rental M.H. | \$301 | 22.9% | 9.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$301 | 3/31/22 |
| | Travel Trailer | \$798 | 46.7% | 20.4% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$399 | 3/31/22 |
| | Total | \$26,841 | 127.2% | 30.8% | \$1,743 | -80.6% | \$0 | -100.0% | 13 | 0.0% | 68.4% | \$4,940 | |
| Grand Total | | \$34,219 | 158.7% | 25.9% | \$4,837 | -51.9% | \$415 | -62.8% | 16 | -11.1% | 66.7% | \$7,399 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|-------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 9 | 0 | \$0 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 9 | 0 | \$0 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 42 | 6 | \$18,120 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 52 | 6 | \$18,120 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 61 | 6 | \$18,120 | 5 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Bill Haynes | | | | MORELAND INSURANCE, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 409 BROADWAY | | | | | |

1277852, AVERY INSURANCE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$108,244 | 4.1% | 8.7% | \$27,061 | 46.2% | \$7,382 | 103.1% | 103 | 9.6% | 89.6% | \$1,051 | 3/31/22 |
| | Home | \$1,009 | 0.0% | 6.4% | \$1,009 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,009 | 3/31/22 |
| | MOBILE HOME | \$33,503 | -2.9% | 37.7% | \$4,297 | -31.4% | \$2,222 | 38.0% | 49 | 4.3% | 87.5% | \$684 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$4,034 | -21.7% | 7.9% | \$3,255 | 0.0% | \$0 | -100.0% | 5 | -16.7% | 83.3% | \$807 | 3/31/22 |
| | Travel Trailer | \$719 | 0.0% | 10.3% | \$366 | 0.0% | \$366 | 0.0% | 1 | 0.0% | 100.0% | \$719 | 3/31/22 |
| | Total | \$147,509 | 2.0% | 15.5% | \$35,988 | 24.0% | \$9,970 | 64.5% | 159 | 7.4% | 88.8% | \$4,269 | |
| | Grand Total | \$147,509 | 1.6% | 15.5% | \$35,988 | 24.0% | \$9,970 | 64.5% | 159 | 7.4% | 88.8% | \$4,269 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 41 | 21 | \$24,121 | 15 | 7 | \$8,931 | 0.47 | 3 | 2 | \$2,475 | 66.7% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 9 | \$10,370 | 3 | 3 | \$1,679 | 1 | 1 | 1 | \$740 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$353 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 55 | 31 | \$34,844 | 18 | 10 | \$10,610 | 0.56 | 4 | 3 | \$3,215 | 75.0% | |
| | Grand Total | 55 | 31 | \$34,844 | 18 | 10 | \$10,610 | 0.56 | 4 | 3 | \$3,215 | 75.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Erica Searles

AVERY INSURANCE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3 PARSONS AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277852

CLAREMONT, NH 037434305

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6035430156 DON@AVERYNH.COM

1278109, J BERGERON AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|-------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,839 | 109.5% | 6.6% | \$4,224 | 144.4% | \$2,592 | 0.0% | 4 | 100.0% | 100.0% | \$1,210 | 3/31/22 |
| | Home | \$4,065 | -26.4% | 5.5% | \$3,261 | -18.3% | \$0 | 0.0% | 4 | -20.0% | 66.7% | \$1,016 | 3/31/22 |
| | MOBILE HOME | \$27,897 | -6.5% | 107.6% | \$4,522 | -22.2% | \$262 | -84.3% | 41 | -2.4% | 93.2% | \$680 | 3/31/22 |
| | Motorcycle | \$177 | 1.7% | 2.6% | \$177 | 1.7% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$177 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$1,179 | 2.5% | 7.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$590 | 3/31/22 |
| | Total | \$38,157 | -3.0% | 84.2% | \$12,184 | 4.1% | \$2,854 | 70.9% | 52 | 0.0% | 91.2% | \$3,673 | |
| Grand Total | | \$38,157 | -3.0% | 84.2% | \$12,184 | 4.1% | \$2,854 | 70.9% | 52 | 0.0% | 91.2% | \$3,673 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 9 | 0 | \$0 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 9 | 0 | \$0 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 2 | \$2,592 | 5 | 2 | \$2,592 | 0.4 | 1 | 2 | \$2,592 | 200.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,434 | 1 | 1 | \$1,434 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,744 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 5 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 22 | 5 | \$5,770 | 13 | 3 | \$4,026 | 0.23 | 8 | 2 | \$2,592 | 25.0% | |
| Grand Total | | 31 | 5 | \$5,770 | 16 | 3 | \$4,026 | 0.19 | 11 | 2 | \$2,592 | 18.2% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Erica Searles

J BERGERON AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 361 MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278109

NASHUA, NH 030605039

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6038817708 BERGERJ2@BERGERONAGENCY.COM

1279216, GUARALDI INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------------|-------------|--------------------------------|-----------------------|--------------|----------------|------------------------|--|----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$34,236 | 8.8% | 67.5% | \$11,195 | 24.6% | \$4,912 | 20.9% | 29 | 11.5% | 93.5% | \$1,181 | 3/31/22 | |
| | Home | \$24,308 | -8.6% | 12.0% | \$6,751 | -16.6% | \$117 | -87.8% | 21 | 0.0% | 91.3% | \$1,158 | 3/31/22 | |
| | Marine | \$105 | 1.0% | 22.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$105 | 3/31/22 | |
| | MOBILE HOME | \$46,749 | 6.2% | 33.2% | \$4,701 | -3.1% | \$576 | -29.1% | 55 | 7.8% | 91.7% | \$850 | 3/31/22 | |
| | Motorcycle | \$1,079 | 121.6% | 7.1% | \$302 | -1.6% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$540 | 3/31/22 | |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$569 | -18.9% | 2.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$285 | 3/31/22 | |
| | Rental M.H. | \$14,860 | 3.8% | 7.9% | \$3,387 | 201.3% | \$0 | -100.0% | 24 | 14.3% | 96.0% | \$619 | 3/31/22 | |
| | Travel Trailer | \$328 | -2.7% | 1.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$328 | 3/31/22 | |
| | Total | \$122,234 | 3.6% | 34.4% | \$26,336 | 12.7% | \$5,605 | -19.5% | 135 | 8.0% | 93.1% | \$5,064 | | |
| Grand Total | | \$122,234 | 3.6% | 34.4% | \$26,336 | 12.7% | \$5,605 | -19.5% | 135 | 8.0% | 93.1% | \$5,064 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 25 | 5 | \$6,111 | 4 | 2 | \$4,351 | 0.5 | 2 | 1 | \$2,582 | 50.0% | 3/31/22 | |
| | Role: | 4 | 2 | \$2,226 | 0 | 1 | \$1,540 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 13 | 9 | \$8,370 | 1 | 2 | \$1,818 | 2 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 6 | 4 | \$2,263 | 6 | 4 | \$2,263 | 0.67 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 56 | 20 | \$18,970 | 11 | 9 | \$9,972 | 0.82 | 2 | 1 | \$2,582 | 50.0% | | |
| Grand Total | | 56 | 20 | \$18,970 | 11 | 9 | \$9,972 | 0.82 | 2 | 1 | \$2,582 | 50.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Erica Searles | | | | GUARALDI INSURANCE LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 21 BANK ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279216 | | | | LEBANON, NH 037661708 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 6034483250 NAOMI@GUARALDI.COM | | | | | |

1279758, BRYAN ZANE TERRY & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|-----------------------------------|------------|---------------|--------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,406 | 1,683.8% | 1.1% | \$0 | 0.0% | \$0 | 0.0% | 4 | 33.3% | 133.3% | \$1,102 | 3/31/22 |
| | MOBILE HOME | \$348 | -29.1% | 1.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$348 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,754 | 544.2% | 1.1% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 125.0% | \$1,450 | |
| Grand Total | | \$4,754 | 544.2% | 1.1% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 125.0% | \$1,450 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 156 | 0 | \$0 | 22 | 0 | \$0 | 0 | 12 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 156 | 0 | \$0 | 22 | 0 | \$0 | 0 | 12 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 159 | 0 | \$0 | 22 | 0 | \$0 | 0 | 12 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | BRYAN ZANE TERRY & ASSOCIATES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 7445 W AZURE DR STE 110 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1279758 | | | | LAS VEGAS, NV 891304429 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7026442500 BRYAN@BRYANZANETERRY.COM | | | | | |

1279767, FORAKER, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$8,497 | -17.8% | 22.2% | \$2,619 | 33.8% | \$1,329 | 109.0% | 8 | -38.5% | 57.1% | \$1,062 | 2/28/22 |
| | Total | \$8,497 | -17.8% | 22.2% | \$2,619 | 33.8% | \$1,329 | 109.0% | 8 | -38.5% | 57.1% | \$1,062 | |
| Specialty | Dwelling Fire | \$9,748 | 2,037.7% | 80.6% | \$2,673 | 1,658.6% | \$0 | -100.0% | 11 | 1,000.0% | 91.7% | \$886 | 3/31/22 |
| | Home | \$865 | 47.1% | -0.4% | \$617 | 4.9% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$433 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$21,530 | 97.2% | 10.8% | \$2,583 | -72.6% | \$571 | -92.5% | 27 | -3.6% | 87.1% | \$797 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$280 | 51.4% | 12.1% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$280 | 3/31/22 |
| | Rental M.H. | \$3,896 | 30.7% | 8.1% | \$2,172 | 32.0% | \$661 | 3.8% | 9 | 12.5% | 100.0% | \$433 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$36,319 | 142.4% | 18.3% | \$8,045 | -32.9% | \$1,232 | -85.7% | 50 | 28.2% | 90.9% | \$2,829 | |
| Grand Total | | \$44,816 | 77.0% | 19.2% | \$10,664 | -23.6% | \$2,561 | -72.3% | 58 | 11.5% | 84.1% | \$3,891 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 14 | 1 | \$420 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 14 | 1 | \$420 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 14 | 11 | \$9,820 | 2 | 2 | \$2,673 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$248 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 3 | \$2,783 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$661 | 2 | 1 | \$661 | 0.5 | 2 | 1 | \$661 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 16 | \$13,512 | 6 | 3 | \$3,334 | 0.5 | 4 | 1 | \$661 | 25.0% | |
| Grand Total | | 42 | 17 | \$13,932 | 7 | 3 | \$3,334 | 0.43 | 4 | 1 | \$661 | 25.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Edgar Cisneros

FORAKER, LL

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MUII TIVAI UE Legal Business Entity

Address: 7040 LABEDO ST STE H

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LIBE U/PN: 1279767

LAS VEGAS NV 89117304

Annual Average Premium = This Yr P12 NWP / P1E

1279828, MOUNTAIN PACIFIC INSURANCE SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|---------------------------------|-----------------|---------------|----------------|-------------------------------------|---------------|-------------------------------|------------------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$25,170 | 36.8% | 21.3% | \$7,830 | -2.7% | \$5,719 | 7.7% | 29 | 7.4% | 85.3% | \$868 | 3/31/22 |
| | Home | \$7,644 | 13.7% | 18.0% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$2,548 | 3/31/22 |
| | Marine | \$0 | -100.0% | -3.3% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$16,248 | 18.3% | 493.8% | \$4,476 | -39.8% | \$400 | -94.6% | 24 | -7.7% | 88.9% | \$677 | 3/31/22 |
| | Motorcycle | \$236 | -37.4% | 5.3% | \$236 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$236 | 3/31/22 |
| | Rental M.H. | \$4,895 | -20.6% | 19.4% | \$835 | -51.6% | \$0 | -100.0% | 8 | -11.1% | 88.9% | \$612 | 3/31/22 |
| | Travel Trailer | \$1,510 | -5.9% | 20.7% | \$1,034 | -35.5% | \$0 | -100.0% | 5 | -16.7% | 83.3% | \$302 | 3/31/22 |
| | Total | \$55,703 | 18.0% | 173.9% | \$14,411 | -24.0% | \$6,119 | -59.4% | 70 | -4.1% | 86.4% | \$5,243 | |
| Grand Total | | \$55,703 | 18.0% | 173.9% | \$14,411 | -24.0% | \$6,119 | -59.4% | 70 | -4.1% | 86.4% | \$5,243 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 20 | 7 | \$8,195 | 9 | 3 | \$4,481 | 0.33 | 7 | 3 | \$4,481 | 42.9% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$682 | 5 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 8 | \$8,877 | 15 | 3 | \$4,481 | 0.2 | 12 | 3 | \$4,481 | 25.0% | |
| Grand Total | | 30 | 8 | \$8,877 | 15 | 3 | \$4,481 | 0.2 | 12 | 3 | \$4,481 | 25.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Edgar Cisneros | | | | MOUNTAIN PACIFIC INSURANCE SERVICES | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | | | Address: 7040 LAREDO ST STE H | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279767 | | | | | LAS VEGAS, NV 891173044 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1279767 | Phone/Email: | 7023608333 | TAMMIS@MTN-PACIFIC.COM | | |

1286609, TERRY,BRYAN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-------------|--------------|--------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Specialty | MOBILE HOME | \$978 | 21.2% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$978 | 3/31/22 |
| | Total | \$978 | 21.2% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$978 | |
| Grand Total | | \$978 | 21.2% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$978 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

TERRY,BRYAN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

MOBILE HOME SUB

Address: 7445 W AZURE DR STE 110

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279758

LAS VEGAS, NV 891304429

Annual Average Premium = This Yr R12 NWP / PIF

1279758 Phone/Email: 7026442500 BRYAN@BRYANZANETERRY.COM

1289240, SINES INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------|--------------|------------------|-------------------------------------|--------------|--------------|---------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$6,169 | 116.8% | -11.7% | \$2,638 | 131.2% | \$1,419 | 0.0% | 5 | 66.7% | 83.3% | \$1,234 | 2/28/22 |
| | Total | \$6,169 | 116.8% | -11.7% | \$2,638 | 131.2% | \$1,419 | 0.0% | 5 | 66.7% | 83.3% | \$1,234 | |
| Specialty | Dwelling Fire | \$6,163 | -4.2% | 5.1% | \$2,449 | -40.1% | \$652 | -32.6% | 9 | 0.0% | 75.0% | \$685 | 3/31/22 |
| | Home | \$929 | -223.4% | 11.4% | \$374 | 0.0% | \$374 | 0.0% | 2 | 0.0% | 100.0% | \$465 | 3/31/22 |
| | MOBILE HOME | \$1,473 | -23.7% | -1.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$737 | 3/31/22 |
| | Motorcycle | \$747 | -1,797.7% | -13.7% | \$747 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$747 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$683 | -40.8% | 2.3% | (\$151) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$683 | 3/31/22 |
| | Total | \$9,995 | 14.6% | 3.6% | \$3,419 | -16.4% | \$1,026 | 6.0% | 15 | 7.1% | 75.0% | \$3,316 | |
| Grand Total | | \$16,164 | 39.7% | -1.0% | \$6,057 | 15.8% | \$2,445 | 152.6% | 20 | 17.6% | 76.9% | \$4,550 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 551 | 3 | \$3,674 | 62 | 1 | \$1,419 | 0.02 | 26 | 1 | \$1,419 | 3.8% | 2/28/22 |
| | Total | 551 | 3 | \$3,674 | 62 | 1 | \$1,419 | 0.02 | 26 | 1 | \$1,419 | 3.8% | |
| Specialty | Role: | 24 | 3 | \$1,420 | 8 | 1 | \$652 | 0.13 | 6 | 1 | \$652 | 16.7% | 3/31/22 |
| | Role: | 11 | 2 | \$929 | 3 | 1 | \$374 | 0.33 | 2 | 1 | \$374 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$683 | 2 | 1 | \$683 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 43 | 6 | \$3,032 | 15 | 3 | \$1,709 | 0.2 | 9 | 2 | \$1,026 | 22.2% | |
| Grand Total | | 594 | 9 | \$6,706 | 77 | 4 | \$3,128 | 0.05 | 35 | 3 | \$2,445 | 8.6% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | SINES INSURANCE AGENCY LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 140 E HORIZON DR STE E | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289240 | | | HENDERSON, NV 890157927 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | Phone/Email: | 7024308172 WYATT@SINESINSURANCE.COM | | | | | | | | |

1289255, SINES,WYATT

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|--------------|----------------|------------|-------------|------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$948 | -13.2% | 259.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$948 | 3/31/22 |
| | Motorcycle | \$308 | 0.0% | 11.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$308 | 3/31/22 |
| | Travel Trailer | \$165 | 0.0% | 14.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$165 | 3/31/22 |
| | Total | \$1,421 | 30.1% | 199.3% | \$0 | 0.0% | \$0 | 0.0% | 3 | 200.0% | 100.0% | \$1,421 | |
| Grand Total | | \$1,421 | 30.1% | 199.3% | \$0 | 0.0% | \$0 | 0.0% | 3 | 200.0% | 100.0% | \$1,421 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|----------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$308 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$165 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 2 | \$473 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 2 | \$473 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | SINES,WYATT | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 140 E HORIZON DR STE E | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289240 | | | HENDERSON, NV 890157927 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1289240 Phone/Email: 7024308172 WYATT@SINESINSURANCE.COM | | | | | |

166268, ALL CITY INSURANCE SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|---------------|----------------|----------------|------------|----------------|------------|----------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Farmers Auto | \$-633 | -111.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | -100.0% | 311.5% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$-633 | -104.6% | 3.8% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | |
| Home | Farmers Home | \$115 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$115 | 2/28/22 |
| | Total | \$115 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$115 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$-518 | -103.8% | 2.4% | \$0 | -100.0% | \$0 | -100.0% | 1 | -66.7% | 33.3% | \$115 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Home | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

ALL CITY INSURANCE SERVICES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 4421 5TH AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 166268

BROOKLYN, NY 112201222

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7183694545 ALLCITYINS00@GMAIL.COM

1120087, C QUICK INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,998 | 5.4% | 7.5% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$2,500 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$920 | 9.4% | 20.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$920 | 3/31/22 |
| | MOBILE HOME | \$7,316 | 13.7% | 61.4% | \$249 | -61.5% | \$0 | -100.0% | 10 | 11.1% | 90.9% | \$732 | 3/31/22 |
| | Rental M.H. | \$1,653 | 171.0% | 14.0% | \$0 | -100.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$551 | 3/31/22 |
| | Total | \$19,887 | 14.5% | 28.4% | \$249 | -26.3% | \$0 | -100.0% | 18 | 12.5% | 94.7% | \$4,702 | |
| | Grand Total | \$19,887 | 14.5% | 28.5% | \$249 | -26.3% | \$0 | -100.0% | 18 | 12.5% | 94.7% | \$4,702 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,733 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,159 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 3 | \$2,892 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| | Grand Total | 9 | 3 | \$2,892 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Brad Bicksler

C QUICK INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 13 W MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1120087

WASHINGTONVILL NY 109921444

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8454971119 LAURAQ@CQUICKINSURANCE.COM

1171833, BOB PUTNAM AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Farmers Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Home | Farmers Home | \$2,779 | 3.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,390 | 2/28/22 |
| | Total | \$2,779 | 3.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,390 | |
| Specialty | Dwelling Fire | \$1,286 | 1.3% | 4.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$643 | 3/31/22 |
| | MOBILE HOME | \$58,248 | -3.1% | 38.0% | \$11,937 | 10.8% | \$5,415 | 21.4% | 79 | -6.0% | 94.0% | \$737 | 3/31/22 |
| | Motorcycle | \$907 | 40.8% | 2.1% | \$415 | -21.1% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$454 | 3/31/22 |
| | Off-Road Veh | \$133 | 0.0% | 3.2% | \$62 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$67 | 3/31/22 |
| | Rental M.H. | \$2,642 | -41.0% | 17.0% | (\$49) | -190.7% | \$0 | 0.0% | 7 | -22.2% | 77.8% | \$377 | 3/31/22 |
| | Travel Trailer | \$3,287 | 20.9% | 8.0% | \$854 | -0.8% | \$854 | -0.8% | 6 | 20.0% | 100.0% | \$548 | 3/31/22 |
| | Total | \$66,503 | -4.1% | 34.2% | \$13,219 | 7.7% | \$6,269 | 17.8% | 98 | -6.7% | 92.5% | \$2,826 | |
| | Grand Total | \$69,282 | -3.9% | 32.9% | \$13,219 | 7.7% | \$6,269 | 17.8% | 100 | -6.5% | 92.6% | \$4,215 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Home | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$475 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 1 | \$475 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 12 | 1 | \$475 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Brad Bicksler

BOB PUTNAM AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 106 CHESTNUT ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1171833

COOPERSTOWN, NY 133261405

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6075475444 INFO@BOBPUTNAMAGENCY.COM

1278411, DEVITO,VICTOR F

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|--------------|------------------------------------|-----------------|--------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$8,567 | 83.9% | 720.2% | \$4,234 | 275.7% | \$2,646 | 155.9% | 3 | 200.0% | 100.0% | \$2,856 | 2/28/22 |
| | Total | \$8,567 | 83.9% | 720.2% | \$4,234 | 275.7% | \$2,646 | 155.9% | 3 | 200.0% | 100.0% | \$2,856 | |
| Specialty | Dwelling Fire | \$49,857 | -19.7% | 14.6% | \$12,267 | -18.1% | \$3,293 | -61.3% | 40 | -11.1% | 85.1% | \$1,246 | 3/31/22 |
| | Home | \$12,963 | 19.0% | 3.8% | \$2,018 | 9.1% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$3,241 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$22,492 | 7.3% | 9.2% | \$2,105 | -26.4% | \$1,027 | 55.4% | 32 | 3.2% | 86.5% | \$703 | 3/31/22 |
| | Motorcycle | \$131 | -164.2% | -20.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$85,443 | -8.8% | 11.8% | \$16,390 | -16.7% | \$4,320 | -52.9% | 76 | -6.2% | 84.4% | \$5,190 | |
| Grand Total | | \$94,010 | -4.4% | 63.1% | \$20,624 | -0.9% | \$6,966 | -31.7% | 79 | -3.7% | 84.9% | \$8,046 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 247 | 2 | \$3,884 | 103 | 1 | \$1,587 | 0.01 | 51 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 247 | 2 | \$3,884 | 103 | 1 | \$1,587 | 0.01 | 51 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 37 | 2 | \$3,415 | 9 | 1 | \$1,828 | 0.11 | 6 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 6 | \$3,459 | 1 | 1 | \$780 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$767 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 64 | 9 | \$7,641 | 15 | 2 | \$2,608 | 0.13 | 8 | 0 | \$0 | 0.0% | |
| Grand Total | | 311 | 11 | \$11,525 | 118 | 3 | \$4,195 | 0.03 | 59 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Jen Rongione | | | | DEVITO,VICTOR F | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 231 WADE ROAD EXT STE 102 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278411 | | | | LATHAM, NY 121101855 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5187857524 VICTOR@VICTORDEVITO.COM | | | | | |

1278719, FREED,GARY K

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|--------------|-------------|--------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$2,892 | -8.9% | 6.9% | \$194 | 0.0% | \$194 | 0.0% | 7 | 0.0% | 87.5% | \$413 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$2,892 | -8.0% | 6.7% | \$194 | 0.0% | \$194 | 0.0% | 7 | 0.0% | 87.5% | \$413 | |
| Grand Total | | \$2,892 | -8.0% | 6.7% | \$194 | 0.0% | \$194 | 0.0% | 7 | 0.0% | 87.5% | \$413 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$282 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 1 | \$282 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 1 | \$282 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

FREED,GARY K

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 115 E MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278719

ENDICOTT, NY 137604814

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6077549008 GARY@GARYFREEDINSURANCE.COM

1279555, HERITAGE INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$562 | 0.0% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$562 | 0.0% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,285 | -21.5% | 112.7% | \$824 | 6.2% | \$824 | 6.2% | 4 | 0.0% | 100.0% | \$821 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,845 | 2.5% | 6.6% | \$374 | 0.0% | \$0 | 0.0% | 8 | 0.0% | 100.0% | \$606 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$329 | 1.5% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$329 | 3/31/22 |
| | Total | \$8,459 | -8.0% | 48.3% | \$1,198 | 4.2% | \$824 | 6.2% | 13 | 0.0% | 100.0% | \$1,756 | |
| | Grand Total | \$9,021 | -1.9% | 45.6% | \$1,198 | 4.2% | \$824 | 6.2% | 13 | 0.0% | 92.9% | \$1,756 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 243 | 1 | \$960 | 30 | 0 | \$0 | 0 | 15 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 243 | 1 | \$960 | 30 | 0 | \$0 | 0 | 15 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 0 | \$0 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 249 | 1 | \$960 | 33 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Terry Sullivan

HERITAGE INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 5702 S BAY RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279555

CICERO, NY 130398652

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3159255300 ADMIN@HERITAGEINS.AGENCY

1279563, HERITAGE INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|--------------|----------------|--------------|---------------|--------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,807 | -1.6% | 5.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$904 | 3/31/22 |
| | MOBILE HOME | \$2,451 | -11.7% | 7.0% | \$501 | -34.5% | \$0 | -100.0% | 5 | -16.7% | 83.3% | \$490 | 3/31/22 |
| | Rental M.H. | \$876 | 11.2% | 6.8% | \$240 | 0.0% | \$240 | 0.0% | 3 | 0.0% | 100.0% | \$292 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$5,134 | -2.4% | 6.3% | \$741 | -26.3% | \$240 | -53.2% | 10 | -9.1% | 90.9% | \$1,686 | |
| Grand Total | | \$5,134 | -2.4% | 6.3% | \$741 | -26.3% | \$240 | -53.2% | 10 | -9.1% | 90.9% | \$1,686 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------|--------------|--------------|-------------------------------|---------------|-----------------|--------------------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | HERITAGE INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 8 TAPPAN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279555 | | | BALDWINSVILLE, NY 130272319 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1279555 Phone/Email: | 3156359959 | | ADMIN@HERITAGEINS.AGENCY | | |

1279565, HERITAGE INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$925 | 5.2% | 5.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$463 | 3/31/22 |
| | Total | \$925 | 5.2% | 5.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$463 | |
| Grand Total | | \$925 | 5.2% | 5.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$463 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

HERITAGE INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 1632 W GENESEE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279555

SYRACUSE, NY 132041952

Annual Average Premium = This Yr R12 NWP / PIF

1279555 Phone/Email: 3154881760 ADMIN@HERITAGEINS.AGENCY

1280293, MURPHY,MICHAEL O

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,885 | 0.0% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,885 | 2/28/22 |
| | Total | \$1,885 | 0.0% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,885 | |
| Specialty | Dwelling Fire | \$17,002 | -54.9% | 4.4% | \$8,917 | -50.1% | \$4,852 | -62.4% | 16 | -23.8% | 72.7% | \$1,063 | 3/31/22 |
| | Home | \$4,614 | 4.7% | 4.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$2,307 | 3/31/22 |
| | MOBILE HOME | \$23,081 | -2.5% | 93.5% | \$7,681 | -0.5% | \$2,950 | -17.6% | 45 | -4.3% | 84.9% | \$513 | 3/31/22 |
| | Rental M.H. | \$2,604 | 0.0% | 7.2% | \$353 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$651 | 3/31/22 |
| | Travel Trailer | \$-62 | -108.9% | 1.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$47,239 | -31.6% | 39.4% | \$16,951 | -34.7% | \$7,802 | -52.7% | 67 | -10.7% | 81.7% | \$4,534 | |
| | Grand Total | \$49,124 | -28.9% | 38.5% | \$16,951 | -34.7% | \$7,802 | -52.7% | 68 | -9.3% | 81.9% | \$6,419 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 11 | 1 | \$1,885 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 11 | 1 | \$1,885 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 1 | \$1,767 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 6 | \$2,706 | 2 | 2 | \$1,127 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 7 | \$4,473 | 3 | 2 | \$1,127 | 0.67 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 37 | 8 | \$6,358 | 6 | 2 | \$1,127 | 0.33 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Jen Rongione

MURPHY,MICHAEL O

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 195 WASHINGTON ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280293

SARATOGA SPRIN NY 128663930

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5185841715 MICHAELOMURPHYAGENCY@GMAIL.COM

1280476, CYNTHIA WOLTZ INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|---------------|----------------|-----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$15,829 | -27.4% | 2.6% | \$8,888 | 9.2% | \$2,108 | 223.3% | 20 | -23.1% | 74.1% | \$791 | 3/31/22 |
| | Home | \$1,334 | 10,161.5% | 6.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,334 | 3/31/22 |
| | Marine | \$100 | 0.0% | 16.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$16,894 | -8.0% | 26.1% | \$3,087 | -21.1% | \$778 | -63.1% | 36 | -2.7% | 94.7% | \$469 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$863 | -6.6% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$863 | 3/31/22 |
| | Rental M.H. | \$436 | -79.5% | 4.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$218 | 3/31/22 |
| | Travel Trailer | \$1,419 | -20.3% | 7.9% | \$0 | -100.0% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$355 | 3/31/22 |
| | Total | \$36,875 | -18.3% | 13.3% | \$11,975 | -11.6% | \$2,886 | -20.8% | 65 | -12.2% | 85.5% | \$4,130 | |
| Grand Total | | \$36,875 | -18.3% | 13.3% | \$11,975 | -11.6% | \$2,886 | -20.8% | 65 | -12.2% | 85.5% | \$4,130 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 44 | 0 | \$0 | 37 | 0 | \$0 | 0 | 23 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 44 | 0 | \$0 | 37 | 0 | \$0 | 0 | 23 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 20 | 1 | \$1,907 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$445 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 34 | 2 | \$2,352 | 8 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 78 | 2 | \$2,352 | 45 | 0 | \$0 | 0 | 26 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Brad Bicksler

CYNTHIA WOLTZ INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 205 FLUVANNA AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280476

JAMESTOWN, NY 147012050

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7166643890 CINDY@WOLTZINSURANCE.COM

1280481, KIM MATHIS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,775 | -25.7% | 3.4% | \$0 | -100.0% | \$0 | 0.0% | 5 | -16.7% | 83.3% | \$755 | 3/31/22 |
| | MOBILE HOME | \$7,699 | 38.4% | 14.6% | \$2,271 | 2.8% | \$1,292 | 32.8% | 15 | 36.4% | 93.8% | \$513 | 3/31/22 |
| | Off-Road Veh | \$204 | -1.9% | 1.2% | \$204 | -1.9% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$204 | 3/31/22 |
| | Rental M.H. | \$-317 | -118.6% | 3.5% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$11,361 | -9.5% | 9.3% | \$2,475 | -23.0% | \$1,292 | 32.8% | 21 | 10.5% | 87.5% | \$1,472 | |
| Grand Total | | \$11,361 | -9.5% | 9.3% | \$2,475 | -23.0% | \$1,292 | 32.8% | 21 | 10.5% | 87.5% | \$1,472 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 5 | \$2,410 | 2 | 2 | \$729 | 1 | 1 | 1 | \$319 | 100.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 5 | \$2,410 | 2 | 2 | \$729 | 1 | 1 | 1 | \$319 | 100.0% | |
| Grand Total | | 9 | 5 | \$2,410 | 3 | 2 | \$729 | 0.67 | 1 | 1 | \$319 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

KIM MATHIS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 9192 WARSAW RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280481

LE ROY, NY 144828943

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5857684810 MATHISINSURANCEAGENCY@GMAIL.COM

1281354, ANTINORA,THOMAS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$22,405 | 22.2% | 8.8% | \$7,179 | 65.1% | \$1,121 | 41.4% | 22 | 10.0% | 95.7% | \$1,018 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$523 | -3.1% | 9.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$523 | 3/31/22 |
| | Motorcycle | \$437 | 132.4% | 3.2% | \$437 | 1.9% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$437 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$23,365 | 21.2% | 8.6% | \$7,616 | 59.4% | \$1,121 | 41.4% | 24 | 4.3% | 92.3% | \$1,978 | |
| | Grand Total | \$23,365 | 21.2% | 8.6% | \$7,616 | 59.4% | \$1,121 | 41.4% | 24 | 4.3% | 92.3% | \$1,978 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 3 | \$3,754 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 3 | \$3,754 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 11 | 3 | \$3,754 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Brad Bicksler | | | | ANTINORA,THOMAS | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 3101 W RIDGE RD BLDG A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1281354 | | | | ROCHESTER, NY 146263249 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5857238770 AUTOANDHOME4U@YAHOO.COM | | | | | |

1283269, KT INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|--------------|----------------|------------|----------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$13,445 | -39.6% | 6.3% | \$0 | -100.0% | \$0 | -100.0% | 4 | -50.0% | 50.0% | \$3,361 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,335 | 0.7% | 7.2% | \$693 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$668 | 3/31/22 |
| | Total | \$14,780 | -37.4% | 6.4% | \$693 | -207.1% | \$0 | -100.0% | 6 | -40.0% | 60.0% | \$4,029 | |
| Grand Total | | \$14,780 | -37.4% | 6.4% | \$693 | -207.1% | \$0 | -100.0% | 6 | -40.0% | 60.0% | \$4,029 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 60 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 60 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 66 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

KT INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 110 MAMARONECK AVE STE 7-8

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1283269

WHITE PLAINS, NY 106015206

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9142598944 KT@KTINSURE.COM

1298520, BETH ROGERS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$2,171 | 0.0% | 5.0% | (\$256) | 0.0% | \$1,010 | 0.0% | 1 | 0.0% | 33.3% | \$2,171 | 2/28/22 |
| | Total | \$2,171 | 0.0% | 5.0% | (\$256) | 0.0% | \$1,010 | 0.0% | 1 | 0.0% | 33.3% | \$2,171 | |
| Specialty | Dwelling Fire | \$11,999 | 13.2% | 11.4% | \$2,060 | 1.2% | \$0 | -100.0% | 12 | 0.0% | 85.7% | \$1,000 | 3/31/22 |
| | Home | \$3,849 | 12.1% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,925 | 3/31/22 |
| | MOBILE HOME | \$7,377 | 22.3% | 8.0% | \$2,650 | 90.0% | \$471 | 0.0% | 12 | 20.0% | 100.0% | \$615 | 3/31/22 |
| | Motorcycle | \$256 | 1.6% | 3.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$256 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | -6.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$971 | 37.5% | 9.2% | \$481 | -11.3% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$486 | 3/31/22 |
| | Total | \$24,452 | 14.0% | 9.1% | \$5,191 | 30.7% | \$471 | -51.2% | 29 | 7.4% | 90.6% | \$4,281 | |
| | Grand Total | \$26,623 | 24.1% | 8.9% | \$4,935 | 24.2% | \$1,481 | 53.5% | 30 | 11.1% | 85.7% | \$6,452 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 37 | 3 | \$4,385 | 16 | 1 | \$1,010 | 0.06 | 7 | 1 | \$1,010 | 14.3% | 2/28/22 |
| | Total | 37 | 3 | \$4,385 | 16 | 1 | \$1,010 | 0.06 | 7 | 1 | \$1,010 | 14.3% | |
| Specialty | Role: | 10 | 2 | \$2,568 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$849 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$490 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 5 | \$3,907 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 56 | 8 | \$8,292 | 19 | 1 | \$1,010 | 0.05 | 7 | 1 | \$1,010 | 14.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Brad Bicksler

BETH ROGERS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 4072 W HENRIETTA RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1298520

ROCHESTER, NY 146235222

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5853210015 BETH@BETHROGERSAGENCY.COM

1300551, MARKIN GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,708 | 5.1% | 7.5% | \$2,885 | 5.3% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,903 | 3/31/22 |
| | MOBILE HOME | \$1,018 | 1.7% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,018 | 3/31/22 |
| | Motorcycle | \$1,173 | 2.4% | 3.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,173 | 3/31/22 |
| | Total | \$7,899 | 4.2% | 6.8% | \$2,885 | 5.3% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$4,094 | |
| Grand Total | | \$7,899 | 4.2% | 6.8% | \$2,885 | 5.3% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$4,094 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Elizabeth Wilkinson | | | MARKIN GROUP INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 51B LAFAYETTE AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1300551 | | | SUFFERN, NY 109015519 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8453572796 INFO@MARKININSURANCE.COM | | | | | |

1305527, L NUNEZ MANAGEMENT & CONSULTING INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Elizabeth Wilkinson

L NUNEZ MANAGEMENT & CONSULTING INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

Personal Auto Legal Business Entity

Address: 2163 MERRICK AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1305527

MERRICK, NY 115663408

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5164420207 LNUNEZMANAGEMENT@GMAIL.COM

1310104, AW BURCHELL AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|--------------|----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$1,309 | -186.1% | 4.8% | \$82 | 0.0% | \$984 | 0.0% | 1 | 0.0% | 50.0% | \$1,309 | 2/28/22 |
| | Total | \$1,309 | -186.1% | 4.8% | \$82 | 0.0% | \$984 | 0.0% | 1 | 0.0% | 50.0% | \$1,309 | |
| Specialty | Dwelling Fire | \$3,822 | 144.4% | 15.9% | \$964 | 4.7% | \$964 | 4.7% | 4 | 33.3% | 100.0% | \$956 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$100 | 0.0% | 19.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$12,407 | 11.4% | 10.1% | \$2,119 | 67.9% | \$1,477 | 132.6% | 19 | 0.0% | 90.5% | \$653 | 3/31/22 |
| | Rental M.H. | \$6,320 | -9.1% | 7.6% | \$5,669 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$1,580 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$22,649 | 14.7% | 10.2% | \$8,752 | 11.5% | \$2,441 | 56.9% | 28 | 3.7% | 93.3% | \$3,289 | |
| Grand Total | | \$23,958 | 31.4% | 10.1% | \$8,834 | 12.5% | \$3,425 | 120.1% | 29 | 7.4% | 90.6% | \$4,598 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 644 | 2 | \$2,211 | 121 | 1 | \$984 | 0.01 | 57 | 1 | \$984 | 1.8% | 2/28/22 |
| | Total | 644 | 2 | \$2,211 | 121 | 1 | \$984 | 0.01 | 57 | 1 | \$984 | 1.8% | |
| Specialty | Role: | 5 | 1 | \$1,039 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,187 | 3 | 1 | \$828 | 0.33 | 2 | 1 | \$828 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 3 | \$2,226 | 3 | 1 | \$828 | 0.33 | 2 | 1 | \$828 | 50.0% | |
| Grand Total | | 655 | 5 | \$4,437 | 124 | 2 | \$1,812 | 0.02 | 59 | 2 | \$1,812 | 3.4% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Brad Bicksler

AW BURCHELL AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 114 RIVER ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1310104

CORTLAND, NY 130452828

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6077530633 ANTHONY@BURCHELLAGENCY.COM

1310107, AW BURCHELL AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,794 | -1.9% | 3.6% | \$1,221 | 8.1% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$949 | 3/31/22 |
| | Marine | \$1,252 | -13.1% | 18.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1,252 | 3/31/22 |
| | MOBILE HOME | \$14,849 | -5.9% | 8.8% | \$2,128 | -37.9% | \$2,363 | 77.4% | 20 | -9.1% | 90.9% | \$742 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,382 | 93.6% | 9.0% | \$1,026 | 43.7% | \$1,026 | 43.7% | 1 | 0.0% | 100.0% | \$1,382 | 3/31/22 |
| | Travel Trailer | \$67 | -72.0% | 1.7% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$21,344 | -3.2% | 8.5% | \$4,375 | -17.0% | \$3,389 | 65.6% | 26 | -13.3% | 86.7% | \$4,325 | |
| Grand Total | | \$21,344 | -3.2% | 8.5% | \$4,375 | -17.0% | \$3,389 | 65.6% | 26 | -13.3% | 86.7% | \$4,325 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Brad Bicksler

AW BURCHELL AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 2359 N TRIPHAMMER RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN:

1310104

ITHACA, NY 148501059

Annual Average Premium = This Yr R12 NWP / PIF

1310104 Phone/Email:

6072732926

DEBORAH@BURCHELLAGENCY.COM

1316735, STONE,JOHN PATRICK

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,346 | 18.2% | 5.0% | \$5,204 | 166.1% | \$2,283 | 0.0% | 7 | -30.0% | 53.8% | \$1,478 | 3/31/22 |
| | Home | \$2,007 | 107.8% | 7.1% | (\$1,115) | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$2,007 | 3/31/22 |
| | MOBILE HOME | \$7,855 | 10.6% | 28.4% | \$1,928 | 112.6% | \$505 | 0.0% | 13 | 8.3% | 86.7% | \$604 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$20,208 | 26.6% | 14.4% | \$6,017 | 110.2% | \$2,788 | 0.0% | 21 | -8.7% | 70.0% | \$4,089 | |
| | Grand Total | \$20,208 | 26.6% | 14.4% | \$6,017 | 110.2% | \$2,788 | 0.0% | 21 | -8.7% | 70.0% | \$4,089 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 15 | 3 | \$4,696 | 5 | 1 | \$1,265 | 0.2 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$2,055 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 3 | \$1,904 | 1 | 2 | \$1,312 | 2 | 1 | 1 | \$505 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 24 | 7 | \$8,655 | 6 | 3 | \$2,577 | 0.5 | 1 | 1 | \$505 | 100.0% | |
| | Grand Total | 24 | 7 | \$8,655 | 6 | 3 | \$2,577 | 0.5 | 1 | 1 | \$505 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Elizabeth Wilkinson

STONE,JOHN PATRICK

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 46 PUBLIC SQ

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316735

HOLLEY, NY 144701129

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5856386355 STONEJ10@OUTLOOK.COM

1325119, RYAN FERRARO AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|--------------|----------------|----------------|--------------|----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$17,385 | 43.0% | -272.1% | \$2,506 | 64.4% | \$848 | -44.4% | 14 | -12.5% | 77.8% | \$1,242 | 3/31/22 |
| | Home | \$941 | 4.0% | 0.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$941 | 3/31/22 |
| | MOBILE HOME | \$7,708 | 22.0% | 7.8% | \$1,154 | 20.8% | \$1,154 | 20.8% | 13 | 18.2% | 100.0% | \$593 | 3/31/22 |
| | Rental M.H. | \$1,526 | 0.0% | 6.9% | \$0 | -100.0% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$509 | 3/31/22 |
| | Total | \$27,560 | 31.8% | -173.5% | \$3,660 | 54.8% | \$2,002 | -15.3% | 31 | 0.0% | 88.6% | \$3,284 | |
| | Grand Total | \$27,560 | 31.8% | -173.5% | \$3,660 | 54.8% | \$2,002 | -15.3% | 31 | 0.0% | 88.6% | \$3,284 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 14 | 2 | \$848 | 3 | 2 | \$848 | 0.67 | 2 | 2 | \$848 | 100.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,141 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 4 | \$1,989 | 4 | 2 | \$848 | 0.5 | 3 | 2 | \$848 | 66.7% | |
| | Grand Total | 20 | 4 | \$1,989 | 5 | 2 | \$848 | 0.4 | 3 | 2 | \$848 | 66.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Elizabeth Wilkinson

RYAN FERRARO AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 6043 TRANSIT RD STE 101

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1325119

EAST AMHERST, NY 140511793

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7166882199 RYAN@NATIONWIDEWNY.COM

1353421, JAC INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,229 | 8.3% | 5.2% | \$1,908 | 5.6% | \$0 | -100.0% | 13 | 0.0% | 100.0% | \$710 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$853 | 7.8% | 20.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$853 | 3/31/22 |
| | MOBILE HOME | \$10,503 | -21.8% | 64.2% | \$2,659 | -22.0% | \$1,438 | -16.2% | 21 | -16.0% | 80.8% | \$500 | 3/31/22 |
| | Rental M.H. | \$1,315 | -12.7% | 11.1% | \$1,099 | -8.0% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$658 | 3/31/22 |
| | Total | \$21,900 | -9.7% | 36.1% | \$5,666 | -11.6% | \$1,438 | -63.6% | 37 | -11.9% | 86.0% | \$2,721 | |
| Grand Total | | \$21,900 | -9.7% | 36.1% | \$5,666 | -11.6% | \$1,438 | -63.6% | 37 | -11.9% | 86.0% | \$2,721 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|--------------------------|---------------------------|-----------------|---------------------------|-------------------|----------------|
| Auto | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$405 | 2 | 1 | \$405 | 0.5 | 2 | 1 | \$405 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 1 | \$405 | 4 | 1 | \$405 | 0.25 | 2 | 1 | \$405 | 50.0% | |
| Grand Total | | 12 | 1 | \$405 | 6 | 1 | \$405 | 0.17 | 3 | 1 | \$405 | 33.3% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Elizabeth Wilkinson | | | JAC INSURANCE AGENCY LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: | 7700 PITTSFORD PALMYRA RD | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1353421 | | | FAIRPORT, | NY | | 144509590 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 3155392107 | | JACKIE@JACINSURANCENY.COM | | |

1240305, DUSTIN BURGESS INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|-----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$36,634 | 40.7% | 7.6% | \$12,797 | 81.3% | \$2,842 | -45.4% | 43 | 10.3% | 81.1% | \$852 | 3/31/22 |
| | Home | \$12,889 | 97.4% | 8.9% | \$6,705 | 74.5% | \$3,202 | 13.4% | 8 | 14.3% | 100.0% | \$1,611 | 3/31/22 |
| | MOBILE HOME | \$11,026 | -1.9% | 4.1% | \$5,521 | 6.7% | \$4,830 | 51.3% | 14 | -12.5% | 87.5% | \$788 | 3/31/22 |
| | Rental M.H. | \$1,870 | 1.3% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$623 | 3/31/22 |
| | Travel Trailer | \$1,408 | -14.6% | 331.0% | \$320 | -32.5% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$469 | 3/31/22 |
| | Total | \$63,827 | 34.9% | 15.7% | \$25,343 | 53.1% | \$10,874 | -3.1% | 71 | 2.9% | 84.5% | \$4,343 | |
| Grand Total | | \$63,827 | 34.9% | 15.7% | \$25,343 | 53.1% | \$10,874 | -3.1% | 71 | 2.9% | 84.5% | \$4,343 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 46 | 14 | \$16,817 | 16 | 7 | \$7,391 | 0.44 | 3 | 1 | \$659 | 33.3% | 3/31/22 |
| | Role: | 7 | 1 | \$969 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 57 | 15 | \$17,786 | 18 | 7 | \$7,391 | 0.39 | 4 | 1 | \$659 | 25.0% | |
| Grand Total | | 57 | 15 | \$17,786 | 18 | 7 | \$7,391 | 0.39 | 4 | 1 | \$659 | 25.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

DUSTIN BURGESS INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 950 S SAWBURG AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1240305

ALLIANCE, OH 446013500

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3308218567 DUSTIN@BURGESSINSURANCEGROUP.COM

1265782, THE AGENCY COLLECTIVE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Eric Schmidt

THE AGENCY COLLECTIVE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

Personal Auto Legal Business Entity

Address: 9930 JOHNNYCAKE RDG RD STE 1F

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1265782

MENTOR, OH 440606771

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8008063316 KENNY@THEAGENCYCLUSTER.COM

1277472, R & L INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|-------------|------------------------------------|------------|-------------|--------------|--|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$101,574 | 13.9% | 13.2% | \$22,660 | 176.8% | \$14,378 | 637.0% | 113 | -4.2% | 79.0% | \$899 | 3/31/22 |
| | Home | \$10,678 | 6.8% | 8.8% | \$1,722 | -63.6% | \$1,535 | -15.7% | 7 | -12.5% | 63.6% | \$1,525 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$26,462 | 14.4% | 62.2% | \$9,536 | 8.5% | \$5,325 | -5.6% | 35 | 12.9% | 85.4% | \$756 | 3/31/22 |
| | Motorcycle | \$2,438 | 40.2% | 0.3% | \$2,073 | 50.2% | \$2,073 | 50.2% | 3 | 0.0% | 100.0% | \$813 | 3/31/22 |
| | Off-Road Veh | \$762 | -43.3% | -3.7% | \$534 | -35.7% | \$0 | -100.0% | 3 | -25.0% | 75.0% | \$254 | 3/31/22 |
| | Rental M.H. | \$1,656 | 43.1% | 3.0% | \$649 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$331 | 3/31/22 |
| | Travel Trailer | \$1,582 | -0.9% | 7.1% | \$726 | -5.5% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$527 | 3/31/22 |
| | Total | \$145,152 | 13.3% | 21.1% | \$37,900 | 49.6% | \$23,311 | 95.0% | 169 | -1.7% | 80.5% | \$5,106 | |
| | Grand Total | \$145,152 | 13.3% | 21.1% | \$37,900 | 49.6% | \$23,311 | 95.0% | 169 | -1.7% | 80.5% | \$5,106 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 53 | 25 | \$36,071 | 16 | 3 | \$6,099 | 0.19 | 4 | 1 | \$1,028 | 25.0% | 3/31/22 |
| | Role: | 13 | 3 | \$6,221 | 5 | 2 | \$2,778 | 0.4 | 2 | 1 | \$1,535 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 23 | 10 | \$6,917 | 5 | 3 | \$2,009 | 0.6 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 90 | 38 | \$49,209 | 26 | 8 | \$10,886 | 0.31 | 8 | 2 | \$2,563 | 25.0% | |
| | Grand Total | 90 | 38 | \$49,209 | 26 | 8 | \$10,886 | 0.31 | 8 | 2 | \$2,563 | 25.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Travis Moore | | | | R & L INSURANCE GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 12085 SHERATON LN | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277472 | | | | CINCINNATI, OH 452461611 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5133463200 MROTERT@RANDLINSURANCE.COM | | | | | |

1277502, ROTERT,MARK A

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|---------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$346 | 0.0% | 8.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$346 | 3/31/22 |
| | MOBILE HOME | \$1,705 | -26.3% | 8.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,705 | 3/31/22 |
| | Total | \$2,051 | -39.9% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$2,051 | |
| Grand Total | | \$2,051 | -39.9% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$2,051 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Travis Moore | | | | ROTERT,MARK A | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 12085 SHERATON LN | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277472 | | | | CINCINNATI, OH 452461611 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1277472 Phone/Email: 5133463200 MROTERT@RANDLINSURANCE.COM | | | | | |

1277753, ESHBAUGH INS SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|--------------|----------------|-------------------|----------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$18,037 | 221.2% | 51.6% | \$0 | -100.0% | (\$13,547) | -797.9% | 1 | -50.0% | 33.3% | \$18,037 | 2/28/22 |
| | Total | \$18,037 | 221.2% | 51.6% | \$0 | -100.0% | (\$13,547) | -797.9% | 1 | -50.0% | 33.3% | \$18,037 | |
| Specialty | Dwelling Fire | \$25,795 | -35.7% | 4.3% | (\$1,390) | -84.0% | (\$556) | -193.9% | 24 | -17.2% | 77.4% | \$1,075 | 3/31/22 |
| | Home | \$2,183 | -16.5% | 6.3% | \$689 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 50.0% | \$1,092 | 3/31/22 |
| | MOBILE HOME | \$3,409 | -29.8% | 6.1% | \$541 | -74.9% | (\$214) | -114.4% | 7 | -12.5% | 70.0% | \$487 | 3/31/22 |
| | Off-Road Veh | \$437 | 1,050.0% | 11.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$437 | 3/31/22 |
| | Rental M.H. | \$333 | 0.0% | 7.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$333 | 3/31/22 |
| | Travel Trailer | \$397 | -6.1% | 4.9% | \$397 | -6.1% | \$397 | -6.1% | 1 | 0.0% | 100.0% | \$397 | 3/31/22 |
| | Total | \$32,554 | -32.7% | 4.7% | \$237 | -103.9% | (\$373) | -114.9% | 36 | -12.2% | 75.0% | \$3,820 | |
| Grand Total | | \$50,591 | -6.3% | 20.3% | \$237 | -105.7% | (\$13,920) | -413.7% | 37 | -14.0% | 72.5% | \$21,857 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 260 | 1 | \$15,814 | 36 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 260 | 1 | \$15,814 | 36 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 22 | 2 | \$634 | 4 | 2 | \$634 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$2,616 | 1 | 1 | \$689 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,531 | 1 | 1 | \$812 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$564 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 30 | 7 | \$5,345 | 6 | 4 | \$2,135 | 0.67 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 290 | 8 | \$21,159 | 42 | 4 | \$2,135 | 0.1 | 14 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Lisa Phillips

ESHBAUGH INS SERVICES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 101 5TH ST SE STE A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277753

BARBERTON, OH 442034225

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3308609000 ROB@ESHBAUGHINSURANCE.COM

1278185, HOSTETLER INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$28,788 | 17.4% | 8.0% | \$5,638 | 16.7% | \$2,325 | -1,535.2% | 34 | 6.3% | 81.0% | \$847 | 3/31/22 |
| | Home | \$1,690 | 71.6% | 9.1% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$845 | 3/31/22 |
| | MOBILE HOME | \$12,497 | -2.4% | 1.7% | \$3,981 | -30.5% | \$1,007 | -44.1% | 17 | 13.3% | 94.4% | \$735 | 3/31/22 |
| | Motorcycle | \$461 | 0.0% | 11.0% | \$196 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$461 | 3/31/22 |
| | Rental M.H. | \$339 | 0.0% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$339 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$43,775 | 13.3% | 6.0% | \$9,815 | -7.0% | \$3,332 | 103.0% | 55 | 12.2% | 84.6% | \$3,227 | |
| Grand Total | | \$43,775 | 13.3% | 6.0% | \$9,815 | -7.0% | \$3,332 | 103.0% | 55 | 12.2% | 84.6% | \$3,227 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|-----------------------|--------------|----------------|-------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 168 | 0 | \$0 | 19 | 0 | \$0 | 0 | 11 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 168 | 0 | \$0 | 19 | 0 | \$0 | 0 | 11 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 30 | 10 | \$8,385 | 7 | 2 | \$1,289 | 0.29 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,639 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 3 | \$2,247 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$244 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 43 | 16 | \$12,515 | 9 | 2 | \$1,289 | 0.22 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 211 | 16 | \$12,515 | 28 | 2 | \$1,289 | 0.07 | 13 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | HOSTETLER INSURANCE GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 4562 DRESSLER RD NW | | | | | |

1278512, VARNER INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$2,323 | -1.4% | -0.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,323 | 2/28/22 |
| | Total | \$2,323 | -1.4% | -0.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,323 | |
| Specialty | Dwelling Fire | \$47,798 | 42.0% | 32.3% | \$9,689 | 64.0% | \$6,330 | 391.8% | 54 | 1.9% | 79.4% | \$885 | 3/31/22 |
| | Home | \$14,004 | 14.5% | 10.3% | \$3,723 | 35.1% | (\$1,022) | 0.0% | 9 | 0.0% | 81.8% | \$1,556 | 3/31/22 |
| | MOBILE HOME | \$9,032 | -8.7% | 3.3% | \$5,847 | -4.4% | \$3,325 | 2.5% | 12 | -20.0% | 80.0% | \$753 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$728 | 0.0% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$364 | 3/31/22 |
| | Travel Trailer | \$1,023 | 2.3% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$512 | 3/31/22 |
| | Total | \$72,585 | 26.2% | 22.8% | \$19,259 | 30.3% | \$8,633 | 90.6% | 79 | -2.5% | 80.6% | \$4,069 | |
| Grand Total | | \$74,908 | 25.1% | 22.0% | \$19,259 | 30.3% | \$8,633 | 90.6% | 80 | -2.4% | 80.8% | \$6,392 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 47 | 15 | \$22,287 | 20 | 5 | \$5,179 | 0.25 | 10 | 3 | \$3,437 | 30.0% | 3/31/22 |
| | Role: | 8 | 2 | \$3,147 | 3 | 1 | \$854 | 0.33 | 3 | 1 | \$854 | 33.3% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 62 | 17 | \$25,434 | 26 | 6 | \$6,033 | 0.23 | 13 | 4 | \$4,291 | 30.8% | |
| Grand Total | | 62 | 17 | \$25,434 | 26 | 6 | \$6,033 | 0.23 | 13 | 4 | \$4,291 | 30.8% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

VARNER INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 124 PERRY DR NW

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278512

CANTON, OH 447085045

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3308372288 JASONV@VARNERINSGROUP.COM

1278520, VARNER INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|--------------|--------------|------------|----------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,770 | 36.9% | 6.4% | \$493 | 57.5% | \$0 | -100.0% | 5 | 0.0% | 100.0% | \$754 | 3/31/22 |
| | Home | \$1,325 | 4.0% | 290.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,325 | 3/31/22 |
| | MOBILE HOME | \$560 | 130.5% | 0.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$560 | 3/31/22 |
| | Total | \$5,655 | 32.4% | 73.7% | \$493 | 57.5% | \$0 | -100.0% | 7 | 0.0% | 100.0% | \$2,639 | |
| Grand Total | | \$5,655 | 32.4% | 73.7% | \$493 | 57.5% | \$0 | -100.0% | 7 | 0.0% | 100.0% | \$2,639 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

VARNER INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 203 S PROSPECT AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278512

HARTVILLE, OH 446329404

Annual Average Premium = This Yr R12 NWP / PIF

1278512 Phone/Email: 3308773622 JASONV@VARNERINSGROUP.COM

1279034, SCHEELER,MARK R

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,969 | -23.1% | 4.6% | \$2,042 | -52.8% | \$0 | -100.0% | 12 | 33.3% | 63.2% | \$664 | 3/31/22 |
| | Home | \$5,019 | 14.0% | 36.8% | \$2,170 | -556.8% | \$1,186 | 6.7% | 5 | 25.0% | 100.0% | \$1,004 | 3/31/22 |
| | MOBILE HOME | \$2,295 | -55.8% | 224.9% | (\$851) | -150.4% | \$0 | -100.0% | 3 | -62.5% | 37.5% | \$765 | 3/31/22 |
| | Motorcycle | \$1,178 | 0.0% | 11.0% | \$333 | 0.0% | \$333 | 0.0% | 1 | 0.0% | 100.0% | \$1,178 | 3/31/22 |
| | Total | \$16,461 | -17.5% | 72.6% | \$3,694 | -33.4% | \$1,519 | -61.3% | 21 | 0.0% | 63.6% | \$3,611 | |
| | Grand Total | \$16,461 | -17.5% | 72.6% | \$3,694 | -33.4% | \$1,519 | -61.3% | 21 | 0.0% | 63.6% | \$3,611 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 10 | \$9,901 | 3 | 1 | \$587 | 0.33 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$984 | 0 | 1 | \$984 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,315 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 12 | \$12,200 | 4 | 2 | \$1,571 | 0.5 | 3 | 0 | \$0 | 0.0% | |
| | Grand Total | 21 | 12 | \$12,200 | 4 | 2 | \$1,571 | 0.5 | 3 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

SCHEELER,MARK R

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 419 E PERKINS AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279034

SANDUSKY, OH 448704999

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4196263337 MARK@SCHEELERINSURANCE.COM

1279303, HEINL,BERNARD J

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,475 | -27.9% | 8.7% | \$3,947 | -29.2% | \$2,904 | -35.7% | 13 | 0.0% | 76.5% | \$806 | 3/31/22 |
| | Home | \$1,575 | -0.8% | 7.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,575 | 3/31/22 |
| | MOBILE HOME | \$3,951 | -3.6% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$659 | 3/31/22 |
| | Total | \$16,001 | -20.8% | 7.7% | \$3,947 | -29.2% | \$2,904 | -35.7% | 20 | 0.0% | 80.0% | \$3,039 | |
| | Grand Total | \$16,001 | -20.8% | 7.7% | \$3,947 | -29.2% | \$2,904 | -35.7% | 20 | 0.0% | 80.0% | \$3,039 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 4 | \$4,473 | 3 | 1 | \$1,018 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$727 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 5 | \$5,200 | 3 | 1 | \$1,018 | 0.33 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 14 | 5 | \$5,200 | 3 | 1 | \$1,018 | 0.33 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

HEINL,BERNARD J

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 7110 W CENTRAL AVE STE D

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279303

TOLEDO, OH 436173118

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4198419036 BERNIE@HEINLINSURANCE.COM

1279627, GERBER INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$3,398 | -21.4% | 5.1% | \$1,918 | 159.9% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$850 | 3/31/22 |
| | Marine | \$196 | 0.0% | 3.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$196 | 3/31/22 |
| | MOBILE HOME | \$7,278 | 6.5% | 1.1% | \$1,988 | -305.2% | \$1,988 | 221.2% | 7 | -12.5% | 77.8% | \$1,040 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,325 | -11.2% | 4.0% | \$869 | 0.0% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$581 | 3/31/22 |
| | Travel Trailer | \$899 | -29.2% | 3.8% | \$756 | -4.5% | \$756 | -4.5% | 1 | -50.0% | 50.0% | \$899 | 3/31/22 |
| | Total | \$14,096 | -9.2% | 2.7% | \$5,531 | 328.8% | \$2,744 | 94.5% | 17 | -19.0% | 77.3% | \$3,565 | |
| Grand Total | | \$14,096 | -9.2% | 2.7% | \$5,531 | 328.8% | \$2,744 | 94.5% | 17 | -19.0% | 77.3% | \$3,565 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,369 | 1 | 1 | \$1,369 | 1 | 1 | 1 | \$1,369 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 1 | \$1,369 | 1 | 1 | \$1,369 | 1 | 1 | 1 | \$1,369 | 100.0% | |
| Grand Total | | 4 | 1 | \$1,369 | 1 | 1 | \$1,369 | 1 | 1 | 1 | \$1,369 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

GERBER INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 63 EXECUTIVE CENTER DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279627

CHILLICOTHE, OH 456018087

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7407750600 INFO@GERBERINSURANCEAGENCY.COM

1279641, GERBER INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|---------------|----------------|----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$30,279 | -33.6% | 5.8% | \$3,712 | -58.0% | \$2,285 | -51.8% | 44 | -27.9% | 71.0% | \$688 | 3/31/22 |
| | Home | \$1,126 | 140.1% | 3.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,126 | 3/31/22 |
| | MOBILE HOME | \$6,804 | -47.2% | 61.3% | \$1,189 | -60.4% | \$428 | -146.5% | 10 | -33.3% | 66.7% | \$680 | 3/31/22 |
| | Motorcycle | \$363 | 44.6% | -0.2% | \$363 | 1.4% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$363 | 3/31/22 |
| | Rental M.H. | \$735 | -67.9% | 1.4% | \$0 | -100.0% | \$0 | -100.0% | 2 | -60.0% | 40.0% | \$368 | 3/31/22 |
| | Travel Trailer | \$738 | -5.6% | 4.9% | \$738 | -5.6% | \$738 | -5.6% | 1 | 0.0% | 100.0% | \$738 | 3/31/22 |
| | Total | \$40,045 | -35.7% | 15.2% | \$6,002 | -55.5% | \$3,451 | -28.9% | 59 | -29.8% | 69.4% | \$3,963 | |
| Grand Total | | \$40,045 | -35.7% | 15.2% | \$6,002 | -55.5% | \$3,451 | -28.9% | 59 | -29.8% | 69.4% | \$3,963 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 1 | 1 | \$755 | 1 | 1 | \$755 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 1 | \$755 | 1 | 1 | \$755 | 1 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 1 | \$755 | 1 | 1 | \$755 | 1 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

GERBER INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 1727 ALLENTOWN RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279627

LIMA, OH 458051865

Annual Average Premium = This Yr R12 NWP / PIF

1279627 Phone/Email: 4192222424 INFO@GERBERINSURANCEAGENCY.COM

1280118, LAMBERT, WILLIAM S

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$43,836 | 25.9% | 59.6% | \$4,450 | -28.3% | \$0 | -100.0% | 38 | -5.0% | 77.6% | \$1,154 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$43,836 | 25.9% | 59.6% | \$4,450 | -28.3% | \$0 | -100.0% | 38 | -5.0% | 76.0% | \$1,154 | |
| Grand Total | | \$43,836 | 25.9% | 59.6% | \$4,450 | -28.3% | \$0 | -100.0% | 38 | -5.0% | 76.0% | \$1,154 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|------------|--------------|----------------|--------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/2023 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 24 | 9 | \$12,487 | 3 | 1 | \$1,246 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 1 | 1 | \$1,228 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Total | 25 | 10 | \$13,715 | 3 | 1 | \$1,246 | 0.33 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 25 | 10 | \$13,715 | 3 | 1 | \$1,246 | 0.33 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtrs) * 100 | | | | Portfolio Owner: Tim Brainard | | | | LAMBERT WILLIAM S. | | | | | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

LAMBERT, WILLIAM S

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 6700 BETA DR STE 111

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280118

MAYFIELD VILLAG OH 44143233

Annual Average Premium = This Yr R12 NWP / PIF

1280151, JORDAN,MATTHEW DUANE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,016 | -11.5% | 8.4% | \$0 | -100.0% | \$0 | 0.0% | 6 | -14.3% | 75.0% | \$503 | 3/31/22 |
| | Home | \$1,450 | -8.6% | 6.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,450 | 3/31/22 |
| | MOBILE HOME | \$7,139 | -16.2% | 3.4% | \$0 | -100.0% | \$0 | 0.0% | 12 | -14.3% | 85.7% | \$595 | 3/31/22 |
| | Motor Home | \$470 | -71.2% | 0.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$75 | 0.0% | 1.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 |
| | Rental M.H. | \$1,072 | 0.0% | 5.0% | \$740 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$536 | 3/31/22 |
| | Total | \$13,222 | -18.8% | 4.9% | \$740 | -80.3% | \$0 | 0.0% | 22 | -15.4% | 81.5% | \$3,159 | |
| | Grand Total | \$13,222 | -18.8% | 4.9% | \$740 | -80.3% | \$0 | 0.0% | 22 | -15.4% | 81.5% | \$3,159 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 1 | \$797 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 1 | \$797 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 5 | 1 | \$797 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

JORDAN,MATTHEW DUANE

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 5192 KRUCKEBURG RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280151

GREENVILLE, OH 453319254

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9375481606 MATT@JORDANAGENCYGREENVILLE.COM

1280339, ANDREW SCHOCH AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|-------------|----------------|----------------|--------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,724 | -14.1% | 7.1% | \$2,547 | 22.7% | \$1,992 | 0.0% | 15 | -6.3% | 75.0% | \$715 | 3/31/22 |
| | Home | \$839 | 5.9% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$839 | 3/31/22 |
| | MOBILE HOME | \$9,728 | 22.3% | 95.0% | \$3,210 | 2.2% | \$0 | 0.0% | 16 | 14.3% | 100.0% | \$608 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$21,291 | 0.3% | 45.3% | \$5,757 | 10.3% | \$1,992 | 0.0% | 32 | 3.2% | 86.5% | \$2,162 | |
| | Grand Total | \$21,291 | 0.3% | 45.3% | \$5,757 | 10.3% | \$1,992 | 0.0% | 32 | 3.2% | 86.5% | \$2,162 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 4 | \$2,787 | 2 | 1 | \$727 | 0.5 | 0 | 1 | \$727 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$1,452 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 6 | \$4,239 | 3 | 1 | \$727 | 0.33 | 0 | 1 | \$727 | 0.0% | |
| | Grand Total | 12 | 6 | \$4,239 | 3 | 1 | \$727 | 0.33 | 0 | 1 | \$727 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

ANDREW SCHOCH AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 130 S SANDUSKY AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280339

BUCYRUS, OH 448202219

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4195625520 ANDREW.SCHOCH@SCHOCHAGENCY.COM

1280588, LUCZKOWSKI INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$51,353 | 16.6% | 8.5% | \$11,448 | -10.6% | \$3,645 | -11.6% | 43 | 38.7% | 75.4% | \$1,194 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$100 | -49.5% | 3.7% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,530 | -8.4% | 3.0% | \$1,367 | 2.2% | \$0 | 0.0% | 9 | 0.0% | 90.0% | \$614 | 3/31/22 |
| | Total | \$56,983 | 13.3% | 7.9% | \$12,815 | -9.4% | \$3,645 | -11.6% | 52 | 26.8% | 76.5% | \$1,809 | |
| | Grand Total | \$56,983 | 13.3% | 7.9% | \$12,815 | -9.4% | \$3,645 | -11.6% | 52 | 26.8% | 76.5% | \$1,809 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 54 | 26 | \$30,300 | 9 | 6 | \$6,436 | 0.67 | 4 | 1 | \$611 | 25.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$677 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 56 | 27 | \$30,977 | 9 | 6 | \$6,436 | 0.67 | 4 | 1 | \$611 | 25.0% | |
| | Grand Total | 56 | 27 | \$30,977 | 9 | 6 | \$6,436 | 0.67 | 4 | 1 | \$611 | 25.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

LUCZKOWSKI INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 8045 MAYFIELD RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280588

CHESTERLAND, OH 440262438

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4407294042 BARB@LUCZKOWSKIAGENCY.COM

1280694, KARI BALL INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$24,825 | 71.5% | 23.9% | \$3,866 | 95.6% | \$2,594 | 135.2% | 31 | 14.8% | 81.6% | \$801 | 3/31/22 |
| | Home | \$3,273 | 2.3% | 30.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,637 | 3/31/22 |
| | Marine | \$-100 | -200.0% | -65.2% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$15,777 | -19.6% | 37.8% | \$2,105 | -16.3% | \$1,401 | -29.6% | 20 | -13.0% | 83.3% | \$789 | 3/31/22 |
| | Motorcycle | \$317 | 57.7% | -2.1% | \$317 | -2.8% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$317 | 3/31/22 |
| | Rental M.H. | \$3,624 | 62.3% | 4.9% | \$1,275 | 0.0% | \$226 | 0.0% | 6 | 50.0% | 100.0% | \$604 | 3/31/22 |
| | Total | \$47,716 | 19.8% | 28.6% | \$7,563 | 53.8% | \$4,221 | 20.0% | 60 | 3.4% | 83.3% | \$4,147 | |
| | Grand Total | \$47,716 | 19.8% | 28.6% | \$7,563 | 53.8% | \$4,221 | 20.0% | 60 | 3.4% | 83.3% | \$4,147 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 32 | 11 | \$15,361 | 6 | 2 | \$2,282 | 0.33 | 1 | 2 | \$2,282 | 200.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$596 | 5 | 1 | \$596 | 0.2 | 0 | 1 | \$596 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,275 | 3 | 2 | \$1,275 | 0.67 | 1 | 1 | \$226 | 100.0% | 3/31/22 |
| | Total | 48 | 14 | \$17,232 | 18 | 5 | \$4,153 | 0.28 | 4 | 4 | \$3,104 | 100.0% | |
| | Grand Total | 48 | 14 | \$17,232 | 18 | 5 | \$4,153 | 0.28 | 4 | 4 | \$3,104 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

KARI BALL INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 122 E HIGH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280694

MOUNT VERNON, OH 430503402

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7403929111 KARIBALL@KARIBALLAGENCY.COM

1280734, SKALA INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,385 | 195.9% | 1.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$1,385 | 195.9% | 1.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$33,615 | 0.8% | 8.6% | \$117 | -98.7% | (\$5,809) | -194.8% | 35 | 6.1% | 66.0% | \$960 | 3/31/22 |
| | Home | \$5,223 | 29.5% | 8.3% | (\$1,249) | 0.0% | \$0 | 0.0% | 3 | 0.0% | 42.9% | \$1,741 | 3/31/22 |
| | Marine | \$0 | -100.0% | -65.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$9,782 | 11.0% | 392.9% | \$1,400 | 74.8% | \$0 | 0.0% | 12 | -7.7% | 75.0% | \$815 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$166 | -5.7% | 2.4% | \$166 | -5.7% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$166 | 3/31/22 |
| | Rental M.H. | \$918 | -13.2% | 4.5% | (\$140) | 0.0% | (\$140) | 0.0% | 1 | -50.0% | 50.0% | \$918 | 3/31/22 |
| | Total | \$49,704 | 4.5% | 76.9% | \$294 | -97.0% | (\$5,949) | -197.1% | 52 | -1.9% | 65.0% | \$4,601 | |
| | Grand Total | \$51,089 | 6.4% | 74.9% | \$294 | -97.0% | (\$5,949) | -197.1% | 52 | -1.9% | 64.2% | \$4,601 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 153 | 1 | \$1,424 | 23 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 153 | 1 | \$1,424 | 23 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 38 | 20 | \$27,014 | 5 | 2 | \$3,587 | 0.4 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 4 | \$6,937 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$2,336 | 2 | 2 | \$1,475 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 52 | 27 | \$36,287 | 9 | 4 | \$5,062 | 0.44 | 2 | 0 | \$0 | 0.0% | |
| | Grand Total | 205 | 28 | \$37,711 | 32 | 4 | \$5,062 | 0.13 | 15 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

SKALA INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 17747 CHILlicothe RD STE 201

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280734

CHAGRIN FALLS, OH 440234740

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4405439825 KSKALA@SKALAINSURANCEAGENCY.COM

1281427, THE CORNETT-DUNKLE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$21,062 | 24.5% | 15.3% | \$2,831 | 470.8% | (\$77) | -111.6% | 25 | -3.8% | 86.2% | \$842 | 3/31/22 |
| | Home | \$5,064 | 156.8% | 9.0% | \$867 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 75.0% | \$1,688 | 3/31/22 |
| | MOBILE HOME | \$10,578 | -9.6% | 4.8% | \$2,009 | -23.4% | \$808 | 24.5% | 16 | -5.9% | 76.2% | \$661 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$581 | 0.0% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$581 | 3/31/22 |
| | Travel Trailer | \$177 | 0.0% | 9.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$37,462 | 20.1% | 11.1% | \$5,707 | 83.0% | \$731 | -44.2% | 45 | -2.2% | 80.4% | \$3,773 | |
| | Grand Total | \$37,462 | 20.1% | 11.1% | \$5,707 | 83.0% | \$731 | -44.2% | 45 | -2.2% | 80.4% | \$3,773 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 3 | \$5,140 | 8 | 2 | \$2,700 | 0.25 | 5 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 2 | \$3,156 | 2 | 1 | \$1,313 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 4 | \$2,170 | 1 | 2 | \$1,006 | 2 | 1 | 1 | \$486 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$379 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 10 | \$10,845 | 11 | 5 | \$5,019 | 0.45 | 7 | 1 | \$486 | 14.3% | |
| | Grand Total | 28 | 10 | \$10,845 | 11 | 5 | \$5,019 | 0.45 | 7 | 1 | \$486 | 14.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

THE CORNETT-DUNKLE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 464 N WOLF CREEK ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281427

BROOKVILLE, OH 453091249

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9376872749 DUNKLED@CORNETTDUNKLE.COM

1281438, THE CORNETT-DUNKLE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$6,019 | -0.6% | 10.7% | \$1,807 | 369.4% | \$678 | 0.0% | 5 | 0.0% | 71.4% | \$1,204 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,183 | 142.8% | 5.7% | \$1,517 | 169.4% | \$954 | 0.0% | 5 | 150.0% | 125.0% | \$1,037 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$724 | -1.5% | 7.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$724 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$11,926 | 33.7% | 8.7% | \$3,324 | 250.6% | \$1,632 | 0.0% | 11 | 37.5% | 91.7% | \$2,964 | |
| Grand Total | | \$11,926 | 33.7% | 8.7% | \$3,324 | 250.6% | \$1,632 | 0.0% | 11 | 37.5% | 91.7% | \$2,964 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 2 | \$1,114 | 8 | 1 | \$462 | 0.13 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,116 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 5 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 29 | 4 | \$2,230 | 17 | 1 | \$462 | 0.06 | 8 | 0 | \$0 | 0.0% | |
| Grand Total | | 29 | 4 | \$2,230 | 17 | 1 | \$462 | 0.06 | 8 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

THE CORNETT-DUNKLE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 121 N MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281427

PAULDING, OH 458791237

Annual Average Premium = This Yr R12 NWP / PIF

1281427 Phone/Email: 4193992816 ILIFFJ@CORNETTDUNKLE.COM

1281527, DAN YANAK INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$18,642 | -48.1% | 5.8% | \$9,667 | -33.5% | \$3,018 | -64.6% | 22 | -26.7% | 53.7% | \$847 | 3/31/22 |
| | Home | \$11,716 | 86.9% | 7.9% | \$5,448 | 9.5% | \$1,735 | 0.0% | 8 | 14.3% | 80.0% | \$1,465 | 3/31/22 |
| | Marine | \$100 | 0.0% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$6,878 | 6.7% | 56.8% | \$2,489 | 139.1% | \$1,509 | 45.0% | 9 | -10.0% | 81.8% | \$764 | 3/31/22 |
| | Off-Road Veh | \$75 | 0.0% | 12.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 |
| | Total | \$37,411 | -23.3% | 14.6% | \$17,604 | -14.3% | \$6,262 | -34.6% | 41 | -14.6% | 64.1% | \$3,251 | |
| Grand Total | | \$37,411 | -23.3% | 14.6% | \$17,604 | -14.3% | \$6,262 | -34.6% | 41 | -14.6% | 64.1% | \$3,251 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|-----------------------|--------------|--------------|--------------------------------|---------------|--------------------|-----------------|-------------------|----------------|
| Auto | Role: | 37 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 37 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 20 | 11 | \$17,623 | 6 | 4 | \$7,821 | 0.67 | 1 | 1 | \$1,670 | 100.0% | 3/31/22 |
| | Role: | 8 | 3 | \$6,173 | 4 | 1 | \$1,735 | 0.25 | 3 | 1 | \$1,735 | 33.3% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$603 | 2 | 1 | \$603 | 0.5 | 2 | 1 | \$603 | 50.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 31 | 16 | \$24,474 | 12 | 6 | \$10,159 | 0.5 | 6 | 3 | \$4,008 | 50.0% | |
| Grand Total | | 68 | 16 | \$24,474 | 12 | 6 | \$10,159 | 0.5 | 6 | 3 | \$4,008 | 50.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | DAN YANAK INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 1406 E PERKINS AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1281527 | | | SANDUSKY, OH 448705124 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 4196257353 | DAN@YANAKGROUP.COM | | | |

1281538, DAN YANAK INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|----------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 Portfolio Owner: Digital Segment DAN YANAK INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 #MULTIVALEUE SUB Address: 1962 KRESGE DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 LBE UPN: 1281527 AMHERST, OH 440011256

Annual Average Premium = This Yr R12 NWP / PIF 1281527 Phone/Email: 4409884461 DAN@YANAKGROUP.COM

1281566, DAN YANAK INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|-------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$8,568 | -7.3% | 6.7% | \$3,465 | 1.1% | \$1,262 | 3.2% | 10 | -9.1% | 83.3% | \$857 | 3/31/22 |
| | Home | \$2,422 | 4.3% | 7.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,211 | 3/31/22 |
| | Marine | \$106 | 0.0% | 5.5% | \$106 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$106 | 3/31/22 |
| | MOBILE HOME | \$32,621 | 7.9% | 33.3% | \$5,705 | -9.8% | \$3,742 | 8.1% | 52 | 2.0% | 86.7% | \$627 | 3/31/22 |
| | Motorcycle | \$483 | -2.2% | 1.3% | \$401 | -3.1% | \$401 | -3.1% | 2 | 0.0% | 100.0% | \$242 | 3/31/22 |
| | Off-Road Veh | \$257 | -32.9% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$257 | 3/31/22 |
| | Rental M.H. | \$17,044 | -3.0% | 21.0% | \$10,643 | -8.1% | (\$570) | -145.7% | 18 | -10.0% | 85.7% | \$947 | 3/31/22 |
| | Travel Trailer | \$511 | -2.5% | 4.8% | \$511 | -2.5% | \$511 | -2.5% | 1 | 0.0% | 100.0% | \$511 | 3/31/22 |
| | Total | \$62,012 | 1.9% | 24.3% | \$20,831 | -6.9% | \$5,346 | -22.2% | 87 | -2.2% | 87.0% | \$4,758 | |
| | Grand Total | \$62,012 | 1.9% | 24.3% | \$20,831 | -6.9% | \$5,346 | -22.2% | 87 | -2.2% | 87.0% | \$4,758 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 1 | \$327 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 9 | \$4,913 | 2 | 1 | \$575 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$661 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 11 | \$5,901 | 3 | 1 | \$575 | 0.33 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 23 | 11 | \$5,901 | 3 | 1 | \$575 | 0.33 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | DAN YANAK INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 127 W PERRY ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1281527 | | | | PORT CLINTON, OH 434521043 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1281527 Phone/Email: 4197323624 DAN@YANAKGROUP.COM | | | | | |

1281574, DAN YANAK INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Digital Segment

DAN YANAK INSURANCE AGENCY INC.

YTD Close Rate ≡ (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

Address: 422 E MCPHERSON HWY STE B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281527

CLYDE. OH 434101257

Annual Average Premium = This Yr R12 NWP / PIF

1281708, BROOKS,BARRY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$45,738 | 15.8% | 36.9% | \$11,489 | 69.9% | \$1,224 | -7.5% | 47 | 2.2% | 87.0% | \$973 | 3/31/22 |
| | Home | \$1,655 | 150.4% | 12.7% | \$1,977 | 199.1% | \$1,977 | 199.1% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$582 | 0.0% | 10.6% | \$582 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$582 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$47,975 | 19.0% | 36.6% | \$14,048 | 89.2% | \$3,201 | 61.3% | 48 | 2.1% | 85.7% | \$1,555 | |
| | Grand Total | \$47,975 | 19.0% | 36.6% | \$14,048 | 89.2% | \$3,201 | 61.3% | 48 | 2.1% | 85.7% | \$1,555 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 23 | 8 | \$13,655 | 5 | 1 | \$2,825 | 0.2 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,977 | 2 | 1 | \$1,977 | 0.5 | 2 | 1 | \$1,977 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 25 | 9 | \$15,632 | 7 | 2 | \$4,802 | 0.29 | 2 | 1 | \$1,977 | 50.0% | |
| | Grand Total | 27 | 9 | \$15,632 | 7 | 2 | \$4,802 | 0.29 | 2 | 1 | \$1,977 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

BROOKS,BARRY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 360 BROADWAY AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281708

BEDFORD, OH 441462604

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2165811100 BARRY.BROOKS@BROOKSINSURANCEGROUP.US

1281753, CSI INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|---------------|----------------|-----------------|-------------|----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$1,349 | -61.5% | 2.2% | \$768 | -61.0% | \$768 | -61.0% | 2 | -33.3% | 66.7% | \$675 | 2/28/22 |
| | Total | \$1,349 | -61.5% | 2.2% | \$768 | -61.0% | \$768 | -61.0% | 2 | -33.3% | 66.7% | \$675 | |
| Specialty | Dwelling Fire | \$55,601 | -22.1% | 6.3% | \$6,528 | -10.5% | \$1,902 | 85.4% | 57 | -16.2% | 70.4% | \$975 | 3/31/22 |
| | Home | \$12,156 | -0.6% | 8.0% | \$2,308 | 13.0% | \$1,185 | 10.0% | 9 | -10.0% | 90.0% | \$1,351 | 3/31/22 |
| | MOBILE HOME | \$25,945 | 18.9% | 14.1% | \$4,865 | 85.4% | \$1,542 | -24.2% | 31 | 24.0% | 96.9% | \$837 | 3/31/22 |
| | Motorcycle | \$2,797 | 40.1% | 2.9% | \$2,026 | 1.5% | \$225 | 0.0% | 3 | 50.0% | 75.0% | \$932 | 3/31/22 |
| | Off-Road Veh | \$900 | 0.0% | 12.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$900 | 3/31/22 |
| | Rental M.H. | \$1,848 | -6.0% | 4.2% | \$199 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$462 | 3/31/22 |
| | Total | \$99,247 | -9.3% | 8.2% | \$15,926 | 12.5% | \$4,854 | 17.4% | 105 | -3.7% | 79.5% | \$5,457 | |
| Grand Total | | \$100,596 | -10.9% | 8.0% | \$16,694 | 3.5% | \$5,622 | -7.9% | 107 | -4.5% | 79.3% | \$6,132 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 106 | 0 | \$0 | 22 | 0 | \$0 | 0 | 14 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 106 | 0 | \$0 | 22 | 0 | \$0 | 0 | 14 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 48 | 13 | \$13,396 | 10 | 1 | \$1,259 | 0.1 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 0 | \$0 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 15 | 7 | \$5,534 | 6 | 3 | \$1,914 | 0.5 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,455 | 1 | 1 | \$691 | 1 | 0 | 1 | \$691 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$900 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 83 | 23 | \$21,285 | 20 | 5 | \$3,864 | 0.25 | 6 | 1 | \$691 | 16.7% | |
| Grand Total | | 189 | 23 | \$21,285 | 42 | 5 | \$3,864 | 0.12 | 20 | 1 | \$691 | 5.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Travis Moore

CSI INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 732 W MARKET ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281753

TIFFIN, OH 448832521

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4194480545 CHRIS.SCHIEFER@CSIINSURANCELLC.COM

1282096, STANLEY INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,855 | 2.5% | 7.6% | \$684 | -207.5% | \$684 | -207.5% | 6 | 0.0% | 85.7% | \$809 | 3/31/22 |
| | Home | \$953 | 12.5% | 13.0% | \$944 | 11.5% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$953 | 3/31/22 |
| | MOBILE HOME | \$1,420 | -21.2% | -1.7% | \$420 | 22.1% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$710 | 3/31/22 |
| | Rental M.H. | \$865 | 0.0% | 10.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$865 | 3/31/22 |
| | Total | \$8,093 | 9.6% | 6.7% | \$2,048 | 269.0% | \$684 | 224.2% | 10 | 11.1% | 76.9% | \$3,337 | |
| | Grand Total | \$8,093 | 9.6% | 6.7% | \$2,048 | 269.0% | \$684 | 224.2% | 10 | 11.1% | 76.9% | \$3,337 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 1 | \$1,000 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$451 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$1,000 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$865 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 4 | \$3,316 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 20 | 4 | \$3,316 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

STANLEY INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 5038 CEMETERY RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282096

HILLIARD, OH 430261671

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6148761224 BRANDON@STANLEYINSURANCEGROUP.COM

1284070, ESHBAUGH INS SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,222 | 260.8% | 13.2% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$769 | 0.0% | 10.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$769 | 3/31/22 |
| | Total | \$3,991 | 346.9% | 12.8% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 33.3% | \$769 | |
| Grand Total | | \$3,991 | 346.9% | 12.8% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 33.3% | \$769 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------|--------------|---------------------------------|----------------|---------------|-----------------|---------------------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 9 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 9 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 1 | \$8,398 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$769 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 2 | \$9,167 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 11 | 2 | \$9,167 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | ESHBAUGH INS SERVICES LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | Address: 1107 PORTAGE TRL STE A | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277753 | | CUYAHOGA FALL OH 442232101 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1277753 | Phone/Email: | 3309281171 | ROB@ESHBAUGHINSURANCE.COM | | |

1284971, SARANITI INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|-------------|----------------|-----------------|--------------|-----------------|---------------|------------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Home | Farmers Home | \$14,035 | -32.3% | 41.5% | \$2,333 | -56.6% | \$1,043 | 0.0% | 17 | -19.0% | 81.0% | \$826 | 2/28/22 |
| | Total | \$14,035 | -32.3% | 41.5% | \$2,333 | -56.6% | \$1,043 | 0.0% | 17 | -19.0% | 81.0% | \$826 | |
| Specialty | Dwelling Fire | \$57,910 | 26.1% | 18.4% | \$15,553 | 154.5% | \$11,380 | -729.1% | 57 | 9.6% | 81.4% | \$1,016 | 3/31/22 |
| | Home | \$8,315 | -20.3% | 6.0% | \$1,935 | -41.6% | \$0 | -100.0% | 9 | -10.0% | 90.0% | \$924 | 3/31/22 |
| | Marine | \$153 | 51.5% | -1.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$153 | 3/31/22 |
| | MOBILE HOME | \$4,898 | -0.7% | 1,750.1% | \$1,036 | -3.3% | \$570 | 4.2% | 8 | 0.0% | 100.0% | \$612 | 3/31/22 |
| | Motorcycle | \$2,263 | 501.9% | 7.8% | \$1,559 | 488.3% | \$898 | 238.9% | 5 | 150.0% | 83.3% | \$453 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$367 | 54.2% | 4.3% | \$120 | 60.0% | \$120 | 0.0% | 3 | 0.0% | 75.0% | \$122 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$125 | -73.6% | 2.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$74,031 | 18.4% | 145.8% | \$20,203 | 88.2% | \$12,968 | 2,756.4% | 83 | 7.8% | 82.2% | \$3,280 | |
| Grand Total | | \$88,066 | 5.8% | 124.5% | \$22,536 | 39.8% | \$14,011 | 835.8% | 100 | 2.0% | 82.0% | \$4,106 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Home | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 83 | 18 | \$23,032 | 27 | 5 | \$5,247 | 0.19 | 10 | 3 | \$3,171 | 30.0% | 3/31/22 |
| | Role: | 9 | 0 | \$0 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$359 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 4 | \$1,753 | 2 | 2 | \$1,298 | 1 | 1 | 1 | \$637 | 100.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$122 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 115 | 24 | \$25,266 | 37 | 7 | \$6,545 | 0.19 | 15 | 4 | \$3,808 | 26.7% | |
| Grand Total | | 120 | 24 | \$25,266 | 37 | 7 | \$6,545 | 0.19 | 15 | 4 | \$3,808 | 26.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

SARANITI INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 12000 SNOW RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1284971

PARMA, OH 441309313

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4408092900 AGENCY@SARANITIINSURANCE.COM

1285008, TRENT INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$14,185 | -32.8% | 9.7% | \$3,909 | 4.8% | \$1,732 | -33.7% | 15 | -16.7% | 78.9% | \$946 | 3/31/22 |
| | Home | \$5,410 | 72.5% | 10.4% | \$0 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$1,803 | 3/31/22 |
| | Marine | \$790 | 2.6% | 9.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$790 | 3/31/22 |
| | MOBILE HOME | \$15,226 | 2.2% | 7.2% | \$4,301 | 14.3% | \$1,221 | 66.1% | 22 | -4.3% | 95.7% | \$692 | 3/31/22 |
| | Motorcycle | \$657 | -72.9% | 526.0% | \$597 | -1.5% | \$597 | -1.5% | 2 | -50.0% | 50.0% | \$329 | 3/31/22 |
| | Rental M.H. | \$647 | -10.1% | 7.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$647 | 3/31/22 |
| | Total | \$36,915 | -14.3% | 25.0% | \$8,807 | 8.7% | \$3,550 | -10.2% | 44 | -10.2% | 86.3% | \$5,207 | |
| | Grand Total | \$36,915 | -14.3% | 25.0% | \$8,807 | 8.7% | \$3,550 | -10.2% | 44 | -10.2% | 86.3% | \$5,207 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 1 | \$1,580 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,083 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 2 | \$3,663 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 8 | 2 | \$3,663 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

TRENT INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 101 E MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1285008

NORWALK, OH 448571846

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4196687446 TRENTGREG@YAHOO.COM

1285017, TRENT INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|--------------|-------------------------------|----------------|--------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,961 | -1.2% | 12.5% | \$2,990 | 17.0% | \$2,261 | 3.1% | 12 | 0.0% | 92.3% | \$913 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,979 | 3.7% | 6.0% | \$1,864 | 22.8% | \$1,457 | 31.1% | 7 | 40.0% | 100.0% | \$711 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$1,860 | 8.0% | 6.7% | \$209 | -73.3% | \$0 | -100.0% | 4 | 0.0% | 80.0% | \$465 | 3/31/22 |
| | Rental M.H. | \$751 | -23.1% | 7.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$751 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$18,551 | -0.2% | 10.0% | \$5,063 | 4.2% | \$3,718 | 4.6% | 24 | 9.1% | 92.3% | \$2,841 | |
| Grand Total | | \$18,551 | -0.2% | 10.0% | \$5,063 | 4.2% | \$3,718 | 4.6% | 24 | 9.1% | 92.3% | \$2,841 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$1,182 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$1,517 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$873 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 4 | \$3,572 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 4 | \$3,572 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | TRENT INSURANCE GROUP INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | Address: 102 S MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1285008 | | | WELLINGTON, OH 440901344 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1285008 Phone/Email: 4406474639 TRENTGREG@YAHOO.COM | | | | | |

1285018, TRENT INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|-------------|-------------------------------|------------|-------------|--------------|---|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$4,484 | 27.9% | 2.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$2,242 | 2/28/22 |
| | Total | \$4,484 | 27.9% | 2.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$2,242 | |
| Specialty | Dwelling Fire | \$7,462 | -359.0% | -4.9% | \$380 | -206.7% | \$380 | 4.7% | 10 | 0.0% | 100.0% | \$746 | 3/31/22 |
| | Home | \$1,069 | 8.5% | 9.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,069 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$6,193 | 84.6% | -4.3% | \$0 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$1,032 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,976 | 399.0% | -2.6% | \$548 | -31.6% | \$349 | 0.0% | 4 | 0.0% | 80.0% | \$494 | 3/31/22 |
| | Travel Trailer | \$371 | 3.9% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$371 | 3/31/22 |
| | Total | \$17,071 | 321.5% | -4.5% | \$928 | 383.3% | \$729 | 58.8% | 22 | 0.0% | 95.7% | \$3,712 | |
| | Grand Total | \$21,555 | 185.3% | -3.1% | \$928 | 597.7% | \$729 | 82.3% | 24 | 0.0% | 96.0% | \$5,954 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,268 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 1 | \$1,268 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 5 | 1 | \$1,268 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | TRENT INSURANCE GROUP INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 143 S MARKET ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1285008 | | | | SHREVE, OH 44676 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1285008 Phone/Email: 3305673117 TRENTGREG@YAHOO.COM | | | | | |

1285024, TRENT INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|-------------|------------------|-----------------|-------------|--------------|---|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,652 | -30.0% | 9.4% | \$1,542 | 4.4% | \$739 | 7.9% | 6 | -14.3% | 85.7% | \$775 | 3/31/22 |
| | Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,437 | -66.6% | 14.5% | \$341 | -82.4% | \$0 | 0.0% | 7 | -36.4% | 63.6% | \$348 | 3/31/22 |
| | Motorcycle | \$90 | 52.5% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$90 | 3/31/22 |
| | Rental M.H. | \$2,929 | 39.4% | 6.8% | \$425 | 0.0% | \$425 | 0.0% | 2 | 100.0% | 100.0% | \$1,465 | 3/31/22 |
| | Total | \$10,108 | -39.6% | 10.3% | \$2,308 | -24.0% | \$1,164 | 69.9% | 16 | -20.0% | 76.2% | \$2,678 | |
| Grand Total | | \$10,108 | -39.6% | 10.3% | \$2,308 | -24.0% | \$1,164 | 69.9% | 16 | -20.0% | 76.2% | \$2,678 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$425 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 1 | \$425 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 3 | 1 | \$425 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | TRENT INSURANCE GROUP INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | Address: 328 W HIGH ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1285008 | | | ORRVILLE, OH 446671556 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1285008 Phone/Email: 3306830855 TRENTGREG@YAHOO.COM | | | | | |

1285026, TRENT INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,311 | 2.4% | 9.1% | \$1,688 | -24.7% | \$589 | 2.8% | 8 | -11.1% | 80.0% | \$914 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$8,360 | 10.0% | 55.5% | \$2,869 | 96.4% | \$659 | 0.0% | 10 | 25.0% | 100.0% | \$836 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,370 | -19.7% | 53.6% | \$1,104 | 0.0% | \$1,104 | 0.0% | 4 | 0.0% | 100.0% | \$343 | 3/31/22 |
| | Total | \$17,041 | 3.6% | 34.1% | \$5,661 | 17.8% | \$2,352 | 40.3% | 22 | 4.8% | 91.7% | \$2,092 | |
| | Grand Total | \$17,041 | 3.6% | 34.1% | \$5,661 | 17.8% | \$2,352 | 40.3% | 22 | 4.8% | 91.7% | \$2,092 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 1 | \$788 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 2 | \$1,384 | 1 | 1 | \$671 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 3 | \$2,172 | 4 | 1 | \$671 | 0.25 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 20 | 3 | \$2,172 | 4 | 1 | \$671 | 0.25 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

TRENT INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 2260 US HIGHWAY 224

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1285008

NEW HAVEN, OH 44850

Annual Average Premium = This Yr R12 NWP / PIF

1285008 Phone/Email: 4199355693 TRENTGREG@YAHOO.COM

1285234, ASSOCIATES INS SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|------------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 11 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | ASSOCIATES INS SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 545 METRO PL S | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1285234 | | | | DUBLIN, OH 430175316 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6148890701 INFO@ALLINSURANCE4U.COM | | | | | |

1285241, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|---------------|-------------------------------|----------------|--------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$12,300 | -33.9% | 75.6% | \$1,095 | -367.7% | \$169 | -86.6% | 15 | -21.1% | 71.4% | \$820 | 3/31/22 |
| | Home | \$1,157 | 9.6% | 5.6% | \$1,157 | 9.6% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,157 | 3/31/22 |
| | Marine | \$170 | 0.0% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$170 | 3/31/22 |
| | MOBILE HOME | \$3,196 | 66.9% | 8.6% | \$1,145 | -0.1% | \$1,145 | -0.1% | 3 | 50.0% | 150.0% | \$1,065 | 3/31/22 |
| | Motorcycle | \$500 | -19.2% | 0.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$500 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$-346 | -131.7% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$16,977 | -28.3% | 59.8% | \$3,397 | 87.2% | \$1,314 | -46.0% | 21 | -16.0% | 77.8% | \$3,712 | |
| Grand Total | | \$16,977 | -28.3% | 59.8% | \$3,397 | 87.2% | \$1,314 | -46.0% | 21 | -16.0% | 77.8% | \$3,712 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 2 | \$2,605 | 3 | 1 | \$1,238 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 2 | \$2,605 | 3 | 1 | \$1,238 | 0.33 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 2 | \$2,605 | 3 | 1 | \$1,238 | 0.33 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | ASSOCIATES INSURANCE SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 6834 CAINE RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1285234 | | | | COLUMBUS, OH 432354290 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1285234 Phone/Email: 6148890701 INFO@ALLINSURANCE4U.COM | | | | | |

1285248, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|-------------|----------------|----------------|--------------|--------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,837 | 9.9% | 28.7% | \$4,009 | 167.8% | \$602 | -71.3% | 13 | 0.0% | 76.5% | \$834 | 3/31/22 |
| | Home | \$2,347 | 200.1% | 10.9% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$1,174 | 3/31/22 |
| | MOBILE HOME | \$3,223 | -8.2% | 4.5% | (\$365) | 0.0% | (\$365) | 0.0% | 4 | -20.0% | 80.0% | \$806 | 3/31/22 |
| | Rental M.H. | \$295 | 0.0% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$295 | 3/31/22 |
| | Total | \$16,702 | 15.6% | 20.2% | \$3,644 | 59.9% | \$237 | -88.7% | 20 | 0.0% | 80.0% | \$3,108 | |
| | Grand Total | \$16,702 | 8.2% | 20.4% | \$3,644 | 59.9% | \$237 | -88.7% | 20 | 0.0% | 80.0% | \$3,108 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 4 | \$4,827 | 4 | 3 | \$3,956 | 0.75 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,588 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 5 | \$6,415 | 4 | 3 | \$3,956 | 0.75 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 9 | 5 | \$6,415 | 4 | 3 | \$3,956 | 0.75 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

ASSOCIATES INSURANCE SERVICES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 4942 REED RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1285234

COLUMBUS, OH 432206105

Annual Average Premium = This Yr R12 NWP / PIF

1285234 Phone/Email: 6145451510 INFO@ALLINSURANCE4U.COM

1285260, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$951 | 30.6% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$951 | 3/31/22 |
| | MOBILE HOME | \$2,722 | 15.2% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,361 | 3/31/22 |
| | Total | \$3,673 | 18.9% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$2,312 | |
| Grand Total | | \$3,673 | 18.9% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$2,312 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|--------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Rachel Carey | ASSOCIATES INSURANCE SERVICES, LLC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | SUB | Address: 6834 CAINE RD |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1285234 | COLUMBUS, OH 432354290 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1285234 Phone/Email: 6147598999 INFO@ALLINSURANCE4U.COM |

1285263, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|-------------|-----------------|----------------|--------------|--------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$6,406 | 9.8% | 1,564.9% | \$2,405 | 29.9% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$2,135 | 3/31/22 |
| | Home | \$204 | -86.1% | -3.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$204 | 3/31/22 |
| | MOBILE HOME | \$1,482 | 92.5% | 4.3% | \$752 | 0.0% | \$752 | 0.0% | 1 | 0.0% | 100.0% | \$1,482 | 3/31/22 |
| | Total | \$8,092 | 0.2% | 1,310.3% | \$3,157 | 70.5% | \$752 | 0.0% | 5 | -16.7% | 83.3% | \$3,821 | |
| Grand Total | | \$8,092 | 0.2% | 1,310.3% | \$3,157 | 70.5% | \$752 | 0.0% | 5 | -16.7% | 83.3% | \$3,821 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

ASSOCIATES INSURANCE SERVICES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 109 HILL RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1285234

NORTH PICKERIN OH 43147

Annual Average Premium = This Yr R12 NWP / PIF

1285234 Phone/Email: 6148330559 INFO@ALLINSURANCE4U.COM

1285268, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|---------------|----------------|----------------|------------|----------------|------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Specialty | Motor Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$75 | 0.0% | 1.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 |
| | Travel Trailer | \$-980 | -200.0% | -99.2% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$-905 | -245.0% | -210.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$75 | |
| Grand Total | | \$-905 | -245.0% | -210.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$75 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

ASSOCIATES INSURANCE SERVICES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 1100 E CENTER ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1285234

MARION, OH 433024462

Annual Average Premium = This Yr R12 NWP / PIF

1285234 Phone/Email: 7403832169 INFO@ALLINSURANCE4U.COM

1285277, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|----------------------------------|----------------|----------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$567 | -447.9% | 8.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$567 | 3/31/22 |
| | Home | \$3,514 | 26.9% | 7.8% | \$1,035 | 11.8% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,171 | 3/31/22 |
| | MOBILE HOME | \$3,088 | -10.6% | 3.1% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,029 | 3/31/22 |
| | Rental M.H. | \$293 | 0.0% | 4.4% | \$293 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$293 | 3/31/22 |
| | Total | \$7,462 | 17.4% | 5.6% | \$1,328 | -313.2% | \$0 | 0.0% | 8 | 0.0% | 100.0% | \$3,061 | |
| Grand Total | | \$7,462 | 17.4% | 5.6% | \$1,328 | -313.2% | \$0 | 0.0% | 8 | 0.0% | 100.0% | \$3,061 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | ASSOCIATES INSURANCE SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 399 S MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1285234 | | | | PATASKALA, OH 430628698 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1285234 Phone/Email: 7409279678 INFO@ALLINSURANCE4U.COM | | | | | |

1285282, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|----------------------------------|----------------|----------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$2,099 | -2.6% | 10.4% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 50.0% | \$1,050 | 3/31/22 |
| | Home | \$2,130 | 0.0% | 13.0% | \$2,130 | 0.0% | \$2,130 | 0.0% | 1 | 0.0% | 100.0% | \$2,130 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,229 | 96.3% | 10.5% | \$2,130 | -262.5% | \$2,130 | -262.5% | 3 | 50.0% | 60.0% | \$3,180 | |
| Grand Total | | \$4,229 | 96.3% | 10.5% | \$2,130 | -262.5% | \$2,130 | -262.5% | 3 | 50.0% | 60.0% | \$3,180 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 10 | 2 | \$1,819 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,130 | 1 | 1 | \$2,130 | 1 | 0 | 1 | \$2,130 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 3 | \$3,949 | 7 | 1 | \$2,130 | 0.14 | 1 | 1 | \$2,130 | 100.0% | |
| Grand Total | | 12 | 3 | \$3,949 | 7 | 1 | \$2,130 | 0.14 | 1 | 1 | \$2,130 | 100.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | ASSOCIATES INSURANCE SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 2776 E MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1285234 | | | BEXLEY, OH 432092518 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1285234 Phone/Email: 6142313696 INFO@ALLINSURANCE4U.COM | | | | | |

1285286, ASSOCIATES INSURANCE SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|----------------------------------|--------------|--------------|----------------|------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$3,527 | 62.2% | 11.6% | \$479 | 0.0% | \$1,022 | 0.0% | 2 | 0.0% | 66.7% | \$1,764 | 3/31/22 |
| | Total | \$3,527 | 62.2% | 11.6% | \$479 | 0.0% | \$1,022 | 0.0% | 2 | 0.0% | 66.7% | \$1,764 | |
| Grand Total | | \$3,527 | 62.2% | 11.6% | \$479 | 0.0% | \$1,022 | 0.0% | 2 | 0.0% | 66.7% | \$1,764 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 4 | 1 | \$981 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 1 | \$981 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 1 | \$981 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | ASSOCIATES INSURANCE SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Dwelling Fire SUB | | | | Address: 23 S OREGON ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1285234 | | | | JOHNSTOWN, OH 430311368 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1285234 Phone/Email: 7409672026 | | | | INFO@ALLINSURANCE4U.COM | | | | | |

1285959, PLATT INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|--------------|----------------|-----------------|--------------|----------------|---------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$2,910 | -34.5% | 2.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$2,910 | 2/28/22 |
| | Total | \$2,910 | -34.5% | 2.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$2,910 | |
| Specialty | Dwelling Fire | \$53,791 | -7.3% | 7.9% | \$14,316 | 15.7% | \$4,314 | -24.1% | 80 | -4.8% | 80.0% | \$672 | 3/31/22 |
| | Home | \$4,511 | 262.9% | 11.7% | \$3,214 | 158.6% | \$0 | -100.0% | 4 | 100.0% | 100.0% | \$1,128 | 3/31/22 |
| | MOBILE HOME | \$40,373 | 1.8% | 15.4% | \$13,638 | 42.5% | \$2,580 | -1.3% | 47 | 2.2% | 97.9% | \$859 | 3/31/22 |
| | Off-Road Veh | \$50 | -42.5% | -2.7% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,897 | 8.9% | 4.4% | \$365 | 0.0% | \$0 | 0.0% | 7 | 0.0% | 100.0% | \$414 | 3/31/22 |
| | Travel Trailer | \$701 | -2.6% | 6.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$351 | 3/31/22 |
| | Total | \$102,323 | -0.1% | 10.8% | \$31,533 | 33.9% | \$6,894 | -24.2% | 140 | -1.4% | 86.4% | \$3,423 | |
| Grand Total | | \$105,233 | -1.5% | 10.4% | \$31,533 | 26.2% | \$6,894 | -24.2% | 141 | -2.1% | 86.0% | \$6,333 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 42 | 0 | \$0 | 7 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 42 | 0 | \$0 | 7 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 65 | 16 | \$15,615 | 29 | 7 | \$6,419 | 0.24 | 14 | 1 | \$927 | 7.1% | 3/31/22 |
| | Role: | 2 | 2 | \$2,865 | 1 | 1 | \$1,712 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 18 | 2 | \$1,719 | 5 | 2 | \$1,719 | 0.4 | 3 | 1 | \$470 | 33.3% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 86 | 20 | \$20,199 | 35 | 10 | \$9,850 | 0.29 | 17 | 2 | \$1,397 | 11.8% | |
| Grand Total | | 128 | 20 | \$20,199 | 42 | 10 | \$9,850 | 0.24 | 19 | 2 | \$1,397 | 10.5% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Lisa Phillips

PLATT INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1866 NILES CORTLAND RD NE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1285959

WARREN, OH 444841057

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3308566244 ELLIE@PLATTINSURANCE.COM

1287292, DOUCE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|------------------|-----------------------|----------------|----------------|----------------|-------------------|---------------------------|-----------------|--------------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$397 | -74.1% | 7.3% | \$397 | -74.1% | (\$176) | -121.4% | 1 | -50.0% | 50.0% | \$397 | 3/31/22 |
| | Home | \$1,374 | -20.7% | 10.1% | (\$2,264) | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,374 | 3/31/22 |
| | MOBILE HOME | \$1,129 | 0.0% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$565 | 3/31/22 |
| | Total | \$2,900 | -34.0% | 8.0% | (\$1,867) | -221.9% | (\$176) | -121.4% | 4 | -20.0% | 66.7% | \$2,336 | |
| Grand Total | | \$2,900 | -34.0% | 8.0% | (\$1,867) | -221.9% | (\$176) | -121.4% | 4 | -20.0% | 66.7% | \$2,336 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 14 | 0 | \$0 | 6 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 16 | 1 | \$1,374 | 7 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 30 | 1 | \$1,374 | 13 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 30 | 1 | \$1,374 | 13 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | DOUCE AGENCY, LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 1685 MARTION MT GILEAD RD | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1287292 | | | | MARION, | OH | 43302 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 7403862991 | | CALEB@DOUCEAGENCYLLC.COM | |

1287865, DAN COONFARE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|----------------|-------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$12,159 | 8.3% | 8.6% | \$1,740 | 6.4% | (\$830) | 0.0% | 13 | 8.3% | 86.7% | \$935 | 3/31/22 |
| | Rental M.H. | \$235 | 0.0% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$235 | 3/31/22 |
| | Total | \$12,394 | 8.2% | 8.5% | \$1,740 | 6.4% | (\$830) | 0.0% | 14 | 7.7% | 87.5% | \$1,170 | |
| Grand Total | | \$12,394 | 8.2% | 8.5% | \$1,740 | 6.4% | (\$830) | 0.0% | 14 | 7.7% | 87.5% | \$1,170 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 10 | 3 | \$2,876 | 2 | 1 | \$875 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 10 | 3 | \$2,876 | 2 | 1 | \$875 | 0.5 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 10 | 3 | \$2,876 | 2 | 1 | \$875 | 0.5 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | DAN COONFARE AGENCY LLC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALUE | Legal Business Entity | Address: 1080 FISHINGER RD |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1287865 | COLUMBUS, OH 432212302 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | Phone/Email: 6144865400 CONTACT@COONFAREINSURANCE.COM |

1287936, CAPRETTA INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|---------------|----------------|-----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$42,266 | -5.1% | 27.5% | \$8,683 | -37.1% | \$3,340 | -31.5% | 51 | -5.6% | 66.2% | \$829 | 3/31/22 |
| | Home | \$4,186 | -26.3% | 9.2% | \$3,155 | -41.6% | \$2,805 | 11.0% | 3 | -25.0% | 75.0% | \$1,395 | 3/31/22 |
| | MOBILE HOME | \$3,038 | -38.8% | 4.1% | \$338 | -56.3% | \$338 | -56.3% | 7 | -30.0% | 70.0% | \$434 | 3/31/22 |
| | Rental M.H. | \$203 | 0.0% | 4.7% | \$203 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$203 | 3/31/22 |
| | Total | \$49,693 | -10.3% | 23.9% | \$12,379 | -38.7% | \$6,483 | -20.7% | 62 | -10.1% | 67.4% | \$2,861 | |
| | Grand Total | \$49,693 | -10.3% | 23.9% | \$12,379 | -38.7% | \$6,483 | -20.7% | 62 | -10.1% | 67.4% | \$2,861 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 40 | 23 | \$24,237 | 15 | 10 | \$8,159 | 0.67 | 11 | 6 | \$4,462 | 54.5% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 43 | 23 | \$24,237 | 15 | 10 | \$8,159 | 0.67 | 11 | 6 | \$4,462 | 54.5% | |
| | Grand Total | 43 | 23 | \$24,237 | 15 | 10 | \$8,159 | 0.67 | 11 | 6 | \$4,462 | 54.5% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

CAPRETTA INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 5689 PEARL RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1287936

PARMA, OH 441292528

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4408883113 ALBERT@CAPRETTAINSURANCE.COM

1287947, BOB STOUT INSURANCE AGENCY LTD

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|-------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$2,430 | 0.2% | 7.0% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$810 | 3/31/22 |
| | Home | \$122 | -94.8% | -3.0% | (\$1,405) | 75.6% | (\$1,405) | 75.6% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$161 | 7.3% | 5.4% | \$161 | 7.3% | \$161 | 7.3% | 1 | 0.0% | 100.0% | \$161 | 3/31/22 |
| | MOBILE HOME | \$8,449 | 29.8% | 4.6% | \$2,624 | 38.0% | \$1,057 | 0.0% | 12 | 9.1% | 85.7% | \$704 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,666 | -32.7% | 3.9% | \$770 | 0.0% | \$0 | -100.0% | 5 | -16.7% | 83.3% | \$333 | 3/31/22 |
| | Total | \$12,828 | -7.7% | 4.3% | \$2,150 | 6.3% | (\$187) | -49.0% | 21 | -8.7% | 80.8% | \$2,008 | |
| Grand Total | | \$12,828 | -7.7% | 4.3% | \$2,150 | 6.3% | (\$187) | -49.0% | 21 | -8.7% | 80.8% | \$2,008 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$2,320 | 2 | 1 | \$836 | 0.5 | 1 | 1 | \$836 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 3 | \$2,320 | 3 | 1 | \$836 | 0.33 | 2 | 1 | \$836 | 50.0% | |
| Grand Total | | 7 | 3 | \$2,320 | 3 | 1 | \$836 | 0.33 | 2 | 1 | \$836 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

BOB STOUT INSURANCE AGENCY LTD

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 1045 N MAIN ST STE 4

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1287947

BOWLING GREEN, OH 434021360

Annual Average Premium = This Yr R12 NWP / PIF

1288922, HARLOW INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|-------------|----------------|--------------|----------------|--------------|----------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$6,843 | 37.3% | 5.8% | \$0 | -100.0% | \$0 | -100.0% | 10 | 25.0% | 100.0% | \$684 | 3/31/22 |
| | Home | \$725 | 7.6% | 10.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$725 | 3/31/22 |
| | MOBILE HOME | \$7,915 | -16.3% | 4.0% | \$930 | 0.0% | \$930 | 0.0% | 9 | -10.0% | 90.0% | \$879 | 3/31/22 |
| | Rental M.H. | \$1,911 | 8.9% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 80.0% | \$478 | 3/31/22 |
| | Total | \$17,394 | 3.1% | 5.0% | \$930 | -257.4% | \$930 | -161.1% | 24 | 4.3% | 92.3% | \$2,766 | |
| | Grand Total | \$17,394 | 3.1% | 5.0% | \$930 | -257.4% | \$930 | -161.1% | 24 | 4.3% | 92.3% | \$2,766 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 2 | \$1,491 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$401 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 3 | \$1,892 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 8 | 3 | \$1,892 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

HARLOW INSURANCE, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 848 S 30TH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1288922

HEATH, OH 430561254

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7405221525 BOB@HARLOWINSAGENCY.COM

1289152, AMERICA'S TRUSTED INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|------------|--------------|-------------------------------|-----------------------|--------------|--------------|--|--------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$18,180 | -7.7% | 6.3% | \$5,331 | 79.7% | \$1,175 | 65.3% | 24 | -20.0% | 68.6% | \$758 | 3/31/22 | |
| | Home | \$3,062 | 1,254.9% | 10.3% | \$1,275 | 7.3% | \$1,275 | 7.3% | 2 | 100.0% | 100.0% | \$1,531 | 3/31/22 | |
| | MOBILE HOME | \$5,191 | -32.4% | 9.0% | \$1,465 | 0.8% | \$0 | 0.0% | 6 | -25.0% | 75.0% | \$865 | 3/31/22 | |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$795 | 26.4% | -55.4% | \$795 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$795 | 3/31/22 | |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$27,228 | -0.9% | 6.9% | \$8,866 | 58.1% | \$2,450 | 29.0% | 33 | -15.4% | 71.7% | \$3,949 | | |
| | Grand Total | \$27,228 | -0.9% | 6.9% | \$8,866 | 58.1% | \$2,450 | 29.0% | 33 | -15.4% | 71.7% | \$3,949 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 11 | 5 | \$8,455 | 4 | 2 | \$3,346 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$1,891 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$795 | 1 | 1 | \$795 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 16 | 7 | \$11,141 | 6 | 3 | \$4,141 | 0.5 | 1 | 0 | \$0 | 0.0% | | |
| | Grand Total | 16 | 7 | \$11,141 | 6 | 3 | \$4,141 | 0.5 | 1 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | AMERICA'S TRUSTED INSURANCE GROUP LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 263 W 5TH ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289152 | | | | | MARYSVILLE, OH 430401199 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8594420123 SERVICE@MYATIG.COM | | | | | | |

1289176, NAPOLES INSURANCE SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|---------------|-----------------|--------------|-------------------------------|-----------------------|----------------|----------------|--------------------------------|----------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$12,550 | 6.9% | 9.1% | \$2,028 | -43.7% | \$2,944 | -2,233.3% | 14 | 55.6% | 73.7% | \$896 | 3/31/22 | |
| | Home | \$549 | 0.0% | 13.2% | (\$2,052) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$578 | -209.7% | 1,361.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$578 | 3/31/22 | |
| | Motor Home | \$0 | -100.0% | 9.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$13,677 | 11.3% | 72.6% | (\$24) | -100.7% | \$2,944 | -2,233.3% | 15 | 50.0% | 68.2% | \$1,474 | | |
| Grand Total | | \$13,677 | 11.3% | 72.6% | (\$24) | -100.7% | \$2,944 | -2,233.3% | 15 | 50.0% | 68.2% | \$1,474 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 221 | 0 | \$0 | 23 | 0 | \$0 | 0 | 14 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 221 | 0 | \$0 | 23 | 0 | \$0 | 0 | 14 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 28 | 10 | \$11,169 | 6 | 3 | \$3,500 | 0.5 | 3 | 2 | \$2,446 | 66.7% | 3/31/22 | |
| | Role: | 7 | 1 | \$2,601 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 1 | \$578 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 38 | 12 | \$14,348 | 7 | 3 | \$3,500 | 0.43 | 3 | 2 | \$2,446 | 66.7% | | |
| Grand Total | | 259 | 12 | \$14,348 | 30 | 3 | \$3,500 | 0.1 | 17 | 2 | \$2,446 | 11.8% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | NAPOLES INSURANCE SERVICES LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 7811 MAD RIVER RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289176 | | | | DAYTON, OH 454593615 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | | | | | | |

1289403, KAINES INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|-------------|------------------|-----------------------|-------------|--------------|----------------|--|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,772 | 82.9% | 11.3% | \$2,083 | -45.5% | \$1,810 | -14.2% | 10 | 42.9% | 66.7% | \$977 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$531 | -546.2% | -7.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$531 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$10,303 | 90.5% | 9.8% | \$2,083 | -45.5% | \$1,810 | -14.2% | 11 | 57.1% | 68.8% | \$1,508 | |
| | Grand Total | \$10,303 | 90.5% | 9.8% | \$2,083 | -45.5% | \$1,810 | -14.2% | 11 | 57.1% | 68.8% | \$1,508 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 22 | 8 | \$9,497 | 8 | 2 | \$1,693 | 0.25 | 5 | 1 | \$1,160 | 20.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$531 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 9 | \$10,028 | 8 | 2 | \$1,693 | 0.25 | 5 | 1 | \$1,160 | 20.0% | |
| | Grand Total | 26 | 9 | \$10,028 | 8 | 2 | \$1,693 | 0.25 | 5 | 1 | \$1,160 | 20.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | KAINES INSURANCE LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 5963 GLENWAY AVE | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1289403 | | | | CINCINNATI, OH 452382040 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 5134517799 JOHN@KAINESINSURANCE.COM | | | | |

1289411, KAINEN,JOHN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|----------------|-------------|----------------------------------|--------------|---------------|--------------|--|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$1,246 | 4.3% | 8.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,246 | 3/31/22 |
| | Travel Trailer | \$2,741 | -0.9% | 7.8% | \$825 | -16.5% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$685 | 3/31/22 |
| | Total | \$3,987 | 0.7% | 8.0% | \$825 | -16.5% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,931 | |
| Grand Total | | \$3,987 | 0.7% | 8.0% | \$825 | -16.5% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,931 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | KAINEN,JOHN | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 5963 GLENWAY AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289403 | | | | CINCINNATI, OH 452382040 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1289403 Phone/Email: 5134517799 JOHN@KAINENINSURANCE.COM | | | | | |

1289613, CSI INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|----------------|--------------|----------------|----------------|---------------|----------------|--------------|----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,471 | 140.2% | 12.3% | \$3,530 | 227.8% | \$1,544 | 43.4% | 4 | 100.0% | 80.0% | \$1,368 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$-615 | -130.7% | 6.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,856 | 13.4% | 11.0% | \$3,530 | 227.8% | \$1,544 | 43.4% | 4 | 33.3% | 66.7% | \$1,368 | |
| | Grand Total | \$4,856 | 13.4% | 11.0% | \$3,530 | 227.8% | \$1,544 | 43.4% | 4 | 33.3% | 66.7% | \$1,368 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 9 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 9 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 14 | 3 | \$3,315 | 4 | 2 | \$2,564 | 0.5 | 2 | 1 | \$1,544 | 50.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 3 | \$3,315 | 6 | 2 | \$2,564 | 0.33 | 2 | 1 | \$1,544 | 50.0% | |
| | Grand Total | 29 | 3 | \$3,315 | 6 | 2 | \$2,564 | 0.33 | 2 | 1 | \$1,544 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

CSI INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 225 CLEVELAND AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281753

AMHERST, OH 440011619

Annual Average Premium = This Yr R12 NWP / PIF

1281753 Phone/Email: 4409842414 CHRIS.SCHIEFER@CSIINSURANCELLC.COM

1289623, CSI INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$622 | 0.0% | 13.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$622 | 0.0% | 13.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$622 | 0.0% | 13.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 17 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 17 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 1 | \$3,069 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 1 | \$3,069 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 1 | \$3,069 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

CSI INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 805 HARDING WAY W

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281753

GALION, OH 448331636

Annual Average Premium = This Yr R12 NWP / PIF

1281753 Phone/Email: 4194681286 CHRIS.SCHIEFER@CSIINSURANCELLC.COM

1289635, CSI INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 73 | 0 | \$0 | 8 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 73 | 0 | \$0 | 8 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 74 | 0 | \$0 | 8 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

CSI INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 617 N COUNTYLINE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281753

FOSTORIA, OH 448301505

Annual Average Premium = This Yr R12 NWP / PIF

1281753 Phone/Email: 4194355500

CHRIS.SCHIEFER@CSIINSURANCELLC.COM

1289885, MASTERS INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$45,129 | -17.2% | 19.4% | (\$2,402) | -138.2% | (\$2,765) | -222.0% | 35 | -7.9% | 68.6% | \$1,289 | 3/31/22 |
| | Home | \$5,852 | 24.4% | 9.5% | \$0 | -100.0% | \$0 | 0.0% | 5 | 150.0% | 83.3% | \$1,170 | 3/31/22 |
| | MOBILE HOME | \$15,405 | 36.9% | 23.4% | \$4,617 | 35.8% | \$1,157 | 0.0% | 17 | 13.3% | 94.4% | \$906 | 3/31/22 |
| | Motorcycle | \$1,046 | 0.0% | 11.0% | \$523 | 0.0% | \$523 | 0.0% | 1 | 0.0% | 100.0% | \$1,046 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$857 | 0.0% | 12.6% | \$426 | 0.0% | \$426 | 0.0% | 1 | 0.0% | 100.0% | \$857 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$318 | 1.6% | 4.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$318 | 3/31/22 |
| | Total | \$68,607 | -3.1% | 19.3% | \$3,164 | -71.7% | (\$659) | -129.1% | 60 | 7.1% | 76.9% | \$5,587 | |
| | Grand Total | \$68,607 | -3.1% | 19.3% | \$3,164 | -71.7% | (\$659) | -129.1% | 60 | 7.1% | 76.9% | \$5,587 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 34 | 13 | \$26,716 | 7 | 2 | \$2,025 | 0.29 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 4 | \$2,620 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 3 | \$4,499 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$523 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$387 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 56 | 22 | \$34,745 | 9 | 2 | \$2,025 | 0.22 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 56 | 22 | \$34,745 | 9 | 2 | \$2,025 | 0.22 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Lisa Phillips

MASTERS INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 178 W SCHROCK RD STE A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289885

WESTERVILLE, OH 430812973

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6144717676 DAN@MIG247.COM

1289887, MASTERS INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--|-------------|----------------|----------------|---------------|------------|----------------|----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$8,717 | 8.7% | 7.1% | \$5,708 | 461.8% | \$0 | -100.0% | 6 | -33.3% | 54.5% | \$1,453 | 3/31/22 |
| | Home | \$4,527 | 39.1% | 21.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$2,264 | 3/31/22 |
| | MOBILE HOME | -\$331 | -134.2% | -2.9% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$12,913 | 5.5% | 11.8% | \$5,708 | 187.6% | \$0 | -100.0% | 8 | -27.3% | 57.1% | \$3,716 | |
| Grand Total | | \$12,913 | 5.5% | 11.8% | \$5,708 | 187.6% | \$0 | -100.0% | 8 | -27.3% | 57.1% | \$3,716 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 2 | \$4,652 | 0 | 2 | \$4,652 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$950 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 3 | \$5,602 | 0 | 2 | \$4,652 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 7 | 3 | \$5,602 | 0 | 2 | \$4,652 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MASTERS INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 7620 FARMSBURY DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289885

REYNOLDSBURG, OH 430683150

Annual Average Premium = This Yr R12 NWP / PIF

1289885 Phone/Email: 6148685850 BROKERAGE@MIG247.COM

1290048, KIM DAVIS INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,193 | -53.2% | 6.5% | \$0 | -100.0% | \$0 | -100.0% | 3 | -50.0% | 50.0% | \$398 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | (\$783) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$12,657 | 31.3% | 5.3% | \$2,956 | 15.7% | \$1,079 | 0.0% | 15 | 7.1% | 88.2% | \$844 | 3/31/22 |
| | Motorcycle | \$1,347 | -2.7% | 9.7% | \$619 | -55.3% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$674 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,674 | 21.7% | 2.9% | \$0 | -100.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$419 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$16,871 | 12.8% | 5.7% | \$2,792 | -48.1% | \$1,079 | -48.1% | 24 | -7.7% | 80.0% | \$2,333 | |
| Grand Total | | \$16,871 | 12.8% | 5.7% | \$2,792 | -48.1% | \$1,079 | -48.1% | 24 | -7.7% | 80.0% | \$2,333 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$783 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 3 | \$2,519 | 1 | 1 | \$849 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 4 | \$3,302 | 2 | 1 | \$849 | 0.5 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 16 | 4 | \$3,302 | 2 | 1 | \$849 | 0.5 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

KIM DAVIS INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 6091 ALLIANCE RD NW STE A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1290048

MALVERN, OH 44644

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3308663344

KIM.DAVIS@KIMDAVISAGENCY.COM

1290129, EVANS,MARLA J

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,563 | -44.3% | 6.3% | \$2,517 | -64.1% | (\$579) | -126.9% | 9 | -30.8% | 69.2% | \$840 | 3/31/22 |
| | Home | \$312 | -132.9% | 3.2% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$312 | 3/31/22 |
| | MOBILE HOME | \$13,719 | 11.2% | 33.3% | \$7,103 | 22.3% | \$3,044 | 2.4% | 16 | 0.0% | 94.1% | \$857 | 3/31/22 |
| | Motorcycle | \$262 | 0.0% | 2.1% | \$262 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$262 | 3/31/22 |
| | Rental M.H. | \$411 | 0.0% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$411 | 3/31/22 |
| | Travel Trailer | \$292 | 6.6% | 4.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$292 | 3/31/22 |
| | Total | \$22,559 | -13.0% | 19.3% | \$9,882 | -29.3% | \$2,465 | -59.0% | 29 | -12.1% | 82.9% | \$2,975 | |
| | Grand Total | \$22,559 | -13.0% | 19.3% | \$9,882 | -29.3% | \$2,465 | -59.0% | 29 | -12.1% | 82.9% | \$2,975 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,076 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,329 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 2 | \$2,405 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 5 | 2 | \$2,405 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | EVANS,MARLA J | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 10 S VERNON ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1290129 | | | | SUNBURY, OH 430749376 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7409651205 MARLA@MARLAEVANSAGENCY.COM | | | | | |

1290135, EVANS,MARLA J

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|----------------------------------|----------------|---------------|----------------|----------------------------|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,060 | 320.7% | 13.1% | \$2,096 | 117.2% | \$651 | -32.5% | 3 | 200.0% | 75.0% | \$1,353 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$903 | 0.0% | 10.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$903 | 3/31/22 |
| | Total | \$4,963 | 414.3% | 12.7% | \$2,096 | 117.2% | \$651 | -32.5% | 4 | 300.0% | 80.0% | \$2,256 | |
| Grand Total | | \$4,963 | 414.3% | 12.7% | \$2,096 | 117.2% | \$651 | -32.5% | 4 | 300.0% | 80.0% | \$2,256 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 3 | \$4,657 | 2 | 2 | \$2,096 | 1 | 0 | 1 | \$651 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$903 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 4 | \$5,560 | 2 | 2 | \$2,096 | 1 | 0 | 1 | \$651 | 0.0% | |
| Grand Total | | 11 | 4 | \$5,560 | 2 | 2 | \$2,096 | 1 | 0 | 1 | \$651 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | EVANS,MARLA J | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 22 W MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1290129 | | | CENTERBURG, OH 430117048 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | 1290129 Phone/Email: 7409651205 | | | | MARLA@MARLAEVANSAGENCY.COM | | | | | |

1290827, JILL E CLINGER AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|--------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,004 | 12.8% | 6.0% | \$676 | 2.4% | \$676 | 2.4% | 5 | 0.0% | 100.0% | \$801 | 3/31/22 |
| | Home | \$1,956 | 10.1% | 7.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$978 | 3/31/22 |
| | Marine | \$100 | 0.0% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$15,768 | 15.3% | 4.9% | \$3,652 | 20.4% | \$538 | 0.0% | 25 | 4.2% | 96.2% | \$631 | 3/31/22 |
| | Motorcycle | \$702 | 0.0% | 10.6% | \$702 | 0.0% | \$702 | 0.0% | 1 | 0.0% | 100.0% | \$702 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$949 | -8.6% | 2.6% | \$80 | 0.0% | \$80 | 0.0% | 2 | 0.0% | 100.0% | \$475 | 3/31/22 |
| | Rental M.H. | \$944 | -5,068.4% | 0.9% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$315 | 3/31/22 |
| | Travel Trailer | \$981 | -1.4% | 4.9% | \$981 | -1.4% | \$981 | -1.4% | 3 | 0.0% | 100.0% | \$327 | 3/31/22 |
| | Total | \$25,404 | 21.4% | 5.0% | \$6,091 | 27.8% | \$2,977 | 31.0% | 42 | 5.0% | 97.7% | \$4,328 | |
| Grand Total | | \$25,404 | 21.4% | 5.0% | \$6,091 | 27.8% | \$2,977 | 31.0% | 42 | 5.0% | 97.7% | \$4,328 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,355 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$702 | 1 | 1 | \$702 | 1 | 1 | 1 | \$702 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 3 | \$2,057 | 2 | 1 | \$702 | 0.5 | 1 | 1 | \$702 | 100.0% | |
| Grand Total | | 6 | 3 | \$2,057 | 2 | 1 | \$702 | 0.5 | 1 | 1 | \$702 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

JILL E CLINGER AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 827 E 2ND ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1290827

DEFIANCE, OH 435122325

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4197843225 JILL@JILLCLINGERAGENCY.COM

1292496, GRAVES COSBY SELLMAN INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$2,213 | 111.8% | 1.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,213 | 2/28/22 |
| | Total | \$2,213 | 111.8% | 1.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,213 | |
| Specialty | Dwelling Fire | \$11,287 | -31.7% | 6.2% | \$3,406 | -5.8% | \$1,320 | 4.8% | 19 | -17.4% | 73.1% | \$594 | 3/31/22 |
| | Home | \$3,610 | 74.6% | 11.1% | \$1,101 | 8.8% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$1,805 | 3/31/22 |
| | MOBILE HOME | \$13,743 | -9.8% | 71.8% | \$2,452 | -24.2% | \$1,457 | 1.7% | 17 | -15.0% | 85.0% | \$808 | 3/31/22 |
| | Rental M.H. | \$804 | -25.5% | 2.3% | \$0 | -100.0% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$804 | 3/31/22 |
| | Total | \$29,444 | -15.6% | 35.5% | \$6,959 | -11.2% | \$2,777 | 12.8% | 39 | -15.2% | 76.5% | \$4,011 | |
| | Grand Total | \$31,657 | -11.9% | 33.5% | \$6,959 | -11.2% | \$2,777 | 12.8% | 40 | -14.9% | 76.9% | \$6,224 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 43 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 43 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 3 | \$1,457 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$4,267 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 5 | \$5,724 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 54 | 5 | \$5,724 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

GRAVES COSBY SELLMAN INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 38 MONUMENT SQ

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1292496

URBANA, OH 430782059

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9376531360 JAMON@SELLMANINS.COM

1293202, WOODS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|-----------------------------------|------------|--------------|--------------|------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$832 | -46.1% | 4.0% | \$56 | -92.7% | (\$726) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$832 | -46.1% | 4.0% | \$56 | -92.7% | (\$726) | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$60,454 | 2.2% | 8.7% | \$12,429 | -1.3% | \$4,922 | 7.5% | 52 | -13.3% | 77.6% | \$1,163 | 3/31/22 |
| | Home | \$-250 | -119.8% | -2.9% | (\$250) | -125.7% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$9,045 | -39.4% | 9.3% | \$927 | -56.5% | \$0 | -100.0% | 15 | -21.1% | 75.0% | \$603 | 3/31/22 |
| | Off-Road Veh | \$75 | 0.0% | -1.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$75 | 3/31/22 |
| | Travel Trailer | \$2,973 | -1,789.2% | 9.0% | \$1,469 | 0.0% | \$1,469 | 0.0% | 2 | 0.0% | 100.0% | \$1,487 | 3/31/22 |
| | Total | \$72,297 | -3.9% | 8.7% | \$14,575 | -7.1% | \$6,391 | -4.7% | 70 | -14.6% | 75.3% | \$3,327 | |
| | Grand Total | \$73,129 | -4.8% | 8.6% | \$14,631 | -11.2% | \$5,665 | -15.6% | 70 | -15.7% | 74.5% | \$3,327 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 23 | 7 | \$9,935 | 6 | 1 | \$1,570 | 0.17 | 2 | 1 | \$1,570 | 50.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$346 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,504 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 32 | 11 | \$11,860 | 6 | 1 | \$1,570 | 0.17 | 2 | 1 | \$1,570 | 50.0% | |
| | Grand Total | 32 | 11 | \$11,860 | 6 | 1 | \$1,570 | 0.17 | 2 | 1 | \$1,570 | 50.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Travis Moore | | | | WOODS AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 8075 CINCINNATI DAYTON RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1293202 | | | | WEST CHESTER, OH 450692003 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | | | | | |

1293212, WOODS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|---------------|----------------|----------------|-------------|----------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,093 | 136.6% | 6.8% | \$5,093 | 3.7% | \$2,377 | 1.7% | 2 | 0.0% | 100.0% | \$2,547 | 3/31/22 |
| | Total | \$5,093 | 136.6% | 6.8% | \$5,093 | 3.7% | \$2,377 | 1.7% | 2 | 0.0% | 100.0% | \$2,547 | |
| Grand Total | | \$5,093 | 136.6% | 6.8% | \$5,093 | 3.7% | \$2,377 | 1.7% | 2 | 0.0% | 100.0% | \$2,547 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | WOODS AGENCY INC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALEUE | SUB | Address: 6828 LOOP RD |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1293202 | DAYTON, OH 454592159 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1293202 Phone/Email: 9374395667 INFO@WOODSAGENCYINC.COM |

1295710, RINKES INS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,146 | 2.8% | 7.3% | \$1,404 | 2.9% | \$675 | 2.4% | 4 | 0.0% | 100.0% | \$787 | 3/31/22 |
| | Home | \$796 | 6.3% | 9.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$796 | 3/31/22 |
| | MOBILE HOME | \$6,914 | -15.8% | 123.0% | \$0 | -100.0% | \$0 | 0.0% | 7 | -22.2% | 77.8% | \$988 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,180 | 21.5% | 5.6% | \$630 | 0.0% | \$630 | 0.0% | 2 | 0.0% | 66.7% | \$590 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$12,036 | -7.3% | 76.5% | \$2,034 | 3.0% | \$1,305 | 1.2% | 14 | -12.5% | 82.4% | \$3,160 | |
| | Grand Total | \$12,036 | -7.3% | 76.5% | \$2,034 | 3.0% | \$1,305 | 1.2% | 14 | -12.5% | 82.4% | \$3,160 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$796 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 1 | \$796 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 5 | 1 | \$796 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | RINKES INS LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 1115 CANTON RD NW STE A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1295710 | | | | CARROLLTON, OH 446159498 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3306274442 RINKES242@GMAIL.COM | | | | | |

1295725, LANCE MEINERS INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| | | | | | | | | | | | | | |
| Specialty | Dwelling Fire | \$2,819 | -52.0% | 6.9% | \$0 | -100.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,410 | 3/31/22 |
| | Home | \$2,734 | 144.3% | 60.9% | \$1,595 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$1,367 | 3/31/22 |
| | MOBILE HOME | \$2,239 | 83.4% | -48.5% | \$971 | 0.0% | \$971 | 0.0% | 2 | 100.0% | 100.0% | \$1,120 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | -1.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$7,792 | -11.1% | 7.5% | \$2,566 | 96.5% | \$971 | 0.0% | 6 | 0.0% | 75.0% | \$3,896 | |
| Grand Total | | \$7,792 | -11.1% | 7.5% | \$2,566 | 96.5% | \$971 | 0.0% | 6 | 0.0% | 75.0% | \$3,896 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-------------------------|--------------|--------------|------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/2023 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 1 | 1 | \$1,595 | 0 | 1 | \$1,595 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 1 | 1 | \$899 | 1 | 1 | \$899 | 1 | 1 | 1 | \$899 | 100.0% | 3/31/2023 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Total | 14 | 2 | \$2,494 | 3 | 2 | \$2,494 | 0.67 | 2 | 1 | \$899 | 50.0% | |
| Grand Total | | 14 | 2 | \$2,494 | 3 | 2 | \$2,494 | 0.67 | 2 | 1 | \$899 | 50.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | LANCE MEINERS INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 152 LEAR RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1295725 | | | AVON LAKE, OH 440121908 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | Phone/Email: 4409336277 | | | LANCE@MEINERSINSURANCE.COM | | | | | |

1297620, URBANIA INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|---------------|------------------------------------|------------|---------------|--------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$15,938 | 111.2% | 14.4% | \$8,078 | -1,996.2% | \$4,305 | -9.6% | 15 | 36.4% | 71.4% | \$1,063 | 3/31/22 |
| | Home | \$439 | 1.6% | -2.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$439 | 3/31/22 |
| | Marine | \$351 | 1.2% | 5.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$351 | 3/31/22 |
| | MOBILE HOME | \$5,335 | -9.3% | 4.4% | \$346 | -16.6% | \$346 | -16.6% | 7 | -22.2% | 77.8% | \$762 | 3/31/22 |
| | Motorcycle | \$109 | 0.0% | 1.8% | \$109 | 0.0% | \$109 | 0.0% | 1 | 0.0% | 100.0% | \$109 | 3/31/22 |
| | Off-Road Veh | \$735 | -4.0% | 1.2% | \$250 | -2.3% | \$250 | -2.3% | 3 | 0.0% | 100.0% | \$245 | 3/31/22 |
| | Rental M.H. | \$3,379 | 88.2% | 4.2% | \$2,608 | 357.5% | \$0 | 0.0% | 5 | 0.0% | 83.3% | \$676 | 3/31/22 |
| | Travel Trailer | \$456 | 6.5% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$456 | 3/31/22 |
| | Total | \$26,742 | 54.5% | 9.8% | \$11,391 | 1,132.8% | \$5,010 | -9.6% | 34 | 6.3% | 79.1% | \$4,100 | |
| | Grand Total | \$26,742 | 54.5% | 9.8% | \$11,391 | 1,132.8% | \$5,010 | -9.6% | 34 | 6.3% | 79.1% | \$4,100 | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 35 | 10 | \$12,711 | 20 | 6 | \$6,997 | 0.3 | 9 | 4 | \$4,799 | 44.4% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,799 | 1 | 1 | \$1,799 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 41 | 11 | \$14,510 | 24 | 7 | \$8,796 | 0.29 | 10 | 4 | \$4,799 | 40.0% | |
| | Grand Total | 44 | 11 | \$14,510 | 24 | 7 | \$8,796 | 0.29 | 10 | 4 | \$4,799 | 40.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | URBANIA INS AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 6966 HEISLEY RD STE A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1297620 | | | | MENTOR, OH 440604593 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 4409741500 KENNY@THEAGENCYCLUSTER.COM | | | | | |

1297622, URBANIA INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|----------------|-------------|----------------|----------------|---------------|----------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,180 | 5.7% | 7.7% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$1,295 | 3/31/22 |
| | Home | \$984 | 12.1% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$984 | 3/31/22 |
| | MOBILE HOME | \$2,550 | 37.9% | 3.8% | \$1,662 | 3.0% | \$1,168 | 3.5% | 4 | 33.3% | 100.0% | \$638 | 3/31/22 |
| | Rental M.H. | \$-136 | -119.2% | 5.1% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$8,578 | 2.9% | 6.3% | \$1,662 | -28.4% | \$1,168 | 3.5% | 9 | 0.0% | 90.0% | \$2,917 | |
| | Grand Total | \$8,578 | 2.9% | 6.3% | \$1,662 | -28.4% | \$1,168 | 3.5% | 9 | 0.0% | 90.0% | \$2,917 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$494 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 1 | \$494 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 1 | 1 | \$494 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

URBANIA INS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 3937 WATERLOO RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1297620

RANDOLPH, OH 44265

Annual Average Premium = This Yr R12 NWP / PIF

1297620 Phone/Email: 3303251488 KENNY@THEAGENCYCLUSTER.COM

1297623, URBANIA INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$27,149 | 76.1% | 66.0% | (\$1,740) | -185.5% | (\$582) | -140.5% | 21 | 31.3% | 65.6% | \$1,293 | 3/31/22 |
| | Home | \$7,460 | -8.8% | 31.0% | \$4,728 | 21.4% | \$2,869 | 7.3% | 5 | 0.0% | 83.3% | \$1,492 | 3/31/22 |
| | MOBILE HOME | \$3,059 | -17.0% | 4.0% | \$82 | -87.9% | \$0 | 0.0% | 5 | -16.7% | 71.4% | \$612 | 3/31/22 |
| | Rental M.H. | \$385 | 0.0% | 5.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$385 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$38,053 | 39.4% | 52.2% | \$3,070 | -53.5% | \$2,287 | -44.4% | 32 | 14.3% | 69.6% | \$3,782 | |
| Grand Total | | \$38,053 | 39.4% | 52.2% | \$3,070 | -53.5% | \$2,287 | -44.4% | 32 | 14.3% | 69.6% | \$3,782 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|------------|--------------|----------------|------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 36 | 16 | \$23,064 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 1 | \$1,751 | 1 | 1 | \$1,751 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$405 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 45 | 18 | \$25,220 | 5 | 1 | \$1,751 | 0.2 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 45 | 18 | \$25,220 | 5 | 1 | \$1,751 | 0.2 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | URBANIA INS AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 32940 VINE ST | | | | | |

1297624, URBANIA INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|---------------|----------------|--------------|---------------|------------|----------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,453 | -66.3% | 3.6% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 50.0% | \$1,227 | 3/31/22 |
| | MOBILE HOME | \$989 | 0.0% | 5.0% | \$255 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$495 | 3/31/22 |
| | Motorcycle | \$397 | 0.0% | 2.2% | \$397 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$397 | 3/31/22 |
| | Travel Trailer | \$164 | 7.2% | 5.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$164 | 3/31/22 |
| | Total | \$4,003 | -54.6% | 3.8% | \$652 | -76.0% | \$0 | -100.0% | 6 | -25.0% | 75.0% | \$2,282 | |
| Grand Total | | \$4,003 | -54.6% | 3.8% | \$652 | -76.0% | \$0 | -100.0% | 6 | -25.0% | 75.0% | \$2,282 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

URBANIA INS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE SUB

Address: 8334 WASHINGTON ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1297620

CHAGRIN FALLS, OH 440234510

Annual Average Premium = This Yr R12 NWP / PIF

1297620 Phone/Email: 4405430426 KENNY@THEAGENCYCLUSTER.COM

1297625, URBANIA INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|---------------|-------------------------------|----------------|---------------|----------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$17,352 | 6.2% | 9.7% | \$5,351 | -20.5% | \$880 | -313.1% | 18 | -5.3% | 72.0% | \$964 | 3/31/22 |
| | Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$17,352 | 5.8% | 9.6% | \$5,351 | -14.7% | \$880 | -313.1% | 18 | -5.3% | 72.0% | \$964 | |
| Grand Total | | \$17,352 | 5.8% | 9.6% | \$5,351 | -14.7% | \$880 | -313.1% | 18 | -5.3% | 72.0% | \$964 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 6 | \$9,847 | 4 | 1 | \$2,962 | 0.25 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 6 | \$9,847 | 4 | 1 | \$2,962 | 0.25 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 14 | 6 | \$9,847 | 4 | 1 | \$2,962 | 0.25 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Tim Brainard | | | | URBANIA INS AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE SUB | | | | Address: 27629 CHAGRIN BLVD STE 210A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1297620 | | | | WOODMERE, OH 441224486 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1297620 Phone/Email: 2165910010 KENNY@THEAGENCYCLUSTER.COM | | | | | |

1297627, URBANIA INS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,300 | -2.0% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$825 | 3/31/22 |
| | Total | \$3,300 | -2.0% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$825 | |
| Grand Total | | \$3,300 | -2.0% | 8.0% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$825 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

URBANIA INS AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 670 S GREEN RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1297620

SOUTH EUCLID, OH 441212862

Annual Average Premium = This Yr R12 NWP / PIF

1297620 Phone/Email: 2163818085 KENNY@THEAGENCYCLUSTER.COM

1299310, DENNIS E TAYLOR AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$19,198 | 10.2% | 7.6% | \$6,868 | 12.5% | \$1,401 | -14.7% | 23 | -4.2% | 92.0% | \$835 | 3/31/22 |
| | Home | \$5,062 | 43.5% | 16.7% | \$3,104 | 93.8% | \$0 | 0.0% | 4 | 33.3% | 100.0% | \$1,266 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$3,936 | 43.9% | 4.5% | \$1,734 | 224.7% | \$0 | -100.0% | 5 | 25.0% | 100.0% | \$787 | 3/31/22 |
| | Total | \$28,196 | 19.0% | 8.6% | \$11,706 | 42.0% | \$1,401 | -35.6% | 32 | 3.2% | 94.1% | \$2,887 | |
| | Grand Total | \$28,196 | 19.0% | 8.6% | \$11,706 | 42.0% | \$1,401 | -35.6% | 32 | 3.2% | 94.1% | \$2,887 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 1 | \$1,710 | 3 | 1 | \$1,710 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,308 | 2 | 1 | \$1,308 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,191 | 2 | 1 | \$1,191 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 3 | \$4,209 | 8 | 3 | \$4,209 | 0.38 | 2 | 0 | \$0 | 0.0% | |
| | Grand Total | 13 | 3 | \$4,209 | 8 | 3 | \$4,209 | 0.38 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

DENNIS E TAYLOR AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3982 STATE ROUTE 43

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1299310

KENT, OH 442406556

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3306736723 DTAYLORJR@DTAINSURANCE.COM

1299326, DENNIS E TAYLOR AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|--------------|------------------|---------------------------------|--------------|----------------|----------------|----------------------------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$39,988 | 2.8% | 10.7% | \$7,131 | 38.3% | \$2,196 | 4.3% | 42 | -4.5% | 91.3% | \$952 | 3/31/22 |
| | Home | \$1,838 | -27.4% | 5.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$919 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$41,826 | 0.9% | 10.4% | \$7,131 | 38.3% | \$2,196 | 4.3% | 44 | -4.3% | 91.7% | \$1,871 | |
| Grand Total | | \$41,826 | 0.9% | 10.4% | \$7,131 | 38.3% | \$2,196 | 4.3% | 44 | -4.3% | 91.7% | \$1,871 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 2 | \$2,497 | 3 | 1 | \$617 | 0.33 | 1 | 1 | \$617 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 2 | \$2,497 | 3 | 1 | \$617 | 0.33 | 1 | 1 | \$617 | 100.0% | |
| Grand Total | | 6 | 2 | \$2,497 | 3 | 1 | \$617 | 0.33 | 1 | 1 | \$617 | 100.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Tim Brainard | | | | DENNIS E TAYLOR AGENCY INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: 405 ROTHROCK RD STE 102 | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1299310 | | | | COPLEY, OH 443213146 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1299310 Phone/Email: 3308648300 | | | | DTAYLORJR@DTAINSURANCE.COM | | | | |

1299344, GERBER INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|----------------|---------------|----------------|----------------|---------------|--------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 0.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,036 | -27.3% | 4.4% | \$895 | -62.8% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$1,009 | 3/31/22 |
| | Motorcycle | \$438 | 138.0% | 2.2% | \$203 | -30.2% | (\$97) | 0.0% | 1 | 0.0% | 33.3% | \$438 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$306 | -55.5% | -1.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$306 | 3/31/22 |
| | Rental M.H. | \$2,955 | -28.8% | 95.7% | (\$21) | -101.8% | \$521 | -55.6% | 5 | -28.6% | 71.4% | \$591 | 3/31/22 |
| | Travel Trailer | \$-65 | -104.8% | 4.7% | \$0 | -100.0% | \$0 | -100.0% | 1 | -66.7% | 33.3% | \$-65 | 3/31/22 |
| | Total | \$7,670 | -33.4% | 36.2% | \$1,077 | -68.0% | \$424 | -71.5% | 12 | -33.3% | 60.0% | \$2,279 | |
| Grand Total | | \$7,670 | -37.9% | 35.5% | \$1,077 | -68.0% | \$424 | -71.5% | 12 | -36.8% | 57.1% | \$2,279 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$444 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 2 | \$444 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 2 | \$444 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

GERBER INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

SUB

Address: 11752 STATE ROUTE 104 # 3

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279627

WAVERLY, OH 456909660

Annual Average Premium = This Yr R12 NWP / PIF

1279627 Phone/Email: 7409476100 INFO@GERBERINSURANCEAGENCY.COM

1306055, LEE A BROWN INSURANCE AGY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|---------------|------------------|-----------------------|---------------|----------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$21,373 | 0.2% | 7.6% | \$2,967 | 10.8% | \$2,750 | 244.6% | 19 | -9.5% | 82.6% | \$1,125 | 3/31/22 |
| | Home | \$3,571 | 119.9% | 9.5% | \$1,116 | 0.0% | \$15 | 0.0% | 2 | 100.0% | 100.0% | \$1,786 | 3/31/22 |
| | MOBILE HOME | \$28,500 | -4.0% | 13.9% | \$6,252 | -16.9% | \$1,647 | 3.0% | 28 | 12.0% | 84.8% | \$1,018 | 3/31/22 |
| | Rental M.H. | \$2,699 | 2.7% | 4.3% | \$1,564 | 38.5% | \$435 | 0.0% | 6 | -14.3% | 85.7% | \$450 | 3/31/22 |
| | Total | \$56,143 | 1.6% | 10.9% | \$11,899 | 5.0% | \$4,847 | 102.2% | 55 | 1.9% | 84.6% | \$4,378 | |
| Grand Total | | \$56,143 | 1.6% | 10.9% | \$11,899 | 5.0% | \$4,847 | 102.2% | 55 | 1.9% | 84.6% | \$4,378 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 15 | 2 | \$2,704 | 4 | 1 | \$1,251 | 0.25 | 2 | 1 | \$1,251 | 50.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,068 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 8 | \$3,883 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 33 | 11 | \$7,655 | 6 | 1 | \$1,251 | 0.17 | 3 | 1 | \$1,251 | 33.3% | |
| Grand Total | | 33 | 11 | \$7,655 | 6 | 1 | \$1,251 | 0.17 | 3 | 1 | \$1,251 | 33.3% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Casey Knapp | | | LEE A BROWN INSURANCE AGY LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 1696 EAST PIKE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1306055 | | | ZANESVILLE, OH 437014618 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7404500001 LEE@LEEBROWNINSURANCE.COM | | | | | |

1309345, MARSTON,MARK R

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$37,335 | 36.1% | 17.2% | \$13,265 | 125.3% | \$4,419 | -518.9% | 48 | 26.3% | 96.0% | \$778 | 3/31/22 |
| | Home | \$974 | -6.4% | 7.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$974 | 3/31/22 |
| | MOBILE HOME | \$20,576 | -8.8% | 4.5% | \$8,595 | -11.6% | \$3,061 | -28.0% | 22 | -4.3% | 91.7% | \$935 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$2,374 | 0.0% | 15.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,374 | 3/31/22 |
| | Rental M.H. | \$848 | 0.0% | 4.6% | \$284 | 0.0% | \$284 | 0.0% | 3 | 0.0% | 100.0% | \$283 | 3/31/22 |
| | Total | \$62,107 | 19.7% | 11.8% | \$22,144 | 39.3% | \$7,764 | 123.0% | 75 | 15.4% | 94.9% | \$5,344 | |
| | Grand Total | \$62,107 | 19.7% | 11.8% | \$22,144 | 39.3% | \$7,764 | 123.0% | 75 | 15.4% | 94.9% | \$5,344 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 18 | 12 | \$10,631 | 8 | 4 | \$2,688 | 0.5 | 0 | 3 | \$2,276 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$877 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,374 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 27 | 14 | \$13,882 | 12 | 4 | \$2,688 | 0.33 | 3 | 3 | \$2,276 | 100.0% | |
| | Grand Total | 28 | 14 | \$13,882 | 12 | 4 | \$2,688 | 0.33 | 3 | 3 | \$2,276 | 100.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | MARSTON,MARK R | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 1610 N 21ST ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1309345 | | | | NEWARK, OH 430553990 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7403662995 MARKMARSTON@MARSTONINSURANCE.COM | | | | | |

1310274, STEVE MCDONALD INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|---------------|--------------|----------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| | | | | | | | | | | | | | |
| Specialty | Dwelling Fire | \$10,349 | 60.7% | 9.3% | \$689 | -11.2% | \$0 | -100.0% | 6 | 0.0% | 66.7% | \$1,725 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$7,330 | -0.9% | 4.2% | \$1,312 | -17.2% | \$766 | 0.0% | 8 | -20.0% | 72.7% | \$916 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$1,164 | 5.9% | 6.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,164 | 3/31/22 |
| | Total | \$18,843 | 26.2% | 7.0% | \$2,001 | -15.2% | \$766 | -215.0% | 15 | -11.8% | 71.4% | \$3,805 | |
| Grand Total | | \$18,843 | 26.2% | 7.0% | \$2,001 | -15.2% | \$766 | -215.0% | 15 | -11.8% | 71.4% | \$3,805 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/2023 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 3 | \$5,975 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 2 | 1 | \$1,107 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 |
| | Total | 12 | 4 | \$7,082 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 12 | 4 | \$7,082 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 10

Portfolio Owner: Casey Knapp

STEVE MCDONALD INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 117 E MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1310274

HEBRON, OH 430252002

Annual Average Premium = This Yr R12 NWP / PIF

1311256, LAMBERT,MICHAEL

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$3,807 | 0.0% | 1.9% | \$1,724 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$3,807 | 2/28/22 |
| | Total | \$3,807 | 0.0% | 1.9% | \$1,724 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$3,807 | |
| Specialty | Dwelling Fire | \$25,099 | 26.4% | 22.6% | \$4,114 | -62.1% | \$5,182 | 35.4% | 24 | 14.3% | 64.9% | \$1,046 | 3/31/22 |
| | Home | \$2,039 | 92.0% | 73.5% | \$80 | -118.3% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$2,039 | 3/31/22 |
| | MOBILE HOME | \$2,717 | 36.1% | 5.4% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 83.3% | \$543 | 3/31/22 |
| | Total | \$29,855 | 30.3% | 24.7% | \$4,194 | -59.8% | \$5,182 | 38.6% | 30 | 15.4% | 66.7% | \$3,628 | |
| Grand Total | | \$33,662 | 46.9% | 23.0% | \$5,918 | -43.3% | \$5,182 | 38.6% | 31 | 19.2% | 67.4% | \$7,435 | |

1312985, OLSON,JOSEPH W

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|---------------|----------------|----------------|--------------|----------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$4,575 | -36.3% | 3.4% | \$2,977 | -11.2% | \$0 | 0.0% | 4 | -50.0% | 50.0% | \$1,144 | 3/31/22 |
| | Home | \$2,008 | 10.3% | 6.8% | \$2,008 | 10.3% | \$780 | 8.2% | 2 | 0.0% | 100.0% | \$1,004 | 3/31/22 |
| | MOBILE HOME | \$2,186 | -47.6% | 4.9% | \$2,186 | 4.0% | \$2,186 | 4.0% | 1 | 0.0% | 100.0% | \$2,186 | 3/31/22 |
| | Total | \$8,769 | -33.4% | 4.2% | \$7,171 | -1.4% | \$2,966 | 5.1% | 7 | -36.4% | 63.6% | \$4,334 | |
| Grand Total | | \$8,769 | -33.4% | 4.2% | \$7,171 | -1.4% | \$2,966 | 5.1% | 7 | -36.4% | 63.6% | \$4,334 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 5 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

OLSON,JOSEPH W

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 3730 RIDGE MILL DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1312985

HILLIARD, OH 430267987

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6145298900 JOE@OLSONINSURANCE614.COM

1314794, ROLLAND INSURANCE AND FINANCIAL SERVICES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|----------------|---------------|----------------------------------|-----------------------|--------------|----------------|--|----------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$1,642 | -79.7% | 8.4% | \$3,678 | 8.0% | \$3,678 | 8.0% | 1 | -50.0% | 50.0% | \$1,642 | 3/31/22 | |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$2,874 | 1.8% | 4.5% | \$1,726 | 1.9% | \$1,122 | 3.0% | 3 | 0.0% | 100.0% | \$958 | 3/31/22 | |
| | Travel Trailer | \$1,826 | 6.9% | 4.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$913 | 3/31/22 | |
| | Total | \$6,342 | -49.7% | 6.5% | \$5,404 | 6.0% | \$4,800 | 6.8% | 6 | -14.3% | 85.7% | \$3,513 | | |
| Grand Total | | \$6,342 | -49.7% | 6.5% | \$5,404 | 6.0% | \$4,800 | 6.8% | 6 | -14.3% | 85.7% | \$3,513 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | ROLLAND INSURANCE AND FINANCIAL SERVICES | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 50 S LIBERTY ST STE 162 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1314794 | | | | POWELL, OH 430656074 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | | | | | | |

1316529, EGGLESTON INSURANCE & FINANCIAL GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$18,175 | 180.5% | 113.1% | \$3,458 | -1,565.3% | (\$561) | 0.0% | 13 | 62.5% | 76.5% | \$1,398 | 3/31/22 |
| | Home | \$1,953 | -17.3% | 6.9% | \$628 | -44.3% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$1,953 | 3/31/22 |
| | MOBILE HOME | \$4,249 | 22.8% | 5.2% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 100.0% | \$850 | 3/31/22 |
| | Travel Trailer | \$327 | 5.8% | 7.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$327 | 3/31/22 |
| | Total | \$24,704 | 95.9% | 74.8% | \$4,086 | 358.6% | (\$561) | 0.0% | 20 | 33.3% | 80.0% | \$4,528 | |
| | Grand Total | \$24,704 | 95.9% | 74.8% | \$4,086 | 358.6% | (\$561) | 0.0% | 20 | 33.3% | 80.0% | \$4,528 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 23 | 9 | \$16,917 | 10 | 2 | \$3,951 | 0.2 | 6 | 1 | \$898 | 16.7% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$681 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 10 | \$17,598 | 10 | 2 | \$3,951 | 0.2 | 6 | 1 | \$898 | 16.7% | |
| | Grand Total | 26 | 10 | \$17,598 | 10 | 2 | \$3,951 | 0.2 | 6 | 1 | \$898 | 16.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

EGGLESTON INSURANCE & FINANCIAL GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1596 STRINGTOWN RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316529

GROVE CITY, OH 431239832

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6142773650 H.EGGLESTON@EGGLESTONINSURANCE.COM

1316533, EGGLESTON INSURANCE & FINANCIAL GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|---------------|------------------|--|---------------|----------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$44,252 | 1.5% | 214.6% | \$9,977 | -30.5% | \$6,587 | -149.6% | 45 | -2.2% | 78.9% | \$983 | 3/31/22 |
| | Home | \$10,855 | 6.2% | 106.9% | \$2,924 | 11.3% | \$0 | 0.0% | 8 | 14.3% | 100.0% | \$1,357 | 3/31/22 |
| | MOBILE HOME | \$3,400 | -37.4% | 3.7% | \$2,124 | 4.6% | \$341 | 0.0% | 7 | -22.2% | 70.0% | \$486 | 3/31/22 |
| | Travel Trailer | \$858 | 180.4% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$429 | 3/31/22 |
| | Total | \$59,365 | -0.3% | 178.8% | \$15,025 | -21.0% | \$6,928 | -152.2% | 62 | -1.6% | 80.5% | \$3,255 | |
| Grand Total | | \$59,365 | -0.3% | 178.8% | \$15,025 | -21.0% | \$6,928 | -152.2% | 62 | -1.6% | 80.5% | \$3,255 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 52 | 11 | \$12,308 | 12 | 2 | \$1,454 | 0.17 | 3 | 2 | \$1,454 | 66.7% | 3/31/22 |
| | Role: | 10 | 1 | \$377 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$741 | 1 | 1 | \$741 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$543 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 68 | 14 | \$13,969 | 17 | 3 | \$2,195 | 0.18 | 5 | 2 | \$1,454 | 40.0% | |
| Grand Total | | 68 | 14 | \$13,969 | 17 | 3 | \$2,195 | 0.18 | 5 | 2 | \$1,454 | 40.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Rachel Carey | | | EGGLESTON INSURANCE & FINANCIAL GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 4760 W BROAD ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1316529 | | | COLUMBUS, OH 432281613 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1316529 Phone/Email: 6142780278 H.EGGLESTON@EGGLESTONINSURANCE.COM | | | | | | | | |

1316656, HOLLIDAY INSURANCE GROUP, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$18,791 | -36.1% | 368.1% | \$10,875 | -14.8% | \$3,963 | -26.1% | 27 | -22.9% | 69.2% | \$696 | 3/31/22 |
| | Home | \$-1,136 | -176.8% | -6.6% | (\$461) | -131.1% | (\$1,427) | -311.4% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$8,720 | 22.0% | 5.6% | \$2,499 | -21.6% | \$0 | 0.0% | 11 | 22.2% | 100.0% | \$793 | 3/31/22 |
| | Rental M.H. | \$755 | 34.3% | -0.8% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$378 | 3/31/22 |
| | Total | \$27,130 | -29.7% | 267.8% | \$12,913 | -25.1% | \$2,536 | -58.0% | 40 | -16.7% | 74.1% | \$1,866 | |
| | Grand Total | \$27,130 | -29.7% | 267.8% | \$12,913 | -25.1% | \$2,536 | -58.0% | 40 | -16.7% | 74.1% | \$1,866 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 4 | \$6,329 | 4 | 2 | \$2,916 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,523 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 25 | 6 | \$7,852 | 5 | 2 | \$2,916 | 0.4 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 25 | 6 | \$7,852 | 5 | 2 | \$2,916 | 0.4 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Rachel Carey

HOLLIDAY INSURANCE GROUP, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 25 CINCINNATI AVE # A

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316656

LEBANON, OH 450362188

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5139327871 BRYAN@HOLLIDAYINS.COM

1316832, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|--------------|----------------|-----------------|--------------|-----------------|---------------|------------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$25,524 | 90.1% | 39.3% | \$4,000 | 70.9% | \$2,372 | 68.9% | 11 | -8.3% | 55.0% | \$2,320 | 2/28/22 |
| | Total | \$25,524 | 90.1% | 39.3% | \$4,000 | 70.9% | \$2,372 | 68.9% | 11 | -8.3% | 55.0% | \$2,320 | |
| Specialty | Dwelling Fire | \$53,243 | 36.8% | 167.7% | \$3,483 | -55.7% | \$8,034 | 822.4% | 66 | 13.8% | 79.5% | \$807 | 3/31/22 |
| | Home | \$8,145 | 303.6% | 18.1% | \$3,610 | 380.7% | \$2,630 | 0.0% | 3 | 50.0% | 60.0% | \$2,715 | 3/31/22 |
| | Marine | \$100 | -52.2% | 2.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$25,757 | -0.3% | 4.7% | \$7,279 | 40.3% | \$3,560 | 20.6% | 34 | -12.8% | 82.9% | \$758 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$4,555 | -20.4% | 4.5% | \$1,917 | 19.4% | \$1,917 | 0.0% | 5 | -16.7% | 71.4% | \$911 | 3/31/22 |
| | Travel Trailer | \$1,572 | 10.6% | 5.1% | \$331 | -49.5% | \$0 | 0.0% | 4 | 0.0% | 80.0% | \$393 | 3/31/22 |
| | Total | \$93,372 | 26.0% | 99.3% | \$16,620 | 3.5% | \$16,141 | 322.3% | 112 | 1.8% | 78.9% | \$5,583 | |
| Grand Total | | \$118,896 | 35.8% | 86.7% | \$20,620 | 12.1% | \$18,513 | 254.2% | 123 | 0.8% | 75.9% | \$7,904 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 54 | 8 | \$11,763 | 7 | 1 | \$615 | 0.14 | 4 | 1 | \$615 | 25.0% | 2/28/22 |
| | Total | 54 | 8 | \$11,763 | 7 | 1 | \$615 | 0.14 | 4 | 1 | \$615 | 25.0% | |
| Specialty | Role: | 87 | 25 | \$28,691 | 20 | 7 | \$8,542 | 0.35 | 10 | 4 | \$6,025 | 40.0% | 3/31/22 |
| | Role: | 24 | 3 | \$4,728 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 2 | \$3,537 | 6 | 1 | \$2,141 | 0.17 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$235 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$548 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 136 | 32 | \$37,739 | 32 | 8 | \$10,683 | 0.25 | 17 | 4 | \$6,025 | 23.5% | |
| Grand Total | | 190 | 40 | \$49,502 | 39 | 9 | \$11,298 | 0.23 | 21 | 5 | \$6,640 | 23.8% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

MALHOTRA & ASSOCIATES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1050 LEXINGTON AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316832

MANSFIELD, OH 449072248

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6142305764 BOB@MALHOTRAININSURANCE.COM

1316869, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-------------|--------------|--------------|----------------------------------|--------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | MOBILE HOME | \$790 | 0.5% | 4.6% | \$278 | 0.0% | \$278 | 0.0% | 2 | 0.0% | 100.0% | \$395 | 3/31/22 |
| | Total | \$790 | 0.5% | 4.6% | \$278 | 0.0% | \$278 | 0.0% | 2 | 0.0% | 100.0% | \$395 | |
| Grand Total | | \$790 | 0.5% | 4.6% | \$278 | 0.0% | \$278 | 0.0% | 2 | 0.0% | 100.0% | \$395 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MALHOTRA & ASSOCIATES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | MOBILE HOME SUB | | | | Address: 400 N WAYNE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1316832 | | | | PIQUA, OH 453562232 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1316832 Phone/Email: 9377736567 RACHAEL@MALHOTRAINSURANCE.COM | | | | | |

1316872, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|---------------|------------------|-----------------|---------------|----------------|----------------|---------------------------|-------------------|-----------------|-------------------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,460 | -38.7% | 6.4% | \$1,656 | -42.5% | \$1,656 | 0.8% | 10 | -28.6% | 66.7% | \$746 | 3/31/22 |
| | Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,686 | -26.4% | 4.3% | (\$1,029) | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,343 | 3/31/22 |
| | Total | \$10,146 | -30.0% | 5.7% | \$627 | -78.2% | \$1,656 | 0.8% | 12 | -29.4% | 66.7% | \$2,089 | |
| Grand Total | | \$10,146 | -30.0% | 5.7% | \$627 | -78.2% | \$1,656 | 0.8% | 12 | -29.4% | 66.7% | \$2,089 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 1 | \$1,892 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 1 | \$1,892 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 1 | \$1,892 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | MALHOTRA & ASSOCIATES LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: | 2191 VICTORY PKWY | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1316832 | | | | CINCINNATI, | OH | | 452062880 | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1316832 | | | | Phone/Email: | 5138619900 | | RACHAEL@MALHOTRAINSURANCE.COM | |

1316890, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$694 | -80.2% | 5.0% | \$513 | -68.6% | \$513 | -68.6% | 2 | -50.0% | 50.0% | \$347 | 3/31/22 |
| | MOBILE HOME | \$7,380 | 14.6% | 5.3% | \$1,417 | 195.8% | \$479 | 0.0% | 8 | 14.3% | 100.0% | \$923 | 3/31/22 |
| | Motorcycle | \$87 | 0.0% | 1.7% | \$87 | 0.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$87 | 3/31/22 |
| | Rental M.H. | \$264 | 0.0% | 5.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$264 | 3/31/22 |
| | Travel Trailer | \$742 | 5.8% | 5.0% | \$378 | 14.9% | \$409 | 24.3% | 2 | 0.0% | 100.0% | \$371 | 3/31/22 |
| | Total | \$9,167 | -16.6% | 5.1% | \$2,395 | -5.3% | \$1,401 | -44.6% | 14 | -6.7% | 87.5% | \$1,992 | |
| Grand Total | | \$9,167 | -16.6% | 5.1% | \$2,395 | -5.3% | \$1,401 | -44.6% | 14 | -6.7% | 87.5% | \$1,992 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$938 | 1 | 1 | \$938 | 1 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 1 | \$938 | 1 | 1 | \$938 | 1 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 1 | \$938 | 1 | 1 | \$938 | 1 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

MALHOTRA & ASSOCIATES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE

Address: 1050 LEXINGTON AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316832

MANSFIELD, OH 449072248

Annual Average Premium = This Yr R12 NWP / PIF

1316898, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

MALHOTRA & ASSOCIATES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 1050 LEXINGTON AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316832

MANSFIELD, OH 449072248

Annual Average Premium = This Yr R12 NWP / PIF

1316832 Phone/Email: 4104208800 BOB@MALHOTRAINSURANCE.COM

1316924, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|---------------|------------|--------------|----------------------------------|------------|--------------|--------------|---------------------------|---------------------------|-------------------------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 7 | 0 | \$0 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 8 | 0 | \$0 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 8 | 0 | \$0 | 5 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MALHOTRA & ASSOCIATES LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: 216 W SPRING ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1316832 | | | | SAINT MARYS, OH 458852314 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | 1316832 | Phone/Email: | 4193943361 | RACHAEL@MALHOTRAINSURANCE.COM | | | | |

1318008, RUFF & ASSOC INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|-----------------|--------------|----------------------------------|-----------------------|---------------|----------------|--|---------------------------|----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$852 | -86.0% | 7.2% | (\$1,778) | -161.2% | \$0 | -100.0% | 3 | -40.0% | 50.0% | \$284 | 3/31/22 | |
| | Home | \$2,830 | -23.8% | 7.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,415 | 3/31/22 | |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$19,902 | -0.4% | 192.4% | \$6,595 | 17.6% | \$2,174 | 59.4% | 20 | -4.8% | 87.0% | \$995 | 3/31/22 | |
| | Motorcycle | \$3,700 | 0.0% | 11.0% | \$550 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$617 | 3/31/22 | |
| | Motor Home | \$1,448 | -12.1% | 4.5% | \$1,448 | -4.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,448 | 3/31/22 | |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$3,157 | 4.7% | 4.8% | \$1,126 | 0.0% | \$486 | 0.0% | 4 | -20.0% | 80.0% | \$789 | 3/31/22 | |
| | Travel Trailer | \$2,018 | 0.0% | 9.1% | \$472 | 0.0% | \$73 | 0.0% | 2 | 0.0% | 100.0% | \$1,009 | 3/31/22 | |
| | Total | \$33,907 | -1.6% | 108.0% | \$8,413 | -24.6% | \$2,733 | -31.2% | 38 | 8.6% | 80.9% | \$6,557 | | |
| Grand Total | | \$33,907 | -1.6% | 108.0% | \$8,413 | -24.6% | \$2,733 | -31.2% | 38 | 8.6% | 80.9% | \$6,557 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 3 | 1 | \$420 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 4 | 2 | \$1,952 | 1 | 1 | \$761 | 1 | 1 | 1 | \$761 | 100.0% | 3/31/22 | |
| | Role: | 39 | 7 | \$3,466 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 9 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 4 | 2 | \$1,546 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 67 | 12 | \$7,384 | 9 | 1 | \$761 | 0.11 | 7 | 1 | \$761 | 14.3% | | |
| Grand Total | | 69 | 12 | \$7,384 | 9 | 1 | \$761 | 0.11 | 7 | 1 | \$761 | 14.3% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | RUFF & ASSOC INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 888 N COURT ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1318008 | | | | CIRCLEVILLE, OH 431131259 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7404741991 TODDRUFF@RUFFINSURANCE.COM | | | | | | |

1319506, HOLLIDAY,DAVID BRUCE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-------------|----------------|--------------|-------------------------------|--------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Home | \$1,432 | 0.0% | 29.7% | \$757 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$1,432 | 3/31/22 |
| | Total | \$1,432 | 0.0% | 29.7% | \$757 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$1,432 | |
| Grand Total | | \$1,432 | 0.0% | 29.7% | \$757 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$1,432 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | HOLLIDAY,DAVID BRUCE | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Home SUB | | | | Address: 25 CINCINNATI AVE # A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1316656 | | | | LEBANON, OH 450362188 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1316656 Phone/Email: 5139327871 BRUCE@HOLLIDAYINS.COM | | | | | |

1324591, BRIAN W LAING INS AGCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$33,478 | -16.8% | 6.4% | \$8,590 | 161.1% | \$4,351 | 219.0% | 45 | -11.8% | 83.3% | \$744 | 3/31/22 |
| | Home | \$3,755 | 33.2% | 5.4% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,252 | 3/31/22 |
| | MOBILE HOME | \$1,194 | -9.1% | 4.0% | \$551 | 1.3% | \$551 | 1.3% | 3 | 0.0% | 100.0% | \$398 | 3/31/22 |
| | Motorcycle | \$723 | 0.0% | 11.0% | \$273 | 0.0% | \$273 | 0.0% | 1 | 0.0% | 100.0% | \$723 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$39,150 | -12.1% | 6.2% | \$9,414 | 294.4% | \$5,175 | 171.2% | 52 | -8.8% | 85.2% | \$3,117 | |
| | Grand Total | \$39,150 | -12.1% | 6.2% | \$9,414 | 294.4% | \$5,175 | 171.2% | 52 | -8.8% | 85.2% | \$3,117 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 3 | \$4,924 | 4 | 3 | \$4,924 | 0.75 | 2 | 1 | \$2,584 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$952 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 4 | \$5,876 | 6 | 3 | \$4,924 | 0.5 | 3 | 1 | \$2,584 | 33.3% | |
| | Grand Total | 16 | 4 | \$5,876 | 6 | 3 | \$4,924 | 0.5 | 3 | 1 | \$2,584 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

BRIAN W LAING INS AGCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 10670 ROYALTON RD STE 1

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1324591

NORTH ROYALTO OH 441334482

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4402301600 BRIAN@LG-INSURANCE.COM

1325436, MARK S RADOSEVIC INSURANCE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$50,794 | 33.8% | 30.2% | \$16,594 | 8.6% | \$5,456 | 5.1% | 47 | 0.0% | 82.5% | \$1,081 | 3/31/22 |
| | Home | \$4,151 | 85.0% | 6.8% | \$120 | -89.1% | \$0 | 0.0% | 3 | 0.0% | 75.0% | \$1,384 | 3/31/22 |
| | MOBILE HOME | \$13,585 | 5.0% | 17.9% | \$2,266 | -12.7% | \$968 | -46.3% | 19 | 5.6% | 95.0% | \$715 | 3/31/22 |
| | Rental M.H. | \$906 | 0.0% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$453 | 3/31/22 |
| | Travel Trailer | \$778 | 0.9% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$778 | 3/31/22 |
| | Total | \$70,214 | 28.1% | 25.7% | \$18,980 | 0.1% | \$6,424 | -8.1% | 72 | 1.4% | 85.7% | \$4,410 | |
| Grand Total | | \$70,214 | 28.1% | 25.7% | \$18,980 | 0.1% | \$6,424 | -8.1% | 72 | 1.4% | 85.7% | \$4,410 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|----------------------------|------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 38 | 10 | \$15,311 | 16 | 4 | \$4,137 | 0.25 | 6 | 1 | \$676 | 16.7% | 3/31/22 | |
| | Role: | 0 | 1 | \$2,207 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 6 | 2 | \$788 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 46 | 13 | \$18,306 | 17 | 4 | \$4,137 | 0.24 | 7 | 1 | \$676 | 14.3% | | |
| Grand Total | | 46 | 13 | \$18,306 | 17 | 4 | \$4,137 | 0.24 | 7 | 1 | \$676 | 14.3% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | MARK S RADOSEVIC INSURANCE | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 627 S MAIN ST | | | | | |

1326635, BUFFO,MICHAEL

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|------------------------------------|-----------------|--------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$46,417 | -5.7% | 12.6% | \$12,653 | 15.3% | \$1,266 | -61.3% | 49 | -5.8% | 74.2% | \$947 | 3/31/22 |
| | Home | \$6,697 | 41.1% | 113.7% | \$1,849 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 83.3% | \$1,339 | 3/31/22 |
| | MOBILE HOME | \$4,637 | -11.9% | 3.9% | \$1,095 | 23.0% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$773 | 3/31/22 |
| | Motorcycle | \$455 | 1.6% | 2.6% | \$280 | 1.1% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$228 | 3/31/22 |
| | Rental M.H. | \$821 | -42.1% | 280.9% | (\$251) | -219.0% | (\$251) | -219.0% | 1 | -66.7% | 33.3% | \$821 | 3/31/22 |
| | Total | \$59,027 | -3.4% | 26.7% | \$15,626 | 26.5% | \$1,015 | -70.9% | 63 | -6.0% | 75.0% | \$4,108 | |
| Grand Total | | \$59,027 | -3.4% | 26.7% | \$15,626 | 26.5% | \$1,015 | -70.9% | 63 | -6.0% | 75.0% | \$4,108 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 35 | 14 | \$15,194 | 11 | 3 | \$2,768 | 0.27 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$3,726 | 3 | 1 | \$1,849 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 1 | \$717 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 47 | 17 | \$19,637 | 15 | 4 | \$4,617 | 0.27 | 5 | 0 | \$0 | 0.0% | |
| Grand Total | | 47 | 17 | \$19,637 | 15 | 4 | \$4,617 | 0.27 | 5 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | BUFFO,MICHAEL | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 2605 SUNSET BLVD UNIT B | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1326635 | | | | STEUBENVILLE, OH 439521179 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7402649800 MICHAELBUFFO@OUTLOOK.COM | | | | | |

1327084, PAPAS & ASSOCIATES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|--------------|---------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,539 | -3.2% | 112.3% | (\$351) | -110.7% | (\$351) | 0.0% | 8 | 14.3% | 72.7% | \$1,192 | 3/31/22 |
| | Home | \$6,718 | 22.3% | 8.3% | \$940 | 12.8% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$1,120 | 3/31/22 |
| | MOBILE HOME | \$1,529 | 30.8% | 104.3% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$510 | 3/31/22 |
| | Total | \$17,786 | 7.7% | 77.7% | \$589 | -85.7% | (\$351) | 0.0% | 17 | 6.3% | 81.0% | \$2,822 | |
| Grand Total | | \$17,786 | 7.7% | 77.7% | \$589 | -85.7% | (\$351) | 0.0% | 17 | 6.3% | 81.0% | \$2,822 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 16 | 4 | \$4,504 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$925 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 24 | 5 | \$5,429 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 26 | 5 | \$5,429 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

PAPAS & ASSOCIATES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 1650 W MARKET ST STE 21

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1327084

AKRON, OH 443137007

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3308361234 MEGHAN@WALLHAVENGROUP.COM

1359631, MCGLOTHIN INSURANCE AND CO

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|--------------|------------------|-----------------------|---------------|----------------|----------------|----------------------------|------------------------|-----------------|--------------------------------|----------------|
| Specialty | Dwelling Fire | \$16,047 | 48.4% | 6.8% | \$9,325 | 377.7% | \$0 | 0.0% | 18 | 20.0% | 85.7% | \$892 | 3/31/22 |
| | Home | \$943 | 6.6% | 4.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$943 | 3/31/22 |
| | MOBILE HOME | \$3,269 | 41.9% | 5.2% | \$1,787 | 1.7% | \$0 | 0.0% | 4 | 33.3% | 100.0% | \$817 | 3/31/22 |
| | Motor Home | \$687 | 671.9% | 0.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$687 | 3/31/22 |
| | Rental M.H. | \$628 | 1.9% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$628 | 3/31/22 |
| | Total | \$21,574 | 46.7% | 6.0% | \$11,112 | 199.6% | \$0 | 0.0% | 25 | 19.0% | 89.3% | \$3,967 | |
| Grand Total | | \$21,574 | 46.7% | 6.0% | \$11,112 | 199.6% | \$0 | 0.0% | 25 | 19.0% | 89.3% | \$3,967 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 25 | 6 | \$8,825 | 11 | 4 | \$7,700 | 0.36 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$945 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 7 | \$9,770 | 12 | 4 | \$7,700 | 0.33 | 4 | 0 | \$0 | 0.0% | |
| Grand Total | | 28 | 7 | \$9,770 | 12 | 4 | \$7,700 | 0.33 | 4 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Casey Knapp | | | | MCGLOTHIN INSURANCE AND CO | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 6059 FRANTZ RD STE 106 | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1359631 | | | | DUBLIN, | OH | | 430173367 | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 6142740112 | | SERVICETEAM@IWANTPROTECTED.COM | |

1359635, MCGLOTHIN INSURANCE AND CO

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|---------------|-------------------------------|----------------|---------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$12,399 | -17.0% | 9.1% | \$4,670 | -40.2% | \$3,948 | -44.4% | 18 | -5.3% | 85.7% | \$689 | 3/31/22 |
| | Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,179 | -2.7% | 4.4% | \$3,409 | 54.1% | \$1,186 | 4.1% | 5 | 0.0% | 100.0% | \$836 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$16,578 | -13.4% | 7.8% | \$8,079 | -19.3% | \$5,134 | -37.7% | 23 | -4.2% | 88.5% | \$1,525 | |
| Grand Total | | \$16,578 | -13.4% | 7.8% | \$8,079 | -19.3% | \$5,134 | -37.7% | 23 | -4.2% | 88.5% | \$1,525 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 16 | 2 | \$3,754 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 2 | \$3,754 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 18 | 2 | \$3,754 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | MCGLOTHIN INSURANCE AND CO | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 110 N COLUMBUS ST STE 107 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1359631 | | | | LANCASTER, OH 431303740 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1359631 Phone/Email: 7406535230 SERVICETEAM@IWANTPROTECTED.COM | | | | | |

1360639, ANKROM,JAMES P

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|---------------|----------------|----------------|---------------|------------|----------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$-1,518 | -118.4% | -51.8% | \$816 | -57.9% | \$0 | -100.0% | 4 | -33.3% | 66.7% | \$-380 | 3/31/22 |
| | Home | \$2,761 | -1,773.3% | 12.6% | (\$725) | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$2,761 | 3/31/22 |
| | MOBILE HOME | \$5,391 | 1.0% | 4.5% | \$874 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$899 | 3/31/22 |
| | Rental M.H. | \$202 | 0.0% | 4.7% | \$202 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$202 | 3/31/22 |
| | Total | \$6,836 | -49.8% | -1.0% | \$1,167 | -61.3% | \$0 | -100.0% | 12 | -7.7% | 80.0% | \$3,482 | |
| Grand Total | | \$6,836 | -49.8% | -1.0% | \$1,167 | -61.3% | \$0 | -100.0% | 12 | -7.7% | 80.0% | \$3,482 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|--------------------------------|-----------------------|--------------|--------------|----------------|---------------------------------|-----------------|----------------------|-------------------|----------------|--|
| Specialty | Role: | 3 | 0 | \$0 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$3,746 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 6 | 2 | \$3,746 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 6 | 2 | \$3,746 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Lisa Phillips | | | | ANKROM,JAMES P | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 5701 N HIGH ST STE 202 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1360639 | | | | WORTHINGTON, OH 430853960 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 6148881728 | | PAT@ANKROMAGENCY.COM | | | |

1360640, ANKROM,JAMES P

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,303 | 36.7% | 7.9% | \$92 | -87.4% | \$92 | -87.2% | 8 | 0.0% | 88.9% | \$913 | 3/31/22 |
| | Home | \$4,369 | 0.0% | 13.2% | \$2,341 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$4,369 | 3/31/22 |
| | MOBILE HOME | \$11,636 | -12.5% | 24.8% | \$4,228 | 52.7% | \$2,196 | 1.3% | 16 | -11.1% | 84.2% | \$727 | 3/31/22 |
| | Motorcycle | \$219 | 0.0% | 2.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$219 | 3/31/22 |
| | Rental M.H. | \$213 | -59.7% | 1.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$213 | 3/31/22 |
| | Total | \$23,740 | 22.4% | 17.5% | \$6,661 | 90.3% | \$2,288 | -20.8% | 27 | -3.6% | 84.4% | \$6,441 | |
| Grand Total | | \$23,740 | 22.4% | 17.5% | \$6,661 | 90.3% | \$2,288 | -20.8% | 27 | -3.6% | 84.4% | \$6,441 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|------------|--------------|--------------|---------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 1 | \$2,125 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,993 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$605 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$266 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 4 | \$4,989 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 16 | 4 | \$4,989 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Rachel Carey | | | | ANKROM,JAMES P | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | Address: 50 TROY RD | | | | | |

1361318, TIM HESS AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|------------------|-----------------------|---------------|----------------|----------------|--------------------------|----------------|-----------------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$4,507 | -23.2% | 18.0% | \$1,680 | -46.3% | \$1,355 | -39.6% | 5 | -16.7% | 62.5% | \$901 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$622 | 2.0% | 5.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$622 | 3/31/22 |
| | MOBILE HOME | \$620 | 1.1% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$620 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$5,749 | -18.9% | 15.9% | \$1,680 | -46.3% | \$1,355 | -39.6% | 7 | -12.5% | 70.0% | \$2,143 | |
| Grand Total | | \$5,749 | -18.9% | 15.9% | \$1,680 | -46.3% | \$1,355 | -39.6% | 7 | -12.5% | 70.0% | \$2,143 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 11 | 2 | \$1,755 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 15 | 2 | \$1,755 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 15 | 2 | \$1,755 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | TIM HESS AGENCY, INC. | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 14605 E PARK ST | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1361318 | | | | BURTON, | OH | 440219024 | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 4408344013 | TIM@HESSAGENCYINC.COM | | |

1361343, THE ARAMOUNI AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|--------------|------------------|------------------------------------|---------------|------------------|----------------|-------------------------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$17,304 | -5.6% | -110.0% | \$4,168 | -35.4% | (\$1,300) | -132.4% | 18 | -10.0% | 64.3% | \$961 | 3/31/22 |
| | Home | \$1,970 | -8.4% | 7.2% | \$1,970 | -21.1% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$985 | 3/31/22 |
| | Marine | \$279 | 0.0% | 6.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$279 | 3/31/22 |
| | MOBILE HOME | \$1,241 | 1.1% | 4.6% | \$567 | 2.3% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$621 | 3/31/22 |
| | Rental M.H. | \$860 | -10.1% | 3.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$430 | 3/31/22 |
| | Total | \$21,654 | -5.6% | -86.4% | \$6,705 | -28.3% | (\$1,300) | -133.7% | 25 | -7.4% | 71.4% | \$3,276 | |
| Grand Total | | \$21,654 | -5.6% | -86.4% | \$6,705 | -28.3% | (\$1,300) | -133.7% | 25 | -7.4% | 71.4% | \$3,276 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 34 | 8 | \$11,535 | 8 | 1 | \$3,081 | 0.13 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 35 | 8 | \$11,535 | 8 | 1 | \$3,081 | 0.13 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 35 | 8 | \$11,535 | 8 | 1 | \$3,081 | 0.13 | 2 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Tim Brainard | | | | THE ARAMOUNI AGENCY, LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 6363 YORK RD STE 200 | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1361343 | | | | PARMA HEIGHTS, OH 441303031 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | Phone/Email: | 4403731777 TEAM@THEAAINSURANCE.COM | | | | | | | | |

1361776, CAMBRIDGE INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|---------------|--------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$7,937 | 17.0% | 7.3% | \$1,160 | -27.1% | \$0 | 0.0% | 10 | 0.0% | 83.3% | \$794 | 3/31/22 |
| | Home | \$1,560 | 47.3% | 7.6% | \$1,560 | 47.3% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,560 | 3/31/22 |
| | Marine | \$337 | 0.0% | 15.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$337 | 3/31/22 |
| | MOBILE HOME | \$12,981 | -26.6% | 3.8% | \$2,890 | -28.0% | \$969 | -38.6% | 17 | -15.0% | 81.0% | \$764 | 3/31/22 |
| | Rental M.H. | \$2,399 | -0.2% | 2.5% | \$0 | 0.0% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$600 | 3/31/22 |
| | Total | \$25,214 | -9.7% | 4.9% | \$5,610 | -15.8% | \$969 | -38.6% | 33 | -8.3% | 82.5% | \$4,054 | |
| Grand Total | | \$25,214 | -9.7% | 4.9% | \$5,610 | -15.8% | \$969 | -38.6% | 33 | -8.3% | 82.5% | \$4,054 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|----------------------------------|-----------------------|--------------|--------------|-------------------------------|------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 4 | 2 | \$3,024 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$337 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 1 | \$520 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 10 | 4 | \$3,881 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 10 | 4 | \$3,881 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | CAMBRIDGE INSURANCE GROUP LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 853 S HIGH ST | | | | | |

1361782, CAHILL INSURANCE & FINANCIAL SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|--------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$20,702 | -10.5% | 7.1% | \$541 | -64.4% | \$728 | 153.7% | 14 | -12.5% | 77.8% | \$1,479 | 3/31/22 |
| | MOBILE HOME | \$1,051 | -47.3% | 4.5% | \$533 | -47.9% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$350 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$21,753 | -13.4% | 6.9% | \$1,074 | -52.4% | \$728 | 153.7% | 17 | -15.0% | 77.3% | \$1,829 | |
| Grand Total | | \$21,753 | -13.4% | 6.9% | \$1,074 | -52.4% | \$728 | 153.7% | 17 | -15.0% | 77.3% | \$1,829 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 10 | 2 | \$7,984 | 2 | 1 | \$896 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 10 | 2 | \$7,984 | 2 | 1 | \$896 | 0.5 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 10 | 2 | \$7,984 | 2 | 1 | \$896 | 0.5 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Tim Brainard

CAHILL INSURANCE & FINANCIAL SERVICES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 419 DOVER CENTER RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1361782

BAY VILLAGE, OH 441402390

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4408353750 LCAHILL@CAHILLAGENCY.COM

OR

1280665, ALLEN & ASSOCIATES INS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|-------------|----------------|-----------------|---------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$3,429 | -70.0% | 4.1% | \$0 | -100.0% | \$0 | -100.0% | 2 | -60.0% | 28.6% | \$1,715 | 2/28/22 |
| | Total | \$3,429 | -70.0% | 4.1% | \$0 | -100.0% | \$0 | -100.0% | 2 | -60.0% | 28.6% | \$1,715 | |
| Specialty | Dwelling Fire | \$12,830 | 84.7% | 12.6% | \$6,591 | 23.0% | \$5,047 | 0.0% | 11 | 57.1% | 78.6% | \$1,166 | 3/31/22 |
| | Home | \$4,743 | 42.0% | 12.1% | \$0 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$1,581 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$24,976 | 5.3% | 26.2% | \$4,127 | -0.8% | \$3,007 | 24.2% | 34 | 0.0% | 87.2% | \$735 | 3/31/22 |
| | Rental M.H. | \$2,020 | 0.0% | 32.1% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$673 | 3/31/22 |
| | Total | \$44,569 | 23.7% | 21.9% | \$10,718 | 1.7% | \$8,054 | 232.5% | 51 | 10.9% | 86.4% | \$4,155 | |
| Grand Total | | \$47,998 | 1.2% | 19.0% | \$10,718 | -26.7% | \$8,054 | 33.9% | 53 | 3.9% | 80.3% | \$5,870 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 110 | 2 | \$733 | 29 | 0 | \$0 | 0 | 19 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 110 | 2 | \$733 | 29 | 0 | \$0 | 0 | 19 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 23 | 7 | \$8,732 | 14 | 3 | \$3,804 | 0.21 | 12 | 3 | \$3,804 | 25.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,095 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 5 | \$2,865 | 3 | 1 | \$625 | 0.33 | 1 | 1 | \$625 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 42 | 13 | \$12,692 | 17 | 4 | \$4,429 | 0.24 | 13 | 4 | \$4,429 | 30.8% | |
| Grand Total | | 152 | 15 | \$13,425 | 46 | 4 | \$4,429 | 0.09 | 32 | 4 | \$4,429 | 12.5% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Anne Bischoff

ALLEN & ASSOCIATES INS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 917 19TH AVE SE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280665

ALBANY, OR 973224228

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5419677283 MIKE@ALLENSURANCE.COM

1286034, OREGON INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$29,102 | 93.5% | 1.4% | \$6,196 | 138.4% | \$3,684 | 1,530.1% | 14 | 27.3% | 63.6% | \$2,079 | 2/28/22 |
| | Total | \$29,102 | 93.5% | 1.4% | \$6,196 | 138.4% | \$3,684 | 1,530.1% | 14 | 27.3% | 63.6% | \$2,079 | |
| Specialty | Dwelling Fire | \$14,570 | 27.3% | 11.8% | (\$5,619) | -458.6% | (\$6,227) | 0.0% | 16 | 14.3% | 88.9% | \$911 | 3/31/22 |
| | Home | \$2,443 | 3.5% | 12.4% | \$1,029 | -52.4% | (\$1,430) | -262.9% | 3 | 0.0% | 75.0% | \$814 | 3/31/22 |
| | MOBILE HOME | \$21,418 | 8.8% | 21.8% | \$7,557 | 19.5% | \$3,340 | 1.9% | 36 | 12.5% | 85.7% | \$595 | 3/31/22 |
| | Motor Home | \$115 | 0.0% | 15.8% | (\$126) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$442 | -3.5% | 2.1% | \$442 | -3.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$442 | 3/31/22 |
| | Rental M.H. | \$780 | 2.0% | 11.1% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$390 | 3/31/22 |
| | Total | \$39,768 | 14.6% | 16.7% | \$3,283 | -68.8% | (\$4,317) | -203.9% | 58 | 11.5% | 85.3% | \$3,152 | |
| | Grand Total | \$68,870 | 38.4% | 10.4% | \$9,479 | -27.8% | (\$633) | -114.4% | 72 | 14.3% | 80.0% | \$5,231 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 217 | 11 | \$10,405 | 31 | 2 | \$2,849 | 0.06 | 16 | 2 | \$2,849 | 12.5% | 2/28/22 |
| | Total | 217 | 11 | \$10,405 | 31 | 2 | \$2,849 | 0.06 | 16 | 2 | \$2,849 | 12.5% | |
| Specialty | Role: | 14 | 4 | \$10,858 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 1 | \$446 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 16 | 10 | \$8,587 | 6 | 5 | \$3,766 | 0.83 | 1 | 1 | \$658 | 100.0% | 3/31/22 |
| | Role: | 1 | 1 | \$241 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 39 | 16 | \$20,132 | 8 | 5 | \$3,766 | 0.63 | 1 | 1 | \$658 | 100.0% | |
| | Grand Total | 256 | 27 | \$30,537 | 39 | 7 | \$6,615 | 0.18 | 17 | 3 | \$3,507 | 17.6% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Anne Bischoff

OREGON INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 815 LANCASTER DR SE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1286034

SALEM, OR 973175832

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5033718888 ORINSURELLC@HOTMAIL.COM

1286038, WONG,JOHN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|----------------|-------------|--------------------------------|----------------|-------------|----------------|---|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$3,490 | 0.0% | 1.6% | \$1,296 | 0.0% | \$1,296 | 0.0% | 1 | 0.0% | 100.0% | \$3,490 | 2/28/22 |
| | Total | \$3,490 | 0.0% | 1.6% | \$1,296 | 0.0% | \$1,296 | 0.0% | 1 | 0.0% | 100.0% | \$3,490 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$866 | 0.0% | 9.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$866 | 3/31/22 |
| | Total | \$866 | 0.0% | 9.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$866 | |
| Grand Total | | \$4,356 | 0.0% | 3.2% | \$1,296 | 0.0% | \$1,296 | 0.0% | 2 | 0.0% | 200.0% | \$4,356 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 1 | 1 | \$2,194 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 1 | \$2,194 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 1 | \$2,194 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Anne Bischoff | | | | WONG,JOHN | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 815 LANCASTER DR SE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1286034 | | | | SALEM, OR 973175832 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1286034 Phone/Email: 5033718888 ORINSURELLC@HOTMAIL.COM | | | | | |

1201586, NICHOLAS INSURANCE SOLUTIONS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|--------------|------------------|----------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$1,103 | 0.0% | 0.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,103 | 2/28/22 |
| | Personal Auto | \$6,589 | 117.5% | 330.5% | \$771 | 12.9% | \$0 | -100.0% | 3 | 50.0% | 100.0% | \$2,196 | 2/28/22 |
| | Total | \$7,692 | 153.9% | 281.7% | \$771 | 12.9% | \$0 | -100.0% | 4 | 100.0% | 100.0% | \$3,299 | |
| Specialty | Dwelling Fire | \$20,727 | 137.8% | 13.1% | \$5,963 | 101.8% | (\$1,854) | -215.9% | 18 | 125.0% | 75.0% | \$1,152 | 3/31/22 |
| | Home | \$132 | -61.6% | 5.6% | \$132 | 0.0% | \$132 | 0.0% | 1 | 0.0% | 100.0% | \$132 | 3/31/22 |
| | MOBILE HOME | \$5,794 | 20.6% | 20.2% | \$733 | -37.9% | \$309 | -73.8% | 11 | 10.0% | 84.6% | \$527 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,038 | 0.0% | 11.2% | \$949 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,019 | 3/31/22 |
| | Total | \$28,691 | 80.4% | 14.8% | \$7,777 | 49.1% | (\$1,413) | -148.5% | 32 | 52.4% | 80.0% | \$2,829 | |
| Grand Total | | \$36,383 | 92.2% | 72.3% | \$8,548 | 44.9% | (\$1,413) | -148.1% | 36 | 56.5% | 81.8% | \$6,129 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 1 | \$1,102 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 13 | 1 | \$283 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 15 | 2 | \$1,385 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 32 | 16 | \$24,370 | 13 | 6 | \$10,824 | 0.46 | 5 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 3 | \$2,280 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 49 | 19 | \$26,650 | 16 | 6 | \$10,824 | 0.38 | 6 | 0 | \$0 | 0.0% | |
| Grand Total | | 64 | 21 | \$28,035 | 16 | 6 | \$10,824 | 0.38 | 6 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Laura Bensley

NICHOLAS INSURANCE SOLUTIONS LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1550 KENNETH RD STE 5

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1201586

YORK, PA 174082275

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7177642477 NIS.JODY@COMCAST.NET

1277375, ED TROY INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|---------------|------------------------------------|----------------|---------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$6,156 | 8.6% | -5.6% | \$2,988 | 9.0% | \$1,034 | 2.2% | 3 | 0.0% | 75.0% | \$2,052 | 2/28/22 |
| | Total | \$6,156 | 8.6% | -5.6% | \$2,988 | 9.0% | \$1,034 | 2.2% | 3 | 0.0% | 75.0% | \$2,052 | |
| Specialty | Dwelling Fire | \$9,401 | -50.4% | 1,319.0% | \$2,773 | -18.3% | (\$455) | -134.6% | 9 | -50.0% | 50.0% | \$1,045 | 3/31/22 |
| | Home | \$2,712 | -32.2% | 3.4% | \$1,160 | -45.6% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,356 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,901 | -21.1% | 36.6% | (\$37) | -122.2% | (\$111) | -81.3% | 14 | -22.2% | 70.0% | \$422 | 3/31/22 |
| | Rental M.H. | \$710 | 0.0% | 6.3% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$355 | 3/31/22 |
| | Total | \$18,724 | -39.9% | 747.3% | \$3,896 | -31.6% | (\$566) | -178.4% | 27 | -34.1% | 62.8% | \$3,177 | |
| Grand Total | | \$24,880 | -32.5% | 611.7% | \$6,884 | -18.4% | \$468 | -73.0% | 30 | -31.8% | 63.8% | \$5,229 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 126 | 1 | \$560 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 126 | 1 | \$560 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,035 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 2 | \$1,035 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 137 | 3 | \$1,595 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Samantha Stenstad | | | | ED TROY INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 1325 N RIVER ST STE 112 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1277375 | | | | PLAINS TOWNSHI PA 187021836 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5708237626 ED@ETROYINSURANCE.COM | | | | | |

1277405, D ARCY D SAMPSELL LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|-------------|----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$13,816 | 18.9% | 122.9% | \$452 | 23.5% | \$0 | -100.0% | 6 | -25.0% | 50.0% | \$2,303 | 2/28/22 |
| | Total | \$13,816 | 18.9% | 122.9% | \$452 | 23.5% | \$0 | -100.0% | 6 | -25.0% | 50.0% | \$2,303 | |
| Specialty | Dwelling Fire | \$1,223 | 4.1% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$612 | 3/31/22 |
| | MOBILE HOME | \$4,656 | 2.0% | 6.6% | \$2,189 | 3.8% | \$1,359 | 4.1% | 7 | 0.0% | 100.0% | \$665 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$5,879 | 3.7% | 5.8% | \$2,189 | 3.8% | \$1,359 | 4.1% | 9 | 0.0% | 100.0% | \$1,277 | |
| Grand Total | | \$19,695 | 13.9% | 87.5% | \$2,641 | 6.8% | \$1,359 | -2.8% | 15 | -11.8% | 71.4% | \$3,579 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 491 | 4 | \$1,186 | 75 | 0 | \$0 | 0 | 32 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 491 | 4 | \$1,186 | 75 | 0 | \$0 | 0 | 32 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 494 | 4 | \$1,186 | 77 | 0 | \$0 | 0 | 32 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Samantha Stenstad

D ARCY D SAMPSELL LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 28 BOUND AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277405

MILTON, PA 178471116

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5707422070 SAMPSELLAGENCY@GMAIL.COM

1277959, STOUFFER,LEROY P

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|---------------|---------------------------------|-----------------------|---------------|----------------|------------------|--|------------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$30,882 | -8.9% | 5.7% | \$4,292 | -51.5% | \$3,788 | 18.6% | 48 | -4.0% | 88.9% | \$643 | 3/31/22 | |
| | Home | \$1,219 | -6.9% | 9.5% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,219 | 3/31/22 | |
| | MOBILE HOME | \$29,198 | 14.5% | 6.9% | \$10,139 | 6.1% | \$1,975 | -46.4% | 46 | 9.5% | 93.9% | \$635 | 3/31/22 | |
| | Motorcycle | \$797 | -2.6% | 0.9% | \$91 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$266 | 3/31/22 | |
| | Off-Road Veh | \$1,548 | 20.1% | 3.4% | \$628 | -2.0% | \$355 | -2.5% | 13 | 30.0% | 100.0% | \$119 | 3/31/22 | |
| | Rental M.H. | \$4,009 | -15.4% | 6.7% | \$1,055 | -29.0% | \$0 | -100.0% | 10 | -9.1% | 83.3% | \$401 | 3/31/22 | |
| | Travel Trailer | \$3,403 | 93.2% | 7.4% | \$1,157 | 0.0% | \$1,157 | 0.0% | 6 | 20.0% | 85.7% | \$567 | 3/31/22 | |
| | Total | \$71,056 | 2.5% | 6.3% | \$17,362 | -20.5% | \$7,275 | -10.1% | 127 | 4.1% | 91.4% | \$3,850 | | |
| Grand Total | | \$71,056 | 2.5% | 6.3% | \$17,362 | -20.5% | \$7,275 | -10.1% | 127 | 4.1% | 91.4% | \$3,850 | | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 9 | 4 | \$2,075 | 5 | 3 | \$1,678 | 0.6 | 2 | 2 | \$1,094 | 100.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 11 | 7 | \$4,222 | 4 | 2 | \$759 | 0.5 | 2 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 3 | \$311 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$287 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$1,175 | 1 | 1 | \$395 | 1 | 1 | 1 | \$395 | 100.0% | 3/31/22 | |
| | Total | 27 | 17 | \$8,070 | 10 | 6 | \$2,832 | 0.6 | 5 | 3 | \$1,489 | 60.0% | | |
| Grand Total | | 27 | 17 | \$8,070 | 10 | 6 | \$2,832 | 0.6 | 5 | 3 | \$1,489 | 60.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Todd Langejans | | | | STOUFFER,LEROY P | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 107 W GEORGE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277959 | | | | CARMICHAELS, PA 153201209 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 7249667156 STOUFFERAGENCY@OUTLOOK.COM | | | | | |

1278022, THE REFICE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,307 | 2.0% | 7.9% | \$0 | -100.0% | \$0 | 0.0% | 1 | -66.7% | 33.3% | \$2,307 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$902 | 1.9% | 11.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$902 | 3/31/22 |
| | Motorcycle | \$407 | -1.7% | 3.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$407 | 3/31/22 |
| | Total | \$3,616 | 1.5% | 8.1% | \$0 | -100.0% | \$0 | 0.0% | 3 | -40.0% | 60.0% | \$3,616 | |
| Grand Total | | \$3,616 | 1.5% | 8.1% | \$0 | -100.0% | \$0 | 0.0% | 3 | -40.0% | 60.0% | \$3,616 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

1278112, GENESIS 50:20 LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,826 | 0.0% | 3.5% | \$1,559 | 0.0% | \$1,559 | 0.0% | 2 | 0.0% | 100.0% | \$2,913 | 2/28/22 |
| | Total | \$5,826 | 0.0% | 3.5% | \$1,559 | 0.0% | \$1,559 | 0.0% | 2 | 0.0% | 100.0% | \$2,913 | |
| Specialty | Dwelling Fire | \$29,597 | 254.7% | 6.5% | \$6,050 | 2,281.9% | \$1,292 | 0.0% | 12 | 71.4% | 85.7% | \$2,466 | 3/31/22 |
| | Home | \$2,450 | 14.1% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,450 | 3/31/22 |
| | MOBILE HOME | \$6,185 | 21.0% | 6.7% | \$1,788 | 29.5% | \$935 | 69.4% | 9 | 28.6% | 100.0% | \$687 | 3/31/22 |
| | Travel Trailer | \$317 | 18.3% | 6.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$317 | 3/31/22 |
| | Total | \$38,549 | 142.9% | 6.4% | \$7,838 | 379.4% | \$2,227 | 303.4% | 23 | 43.8% | 92.0% | \$5,921 | |
| Grand Total | | \$44,375 | 179.6% | 6.0% | \$9,397 | 474.7% | \$3,786 | 585.9% | 25 | 56.3% | 92.6% | \$8,834 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|--------------------------------|-----------------------|--------------|--------------|---------------------------|---------------|-----------------|--------------------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 2 | 2 | \$2,839 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 2 | \$2,839 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 16 | 7 | \$20,962 | 2 | 2 | \$5,839 | 1 | 1 | 1 | \$2,700 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$968 | 2 | 1 | \$383 | 0.5 | 2 | 1 | \$383 | 50.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 9 | \$21,930 | 4 | 3 | \$6,222 | 0.75 | 3 | 2 | \$3,083 | 66.7% | |
| Grand Total | | 21 | 11 | \$24,769 | 4 | 3 | \$6,222 | 0.75 | 3 | 2 | \$3,083 | 66.7% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Laura Bensley | | | | GENESIS 50:20 LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALE | Legal Business Entity | | | Address: 1422 HAMILTON ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278112 | | | ALLENTOWN, PA 181024233 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 6104335000 | | INFO@KRISKOINSURANCE.COM | | |

1278132, MIRENZI,JOSEPH J

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$8,483 | -12.6% | 5.0% | \$1,148 | -74.4% | \$1,127 | -25.4% | 9 | -10.0% | 69.2% | \$943 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,231 | 1.1% | 6.4% | \$569 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$558 | 3/31/22 |
| | Motorcycle | \$112 | -2.6% | 3.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$112 | 3/31/22 |
| | Rental M.H. | \$265 | 0.0% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$265 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$11,091 | -9.8% | 5.3% | \$1,717 | -66.0% | \$1,127 | -25.4% | 15 | -6.3% | 78.9% | \$1,877 | |
| Grand Total | | \$11,091 | -9.8% | 5.3% | \$1,717 | -66.0% | \$1,127 | -25.4% | 15 | -6.3% | 78.9% | \$1,877 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 3 | \$2,377 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 3 | \$2,377 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 3 | \$2,377 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Samantha Stenstad

MIRENZI,JOSEPH J

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 203 ZIEGLER ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278132

DUPONT, PA 186411921

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5706556487 JJMIRENZI@GMAIL.COM

1278499, MGARNETT ENTERPRISES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|--------------|------------------------------------|-----------------------|---------------|----------------|--------------------------|------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$16,075 | 1.0% | 0.0% | \$3,940 | -29.9% | \$478 | -79.2% | 26 | -10.3% | 83.9% | \$618 | 3/31/22 | |
| | Home | \$1,403 | -2.4% | 5.4% | \$1,403 | -2.4% | \$192 | -86.6% | 1 | 0.0% | 50.0% | \$1,403 | 3/31/22 | |
| | MOBILE HOME | \$3,094 | 57.7% | 128.9% | \$448 | 0.0% | \$448 | 0.0% | 5 | 66.7% | 100.0% | \$619 | 3/31/22 | |
| | Rental M.H. | \$596 | -42.0% | 6.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$596 | 3/31/22 | |
| | Total | \$21,168 | 4.0% | 16.1% | \$5,791 | -17.9% | \$1,118 | -70.1% | 33 | -2.9% | 84.6% | \$3,236 | | |
| Grand Total | | \$21,168 | 4.0% | 16.1% | \$5,791 | -17.9% | \$1,118 | -70.1% | 33 | -2.9% | 84.6% | \$3,236 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 3 | 2 | \$1,699 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$1,211 | 2 | 1 | \$1,211 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$1,122 | 1 | 1 | \$448 | 1 | 1 | 1 | \$448 | 100.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 7 | 5 | \$4,032 | 4 | 2 | \$1,659 | 0.5 | 3 | 1 | \$448 | 33.3% | | |
| Grand Total | | 7 | 5 | \$4,032 | 4 | 2 | \$1,659 | 0.5 | 3 | 1 | \$448 | 33.3% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Samantha Stenstad | | | | MGARNETT ENTERPRISES INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 345 PIERCE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278499 | | | | KINGSTON, PA 187045120 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | | | | | | |

1278563, MCMILLAN INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$12,469 | 303.7% | 0.9% | \$1,825 | -33.2% | \$0 | 0.0% | 6 | 200.0% | 85.7% | \$2,078 | 2/28/22 |
| | Personal Auto | \$46,825 | -28.8% | 98.4% | \$10,289 | -41.3% | \$4,693 | -63.2% | 21 | -27.6% | 37.5% | \$2,230 | 2/28/22 |
| | Total | \$59,294 | -13.9% | 83.3% | \$12,114 | -40.2% | \$4,693 | -63.2% | 27 | -12.9% | 42.9% | \$4,308 | |
| Specialty | Dwelling Fire | \$11,350 | 76.4% | 12.8% | \$1,281 | -177.4% | \$1,281 | 0.0% | 11 | 37.5% | 61.1% | \$1,032 | 3/31/22 |
| | Home | \$2,342 | 8.8% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,171 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$3,848 | -18.2% | 6.7% | \$841 | 289.4% | \$0 | -100.0% | 6 | 0.0% | 85.7% | \$641 | 3/31/22 |
| | Motorcycle | \$1,000 | 8.3% | 939.8% | \$483 | -47.7% | \$483 | -47.7% | 2 | 100.0% | 50.0% | \$500 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$90 | 0.0% | 13.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$90 | 3/31/22 |
| | Travel Trailer | \$425 | 0.0% | 10.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$425 | 3/31/22 |
| | Total | \$19,055 | 34.1% | 87.2% | \$2,605 | -605.8% | \$1,764 | 3.7% | 23 | 35.3% | 69.7% | \$3,859 | |
| Grand Total | | \$78,349 | -5.7% | 84.1% | \$14,719 | -25.4% | \$6,457 | -55.3% | 50 | 4.2% | 52.1% | \$8,167 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 7 | 5 | \$9,949 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 491 | 27 | \$31,507 | 71 | 2 | \$3,267 | 0.03 | 38 | 1 | \$2,474 | 2.6% | 2/28/22 |
| | Total | 498 | 32 | \$41,456 | 71 | 2 | \$3,267 | 0.03 | 38 | 1 | \$2,474 | 2.6% | |
| Specialty | Role: | 28 | 10 | \$10,583 | 11 | 1 | \$1,910 | 0.09 | 7 | 1 | \$1,910 | 14.3% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 4 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$841 | 6 | 1 | \$841 | 0.17 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 3 | \$867 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$90 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$425 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 55 | 16 | \$12,806 | 25 | 2 | \$2,751 | 0.08 | 13 | 1 | \$1,910 | 7.7% | |
| Grand Total | | 553 | 48 | \$54,262 | 96 | 4 | \$6,018 | 0.04 | 51 | 2 | \$4,384 | 3.9% | |

Curr Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Donald Krafcik

MCMILLAN INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Otes) * 100

#MULTIVALE

Legal Business Entity

Address: 2343 S QUEEN ST

PIE Retention Ratio = (PIE / (Last Yr PIE + R12 New Policies)) *100

I BEIJPN 1278563

YORK PA 174024938

Annual Average Premium = This Yr B12 NWR / PIF

1278634, DRAZICK INS & FINANCIAL SVS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|-----------------|--------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$8,106 | 0.0% | 250.1% | \$4,773 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$2,702 | 2/28/22 |
| | Personal Auto | \$44,683 | -54.9% | 149.4% | \$9,645 | -39.6% | \$6,101 | -45.9% | 23 | -53.1% | 35.4% | \$1,943 | 2/28/22 |
| | Total | \$52,789 | -46.7% | 152.5% | \$14,418 | -9.8% | \$6,101 | -45.9% | 26 | -46.9% | 38.2% | \$4,645 | |
| Specialty | Dwelling Fire | \$5,096 | 56.7% | 4.7% | \$1,129 | 1.2% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,019 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$6,303 | 10.6% | 7.0% | \$1,252 | 56.7% | \$463 | 0.0% | 11 | 10.0% | 91.7% | \$573 | 3/31/22 |
| | Motorcycle | \$248 | 12.2% | 4.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$248 | 3/31/22 |
| | Rental M.H. | \$2,200 | 111.3% | 7.7% | \$1,072 | 55.6% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,100 | 3/31/22 |
| | Travel Trailer | \$528 | 1.3% | 6.2% | \$214 | 15.7% | \$214 | 15.7% | 2 | 0.0% | 100.0% | \$264 | 3/31/22 |
| | Total | \$14,375 | 33.9% | 6.2% | \$3,667 | 31.5% | \$677 | 4.5% | 21 | 5.0% | 95.5% | \$3,204 | |
| Grand Total | | \$67,164 | -38.9% | 124.2% | \$18,085 | -3.6% | \$6,778 | -43.2% | 47 | -31.9% | 52.2% | \$7,849 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|--------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 6 | 3 | \$7,837 | 2 | 1 | \$4,773 | 0.5 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 1,121 | 16 | \$10,339 | 179 | 2 | \$3,451 | 0.01 | 82 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1,127 | 19 | \$18,176 | 181 | 3 | \$8,224 | 0.02 | 82 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 2 | \$884 | 6 | 1 | \$412 | 0.17 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 28 | 2 | \$884 | 9 | 1 | \$412 | 0.11 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 1,155 | 21 | \$19,060 | 190 | 4 | \$8,636 | 0.02 | 84 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Donald Krafjack

DRAZICK INS & FINANCIAL SVS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 6 N CENTRAL AVE 2ND FL

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278634

CANONSBURG, PA 153171302

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7247456603 AGENCY@INSUREWITHDIFS.COM

1278878, ANTHONY MERCADO AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|-------------|----------------|-----------------|--------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$23,381 | -23.0% | 19.4% | \$2,824 | -45.4% | \$1,953 | -42.9% | 13 | -31.6% | 61.9% | \$1,799 | 2/28/22 |
| | Total | \$23,381 | -23.0% | 19.4% | \$2,824 | -45.4% | \$1,953 | -42.9% | 13 | -31.6% | 61.9% | \$1,799 | |
| Specialty | Dwelling Fire | \$2,746 | 107.4% | 5.3% | \$1,417 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$915 | 3/31/22 |
| | Home | \$6,879 | 647.7% | 8.7% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$6,879 | 3/31/22 |
| | MOBILE HOME | \$12,784 | -5.5% | 6.5% | \$5,328 | -13.4% | \$1,204 | -52.9% | 19 | -13.6% | 86.4% | \$673 | 3/31/22 |
| | Motor Home | \$681 | -1.0% | 12.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$681 | 3/31/22 |
| | Rental M.H. | \$2,425 | 26.9% | 5.4% | \$993 | 128.8% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$1,213 | 3/31/22 |
| | Total | \$25,515 | 38.9% | 6.8% | \$7,738 | 109.4% | \$1,204 | -39.7% | 26 | -3.7% | 89.7% | \$10,361 | |
| Grand Total | | \$48,896 | 0.3% | 13.7% | \$10,562 | 19.1% | \$3,157 | -41.7% | 39 | -15.2% | 78.0% | \$12,159 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 57 | 2 | \$1,342 | 13 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 58 | 2 | \$1,342 | 13 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$1,417 | 2 | 1 | \$1,417 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$2,065 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 2 | \$3,482 | 3 | 1 | \$1,417 | 0.33 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 63 | 4 | \$4,824 | 16 | 1 | \$1,417 | 0.06 | 8 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Samantha Stenstad

ANTHONY MERCADO AGENCY, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 217 E MARKET ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278878

ORWIGSBURG, PA 179611938

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5703662368 ANTHONY.MERCADO@MERCADOINSGROUP.COM

127882, MERCADO,ANTHONY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Samantha Stenstad

MERCADO,ANTHONY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 217 E MARKET ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278878

ORWIGSBURG, PA 179611938

Annual Average Premium = This Yr R12 NWP / PIF

1278878 Phone/Email: 5703662368 ANTHONY.MERCADO@MERCADOINSGROUP.COM

1279231, DANIEL CONVILLE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|--------------|---------------------------------|-----------------------|---------------|----------------|-----------------------------|--|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$-501 | -151.2% | 7.5% | (\$459) | -157.4% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$-501 | -151.2% | 7.5% | (\$459) | -157.4% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$9,174 | -20.6% | 54.9% | (\$37) | -104.8% | \$797 | 3.8% | 16 | -20.0% | 80.0% | \$573 | 3/31/22 | |
| | Home | \$1,531 | 10.9% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,531 | 3/31/22 | |
| | MOBILE HOME | \$24,993 | 3.2% | 6.6% | \$3,346 | -25.2% | \$1,280 | -15.1% | 38 | -5.0% | 86.4% | \$658 | 3/31/22 | |
| | Motorcycle | \$150 | 0.0% | 3.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$75 | 3/31/22 | |
| | Off-Road Veh | \$75 | 0.0% | 3.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 | |
| | Rental M.H. | \$4,536 | -8.1% | 6.2% | \$1,639 | -24.1% | \$245 | -67.9% | 9 | -10.0% | 90.0% | \$504 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$40,459 | -4.4% | 18.6% | \$4,948 | -33.1% | \$2,322 | -23.6% | 67 | -9.5% | 85.9% | \$3,416 | | |
| Grand Total | | \$39,958 | -7.7% | 18.5% | \$4,489 | -45.2% | \$2,322 | -33.2% | 67 | -10.7% | 83.8% | \$3,416 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 106 | 1 | \$518 | 20 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 106 | 1 | \$518 | 20 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 13 | 4 | \$3,267 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 21 | 4 | \$3,267 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | | |
| Grand Total | | 127 | 5 | \$3,785 | 24 | 0 | \$0 | 0 | 9 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Todd Langejans | | | | DANIEL CONVILLE AGENCY, LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 237 E MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1279231 | | | | EVANS CITY, PA 160331219 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 7244323775 DCONVILLE@CONVILLEAGENCY.COM | | | | | |

1279455, KYLE GOYNE INS SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FARM

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$14,027 | 0.4% | 11.3% | \$5,887 | 7.4% | \$1,750 | 7.0% | 20 | 11.1% | 87.0% | \$701 | 3/31/22 |
| | MOBILE HOME | \$3,230 | 38.3% | 19.3% | \$0 | 0.0% | \$0 | 0.0% | 6 | 50.0% | 85.7% | \$538 | 3/31/22 |
| | Total | \$17,257 | 5.8% | 12.7% | \$5,887 | 7.4% | \$1,750 | 7.0% | 26 | 18.2% | 86.7% | \$1,240 | |
| Grand Total | | \$17,257 | 5.8% | 12.7% | \$5,887 | 7.4% | \$1,750 | 7.0% | 26 | 18.2% | 86.7% | \$1,240 | |

1280018, STASKO,SCOTT THOMAS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|--------------|------------------------------------|-----------------------|---------------|----------------|---------------------|---|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$3,304 | 30.9% | 4.7% | \$2,708 | 9.1% | \$2,090 | 10.9% | 3 | 0.0% | 100.0% | \$1,101 | 3/31/22 | |
| | Home | \$1,536 | -17.1% | 4.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,536 | 3/31/22 | |
| | MOBILE HOME | \$11,045 | 3.9% | 50.1% | \$3,025 | -26.7% | \$1,628 | -5.7% | 18 | 5.9% | 90.0% | \$614 | 3/31/22 | |
| | Motorcycle | \$68 | 0.0% | 12.1% | (\$207) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$1,751 | 0.0% | 264.1% | \$585 | 0.0% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$584 | 3/31/22 | |
| | Total | \$17,704 | 5.7% | 58.6% | \$6,111 | -15.0% | \$3,718 | -11.4% | 25 | 4.2% | 89.3% | \$3,835 | | |
| Grand Total | | \$17,704 | 3.2% | 52.9% | \$6,111 | -15.0% | \$3,718 | -11.4% | 25 | 4.2% | 89.3% | \$3,835 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 3 | \$1,551 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$275 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 5 | 4 | \$1,826 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 5 | 4 | \$1,826 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Samantha Stenstad | | | | STASKO,SCOTT THOMAS | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 75 N MARKET ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280018 | | | | NANTICOKE, PA 186341438 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 5707355033 STASKOS@STASKOINSURANCE.COM | | | | | |

1280687, VALERA AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,374 | 138.0% | 173.8% | (\$734) | -255.2% | \$0 | 0.0% | 1 | -50.0% | 25.0% | \$5,374 | 2/28/22 |
| | Total | \$5,374 | 138.0% | 173.8% | (\$734) | -255.2% | \$0 | 0.0% | 1 | -50.0% | 25.0% | \$5,374 | |
| Specialty | Dwelling Fire | \$8,325 | -6.3% | 4.1% | \$3,284 | 9.2% | \$1,270 | 8.4% | 9 | -10.0% | 81.8% | \$925 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | (\$1,025) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$7,533 | 4.2% | 19.5% | \$2,893 | 26.9% | \$2,053 | 1.1% | 13 | 0.0% | 81.3% | \$579 | 3/31/22 |
| | Motorcycle | \$1,227 | -11.0% | -0.2% | \$1,227 | -11.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,227 | 3/31/22 |
| | Total | \$17,085 | -2.3% | 10.4% | \$6,379 | -4.3% | \$3,323 | 3.8% | 23 | -4.2% | 79.3% | \$2,731 | |
| Grand Total | | \$22,459 | 13.7% | 51.9% | \$5,645 | -20.9% | \$3,323 | 3.8% | 24 | -7.7% | 72.7% | \$8,105 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|--------------------------------|-----------------------|--------------|--------------|---|----------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 3 | 2 | \$3,263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 3 | 2 | \$3,263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 5 | 1 | \$1,260 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$1,025 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 3 | \$1,667 | 2 | 2 | \$800 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 12 | 5 | \$3,952 | 3 | 2 | \$800 | 0.67 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 15 | 7 | \$7,215 | 3 | 2 | \$800 | 0.67 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Laura Bensley | | | | VALERA AGENCY INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 1640 BROOKSIDE RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280687 | | | | MACUNGIE, PA 180629732 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 4846614860 CLARAF@VALERAAGENCY.COM | | | | | | |

1281039, STENNITT INS & FINANCIAL LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$8,780 | 57.0% | 44.2% | \$307 | 52.0% | \$239 | 18.3% | 2 | -33.3% | 66.7% | \$4,390 | 2/28/22 |
| | Total | \$8,780 | 57.0% | 44.2% | \$307 | 52.0% | \$239 | 18.3% | 2 | -33.3% | 66.7% | \$4,390 | |
| Specialty | Dwelling Fire | \$3,564 | 44.4% | 6.4% | \$546 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 100.0% | \$1,188 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$11,332 | 171.7% | 22.7% | \$1,743 | 0.0% | \$1,305 | 0.0% | 14 | 55.6% | 82.4% | \$809 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$663 | -70.2% | 2.6% | \$569 | 0.0% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$663 | 3/31/22 |
| | Total | \$15,559 | 74.2% | 17.3% | \$2,858 | 402.3% | \$1,305 | 129.3% | 18 | 38.5% | 81.8% | \$2,660 | |
| Grand Total | | \$24,339 | 67.5% | 28.8% | \$3,165 | 310.5% | \$1,544 | 100.3% | 20 | 25.0% | 80.0% | \$7,050 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 32 | 0 | \$0 | 11 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 32 | 0 | \$0 | 11 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 1 | \$532 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 8 | \$4,989 | 1 | 1 | \$438 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 9 | \$5,521 | 1 | 1 | \$438 | 1 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 45 | 9 | \$5,521 | 12 | 1 | \$438 | 0.08 | 4 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Todd Langejans

STENNITT INS & FINANCIAL LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 117 N ALLEGHENY ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281039

BELLEFONTE, PA 168231626

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8142519886 BRIANSR@STENNITTINSURANCE.COM

1281087, STINC INCORPORATED

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|---------------|------------------------------------|----------------|---------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$4,322 | -34.1% | 3.4% | (\$188) | -112.5% | (\$188) | -112.5% | 2 | -50.0% | 40.0% | \$2,161 | 2/28/22 |
| | Total | \$4,322 | -34.1% | 3.4% | (\$188) | -112.5% | (\$188) | -112.5% | 2 | -50.0% | 40.0% | \$2,161 | |
| Specialty | Dwelling Fire | \$9,501 | -32.7% | 99.4% | \$3,138 | 36.9% | \$1,456 | 78.9% | 12 | -14.3% | 75.0% | \$792 | 3/31/22 |
| | Home | \$1,540 | -12.4% | 4.6% | \$1,540 | -12.4% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,540 | 3/31/22 |
| | MOBILE HOME | \$4,963 | -10.1% | 967.6% | \$1,166 | -24.0% | \$1,166 | -24.0% | 9 | -10.0% | 90.0% | \$551 | 3/31/22 |
| | Motorcycle | \$586 | 187.3% | 8.9% | \$194 | -4.9% | \$0 | 0.0% | 3 | 200.0% | 100.0% | \$195 | 3/31/22 |
| | Off-Road Veh | \$545 | 9.7% | 3.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$545 | 3/31/22 |
| | Rental M.H. | \$287 | 0.0% | 6.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$287 | 3/31/22 |
| | Travel Trailer | \$543 | 9.0% | 6.1% | \$543 | 15.8% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$543 | 3/31/22 |
| | Total | \$17,965 | -21.5% | 325.0% | \$6,581 | 5.2% | \$2,622 | 15.0% | 28 | -3.4% | 84.8% | \$4,454 | |
| Grand Total | | \$22,287 | -24.3% | 252.6% | \$6,393 | -17.6% | \$2,434 | -35.6% | 30 | -9.1% | 78.9% | \$6,615 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 7 | 1 | \$1,241 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 7 | 1 | \$1,241 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 2 | \$2,569 | 2 | 1 | \$1,446 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$392 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 4 | \$2,961 | 4 | 1 | \$1,446 | 0.25 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 19 | 5 | \$4,202 | 4 | 1 | \$1,446 | 0.25 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Samantha Stenstad | | | | STINC INCORPORATED | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 75 N MARKET ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1281087 | | | | NANTICOKE, PA 186341438 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5707355034 STASKOC@STASKOINSURANCE.COM | | | | | |

1288238, VU AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|-----------------|---------------|----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/23 |
| | Personal Auto | \$5,117 | 55.4% | 158.0% | \$348 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 28.6% | \$2,559 | 2/28/23 |
| | Total | \$5,117 | 55.4% | 158.0% | \$348 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 28.6% | \$2,559 | |
| Specialty | Dwelling Fire | \$72,290 | -14.8% | 13.2% | \$19,697 | -15.3% | \$5,977 | 35.3% | 87 | -15.5% | 72.5% | \$831 | 3/31/23 |
| | Total | \$72,290 | -14.8% | 13.2% | \$19,697 | -15.3% | \$5,977 | 35.3% | 87 | -15.5% | 72.5% | \$831 | |
| Grand Total | | \$77,407 | -12.2% | 22.3% | \$20,045 | -13.8% | \$5,977 | 35.3% | 89 | -15.2% | 70.1% | \$3,389 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|---------------------------------|-----------------------|--------------|--------------|----------------|----------------------------|--------------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/2023 | |
| | Role: | 36 | 5 | \$3,424 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/2023 | |
| | Total | 36 | 5 | \$3,424 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 52 | 17 | \$19,329 | 10 | 1 | \$2,686 | 0.1 | 7 | 1 | \$2,686 | 14.3% | 3/31/2023 | |
| | Total | 52 | 17 | \$19,329 | 10 | 1 | \$2,686 | 0.1 | 7 | 1 | \$2,686 | 14.3% | | |
| Grand Total | | 88 | 22 | \$22,753 | 14 | 1 | \$2,686 | 0.07 | 8 | 1 | \$2,686 | 12.5% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: APMF-3010 Open | | | | VU AGENCY LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 5406 HOWLAND ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1288238 | | | | PHILADELPHIA, PA 191242310 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 2157438620 | VUAGENCY@GMAIL.COM | | | | |

1288253, MYLET & MUSSELMAN INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------|--------------|------------------|-----------------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/23 |
| | Personal Auto | \$641 | -53.4% | -0.1% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/23 |
| | Total | \$641 | -53.4% | -0.1% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$8,870 | 6.1% | 4.4% | \$2,222 | 7.8% | \$1,158 | 10.4% | 8 | 0.0% | 100.0% | \$1,109 | 3/31/23 |
| | Home | \$-199 | -200.0% | 201.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/23 |
| | MOBILE HOME | \$3,018 | -14.8% | 5.1% | \$0 | -100.0% | \$0 | -100.0% | 6 | 0.0% | 100.0% | \$503 | 3/31/23 |
| | Rental M.H. | \$749 | 0.0% | 6.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$749 | 3/31/23 |
| | Total | \$12,438 | -3.2% | 4.6% | \$2,222 | 11.9% | \$1,158 | 19.0% | 15 | -6.3% | 93.8% | \$2,361 | |
| Grand Total | | \$13,079 | -8.1% | 4.3% | \$2,222 | 15.5% | \$1,158 | 26.1% | 15 | -11.8% | 88.2% | \$2,361 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/23 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/23 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/23 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/23 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/23 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/23 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | MYLET & MUSSelman Insurance Group LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 147 Carlisle St | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1288253 | | | GETTYSBURG, PA 173251809 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7173341161 JILLIAN@MYLETMUSSelman.COM | | | | | |

1288255, STRUBLE,JILLIAN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | MOBILE HOME | \$1,373 | 13.4% | 21.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,373 | 3/31/22 |
| | Total | \$1,373 | 13.4% | 21.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,373 | |
| Grand Total | | \$1,373 | 13.4% | 21.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,373 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

STRUBLE,JILLIAN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 147 CARLISLE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1288253

GETTYSBURG, PA 173251809

Annual Average Premium = This Yr R12 NWP / PIF

1288253 Phone/Email: 7173341161 JILLIAN@MYLETMUSSELMAN.COM

1288258, MYLET & MUSSELMAN INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MYLET & MUSSELMAN INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 59 S MOUNTAIN BLVD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1288253

MOUNTAIN TOP, PA 187071126

Annual Average Premium = This Yr R12 NWP / PIF

1288253 Phone/Email: 5074746626 JILLIAN@MYLETMUSSELMAN.COM

1288263, STRUBLE,JILLIAN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|----------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | STRUBLE,JILLIAN | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Personal Auto SUB | | | | Address: 59 S MOUNTAIN BLVD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1288253 | | | | MOUNTAIN TOP, PA 187071126 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1288258 Phone/Email: 7173341161 JILLIAN@MYLETMUSSELMAN.COM | | | | | |

1288437, GASBARRO,DAVID A

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|--------------|---------------------------------|-----------------------|---------------|----------------|------------------|--|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$32,305 | -13.2% | 9.2% | \$12,822 | -9.1% | \$4,204 | -42.8% | 43 | -4.4% | 79.6% | \$751 | 3/31/22 | |
| | Home | \$3,251 | 0.0% | 10.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,626 | 3/31/22 | |
| | MOBILE HOME | \$9,026 | 82.1% | 10.0% | \$962 | -64.5% | (\$936) | 0.0% | 12 | 100.0% | 80.0% | \$752 | 3/31/22 | |
| | Off-Road Veh | \$76 | -2.6% | 3.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$76 | 3/31/22 | |
| | Rental M.H. | \$1,562 | 93.8% | 7.5% | \$481 | 0.0% | \$481 | 0.0% | 3 | 200.0% | 100.0% | \$521 | 3/31/22 | |
| | Total | \$46,220 | 7.4% | 9.3% | \$14,265 | -15.2% | \$3,749 | -49.0% | 61 | 15.1% | 81.3% | \$3,726 | | |
| Grand Total | | \$46,220 | 7.4% | 9.3% | \$14,265 | -15.2% | \$3,749 | -49.0% | 61 | 15.1% | 81.3% | \$3,726 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 34 | 9 | \$9,644 | 13 | 3 | \$2,681 | 0.23 | 0 | 1 | \$868 | 0.0% | 3/31/22 | |
| | Role: | 4 | 2 | \$3,218 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 15 | 9 | \$7,314 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 2 | \$816 | 1 | 1 | \$481 | 1 | 1 | 1 | \$481 | 100.0% | 3/31/22 | |
| | Total | 56 | 22 | \$20,992 | 16 | 4 | \$3,162 | 0.25 | 2 | 2 | \$1,349 | 100.0% | | |
| Grand Total | | 56 | 22 | \$20,992 | 16 | 4 | \$3,162 | 0.25 | 2 | 2 | \$1,349 | 100.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Todd Langejans | | | | GASBARRO,DAVID A | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 215 N PITTSBURGH ST STE A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1288437 | | | | CONNELLSVILLE, PA 154253240 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 7246288744 DAVE@GASBARROINSURANCE.COM | | | | | |

1289279, JEFFREY JAMES INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,039 | 0.4% | 1.1% | \$1,279 | 2.2% | \$0 | 0.0% | 3 | 50.0% | 150.0% | \$1,680 | 2/28/22 |
| | Total | \$5,039 | 0.4% | 1.1% | \$1,279 | 2.2% | \$0 | 0.0% | 3 | 50.0% | 150.0% | \$1,680 | |
| Specialty | Dwelling Fire | \$8,258 | 67.4% | 3.6% | \$1,810 | 98.0% | \$1,329 | 5.9% | 10 | 25.0% | 125.0% | \$826 | 3/31/22 |
| | Home | \$4,831 | 0.0% | 10.2% | (\$971) | 0.0% | \$0 | 0.0% | 2 | 0.0% | 0.0% | \$2,416 | 3/31/22 |
| | MOBILE HOME | \$10,629 | 94.5% | 8.4% | \$3,475 | 70.1% | \$1,867 | 144.1% | 17 | 41.7% | 106.3% | \$625 | 3/31/22 |
| | Off-Road Veh | \$75 | 0.0% | 3.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 |
| | Rental M.H. | \$1,528 | 0.0% | 12.1% | \$920 | 0.0% | \$920 | 0.0% | 1 | 0.0% | 0.0% | \$1,528 | 3/31/22 |
| | Total | \$25,321 | 141.8% | 7.4% | \$5,234 | 77.0% | \$4,116 | 103.8% | 31 | 47.6% | 124.0% | \$5,470 | |
| Grand Total | | \$30,360 | 95.9% | 5.9% | \$6,513 | 54.8% | \$4,116 | 103.8% | 34 | 47.8% | 125.9% | \$7,149 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 88 | 0 | \$0 | 26 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 89 | 0 | \$0 | 26 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 4 | \$3,017 | 1 | 1 | \$569 | 1 | 1 | 1 | \$569 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 4 | \$3,017 | 1 | 1 | \$569 | 1 | 1 | 1 | \$569 | 100.0% | |
| Grand Total | | 101 | 4 | \$3,017 | 27 | 1 | \$569 | 0.04 | 14 | 1 | \$569 | 7.1% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Todd Langejans

JEFFREY JAMES INSURANCE GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1002 OLD HICKORY LN

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289279

JEFFERSON HILLS PA 150253443

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4129271744 JEFF@THEJEFFJAMESAGENCY.COM

1290047, TEETS,JOEL DAVID

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|------------------------------------|----------------|-----------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$30,401 | 57.4% | 9.7% | \$5,411 | 10,305.8% | \$3,936 | -285.0% | 26 | -7.1% | 81.3% | \$1,169 | 3/31/22 |
| | Home | \$3,395 | 8.8% | 6.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,698 | 3/31/22 |
| | MOBILE HOME | \$2,212 | -16.9% | 21.4% | \$339 | 2.1% | \$339 | 2.1% | 4 | -20.0% | 80.0% | \$553 | 3/31/22 |
| | Rental M.H. | \$228 | 0.0% | 12.0% | \$114 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$228 | 3/31/22 |
| | Travel Trailer | \$541 | 17.4% | 6.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$271 | 3/31/22 |
| | Total | \$36,777 | 43.9% | 10.2% | \$5,864 | 1,427.1% | \$4,275 | -338.2% | 35 | -5.4% | 83.3% | \$3,918 | |
| Grand Total | | \$36,777 | 37.0% | 10.2% | \$5,864 | 1,427.1% | \$4,275 | -338.2% | 35 | -5.4% | 83.3% | \$3,918 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 12 | 4 | \$7,375 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$114 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 5 | \$7,489 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 14 | 5 | \$7,489 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Laura Bensley | | | | TEETS,JOEL DAVID | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 2 VILLAGE RD STE 3 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1290047 | | | | HORSHAM, PA 190443817 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6106230800 JOEL@TIGINSURESME.COM | | | | | |

1290217, HOPKINS-CALCEK,KRISTIN RANEE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|---------------|----------------|--------------|---------------|------------|----------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,587 | -54.5% | -12.8% | \$0 | -100.0% | \$0 | -100.0% | 4 | -33.3% | 50.0% | \$1,397 | 2/28/22 |
| | Total | \$5,587 | -54.5% | -12.8% | \$0 | -100.0% | \$0 | -100.0% | 4 | -33.3% | 50.0% | \$1,397 | |
| Specialty | Dwelling Fire | \$1,484 | -15.2% | 2.8% | \$537 | 3.3% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$495 | 3/31/22 |
| | MOBILE HOME | \$2,094 | 0.2% | 6.4% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$524 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$3,578 | -6.9% | 4.7% | \$537 | 3.3% | \$0 | 0.0% | 7 | -12.5% | 87.5% | \$1,018 | |
| Grand Total | | \$9,165 | -43.2% | -6.0% | \$537 | -19.5% | \$0 | -100.0% | 11 | -21.4% | 68.8% | \$2,415 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 4 | 2 | \$1,599 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 4 | 2 | \$1,599 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 7 | 2 | \$1,599 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

HOPKINS-CALCEK,KRISTIN RANEE

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 115 THORNTON RD REAR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1290217

BROWNSVILLE, PA 154179607

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7247859596 KRISTIN@KRISTINHOPKINSAGENCY.COM

1291406, DIMEGLIO INSURANCE ASSOC INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|--------------|------------------|-----------------------|---------------|----------------|----------------|------------------------------|-------------------|-----------------|-------------------------|----------------|
| Auto | Commercial Auto | \$2,292 | 0.0% | 2.3% | (\$790) | 0.0% | \$0 | 0.0% | 1 | 0.0% | 20.0% | \$2,292 | 2/28/22 |
| | Personal Auto | \$24,131 | 28.5% | 246.5% | (\$116) | -101.0% | \$1,019 | -88.4% | 6 | -71.4% | 16.7% | \$4,022 | 2/28/22 |
| | Total | \$26,423 | 40.7% | 234.2% | (\$906) | -107.4% | \$1,019 | -88.4% | 7 | -66.7% | 17.1% | \$6,314 | |
| Specialty | Dwelling Fire | \$3,637 | 41.6% | 7.3% | \$1,687 | 6.8% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,212 | 3/31/22 |
| | Off-Road Veh | \$-5 | -102.0% | -43.8% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$3,632 | 29.2% | 6.7% | \$1,687 | 6.8% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$1,212 | |
| Grand Total | | \$30,055 | 39.2% | 214.0% | \$781 | -94.3% | \$1,019 | -88.4% | 10 | -60.0% | 22.2% | \$7,526 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 9 | 5 | \$6,438 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 188 | 15 | \$15,344 | 18 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 197 | 20 | \$21,782 | 19 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 197 | 20 | \$21,782 | 19 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Laura Bensley | | | | DIMEGLIO INSURANCE ASSOC INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 14 BROOKLINE BLVD | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1291406 | | | | HAVERTOWN, | PA | | 190833802 | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 6107896131 | | DAVE@DIMEGLIOAGENCY.COM | |

1292157, DIMEGLIO INSURANCE ASSOC INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,530 | -68.4% | -13.8% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$5,530 | -68.4% | -13.8% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$16,618 | -17.4% | 37.6% | \$4,578 | -39.2% | (\$1,402) | 0.0% | 14 | -17.6% | 82.4% | \$1,187 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | -9.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$16,618 | -18.1% | 37.5% | \$4,578 | -39.2% | (\$1,402) | 0.0% | 14 | -22.2% | 77.8% | \$1,187 | |
| Grand Total | | \$22,148 | -41.4% | 21.2% | \$4,578 | -54.2% | (\$1,402) | -257.4% | 14 | -39.1% | 60.9% | \$1,187 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|---------------|--------------|------------------------------|----------------|---------------|------------------------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Laura Bensley | | DIMEGLIO INSURANCE ASSOC INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | Address: 4554 RISING SUN AVE | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1291406 | | PHILADELPHIA, PA 191401632 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | 1291406 | Phone/Email: | 2154572911 | MSANTIAGO@DIMEGLIOAGENCY.COM | | | |

1294861, WILLIE MANLEY AGENCY & ASSOCIATES, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|-------------|----------------|-----------------|---------------|----------------|----------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$2,494 | -3.9% | 1.7% | \$1,247 | 2.4% | \$1,247 | 2.4% | 1 | 0.0% | 100.0% | \$2,494 | 2/28/22 |
| | Total | \$2,494 | -3.9% | 1.7% | \$1,247 | 2.4% | \$1,247 | 2.4% | 1 | 0.0% | 100.0% | \$2,494 | |
| Specialty | Dwelling Fire | \$160,748 | 5.6% | 136.6% | \$19,239 | -29.9% | (\$1,591) | -119.0% | 94 | -4.1% | 82.5% | \$1,710 | 3/31/22 |
| | Home | \$2,620 | 12.3% | 7.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$2,620 | 3/31/22 |
| | Total | \$163,368 | 5.7% | 134.6% | \$19,239 | -29.9% | (\$1,591) | -119.0% | 95 | -4.0% | 82.6% | \$4,330 | |
| Grand Total | | \$165,862 | 5.6% | 132.6% | \$20,486 | -28.6% | (\$344) | -103.6% | 96 | -4.0% | 82.8% | \$6,824 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|---------------------------------|-----------------------|--------------|---|----------------------------|---------------|-------------------------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 58 | 16 | \$26,226 | 13 | 2 | \$3,756 | 0.15 | 9 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 58 | 16 | \$26,226 | 13 | 2 | \$3,756 | 0.15 | 9 | 0 | \$0 | 0.0% | | |
| Grand Total | | 58 | 16 | \$26,226 | 13 | 2 | \$3,756 | 0.15 | 9 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: APMF-3010 Open | | | WILLIE MANLEY AGENCY & ASSOCIATES, INC. | | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 5942 OLD YORK RD | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1294861 | | | PHILADELPHIA, PA 191411871 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 2159271490 | WILLIE@WILLIEMANLEYAGENCY.COM | | | | |

1294868, MANLEY,WILLIETTE L

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|---------------|----------------|----------------|-------------|----------------|--------------|----------|----------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Home | \$1 | -99.7% | 8.3% | (\$262) | 0.0% | (\$262) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$1 | -99.7% | 8.3% | (\$262) | 0.0% | (\$262) | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Grand Total | | \$1 | -99.7% | 8.3% | (\$262) | 0.0% | (\$262) | 0.0% | 0 | -100.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: APMF-3010 Open

MANLEY,WILLIETTE L

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 5942 OLD YORK RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1294861

PHILADELPHIA, PA 191411871

Annual Average Premium = This Yr R12 NWP / PIF

1294861 Phone/Email: 2159271490 WILLIE@WILLIEMANAGEMENT.COM

1296712, ALLING AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|----------------|---------------|--------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$2,078 | -78.8% | 258.4% | (\$784) | -158.2% | (\$1,577) | 665.5% | 1 | -83.3% | 12.5% | \$2,078 | 2/28/22 |
| | Total | \$2,078 | -78.8% | 258.4% | (\$784) | -158.2% | (\$1,577) | 665.5% | 1 | -83.3% | 12.5% | \$2,078 | |
| Specialty | Dwelling Fire | \$13,603 | 23.6% | 4.9% | \$4,036 | -0.4% | \$1,261 | -10.3% | 15 | -6.3% | 88.2% | \$907 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$3,536 | 2.1% | 5.1% | \$1,584 | 63.1% | \$612 | -61,300.0% | 5 | -16.7% | 83.3% | \$707 | 3/31/22 |
| | Rental M.H. | \$531 | 0.0% | 12.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$531 | 3/31/22 |
| | Total | \$17,670 | 22.1% | 5.0% | \$5,620 | 19.3% | \$1,873 | 71.4% | 21 | -4.5% | 87.5% | \$2,145 | |
| Grand Total | | \$19,748 | -18.7% | 68.7% | \$4,836 | -20.2% | \$296 | -66.6% | 22 | -21.4% | 68.8% | \$4,223 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|---------------------------------|-----------------------|--------------|--------------|---|---------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 231 | 2 | \$3,736 | 20 | 1 | \$653 | 0.05 | 7 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 231 | 2 | \$3,736 | 20 | 1 | \$653 | 0.05 | 7 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 7 | 1 | \$2,108 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$531 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 11 | 2 | \$2,639 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 242 | 4 | \$6,375 | 24 | 1 | \$653 | 0.04 | 7 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Todd Langejans | | | | ALLING AGENCY, LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 4790 WILLIAM FLYNN HWY | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1296712 | | | | ALLISON PARK, PA 151012459 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7244493993 WAYNE@ALLINGAGENCYLLC.COM | | | | | | |

1301910, THE KEVIN J HALPIN AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,184 | 4.3% | 4.9% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$592 | 3/31/22 |
| | MOBILE HOME | \$1,563 | 1.7% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$782 | 3/31/22 |
| | Total | \$2,747 | 2.8% | 4.8% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$1,374 | |
| Grand Total | | \$2,747 | -25.5% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$1,374 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------------------------|----------------|---------------|----------------------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 19 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 19 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 20 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Samantha Stenstad | | THE KEVIN J HALPIN AGENCY INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | Address: 308 N MAIN ST STE 600 | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1301910 | | CHALFONT, PA 189142714 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 2159971834 | | KEVIN@HALPIN-INSURANCE.COM | | | |

1309524, PANICHELLE FINANCIAL GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------------|--------------|----------------|-----------------|---------------|----------------|---------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$2,744 | -63.3% | 2.5% | \$1,881 | -36.6% | \$1,881 | -12.9% | 1 | -50.0% | 50.0% | \$2,744 | 2/28/22 |
| | Total | \$2,744 | -63.3% | 2.5% | \$1,881 | -36.6% | \$1,881 | -12.9% | 1 | -50.0% | 50.0% | \$2,744 | |
| Specialty | Dwelling Fire | \$53,041 | -5.4% | 12.1% | \$8,139 | -22.1% | (\$557) | -154.7% | 79 | -7.1% | 84.9% | \$671 | 3/31/22 |
| | Home | \$0 | -100.0% | 2.7% | (\$1,129) | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$50,839 | 2.6% | 7.3% | \$10,174 | -19.3% | \$2,201 | 69.4% | 86 | -3.4% | 91.5% | \$591 | 3/31/22 |
| | Motorcycle | \$4,806 | 4.7% | 3.1% | \$2,493 | 2.0% | \$1,030 | -1.5% | 26 | -3.7% | 96.3% | \$185 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$566 | 0.0% | 1.9% | \$335 | -1.8% | \$75 | 0.0% | 7 | 0.0% | 100.0% | \$81 | 3/31/22 |
| | Rental M.H. | \$3,955 | -15.9% | 76.6% | (\$398) | -178.3% | (\$373) | -324.7% | 13 | -13.3% | 86.7% | \$304 | 3/31/22 |
| | Travel Trailer | \$1,148 | 7.5% | 6.3% | \$107 | 17.6% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$287 | 3/31/22 |
| | Total | \$114,355 | -3.3% | 12.0% | \$19,721 | -25.4% | \$2,376 | -34.1% | 215 | -5.7% | 89.2% | \$2,119 | |
| Grand Total | | \$117,099 | -6.9% | 11.6% | \$21,602 | -26.5% | \$4,257 | -26.1% | 216 | -6.1% | 88.9% | \$4,863 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 36 | 8 | \$6,256 | 3 | 2 | \$1,444 | 0.67 | 2 | 2 | \$1,444 | 100.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 20 | 5 | \$3,525 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 63 | 13 | \$9,781 | 7 | 2 | \$1,444 | 0.29 | 4 | 2 | \$1,444 | 50.0% | |
| Grand Total | | 63 | 13 | \$9,781 | 7 | 2 | \$1,444 | 0.29 | 4 | 2 | \$1,444 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Donald Krafjack

PANICHELLE FINANCIAL GROUP LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 4345 OLD WILLIAM PENN HWY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1309524

MURRYSVILLE, PA 156681949

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7243272600 RON@MYPFG.COM

1309527, PANICHELLE,RONALD M

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-------------|--------------|--------------|----------------------------------|--------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Motorcycle | \$874 | 89.6% | 12.1% | \$495 | 7.4% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$437 | 3/31/22 |
| | Total | \$874 | 89.6% | 12.1% | \$495 | 7.4% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$437 | |
| Grand Total | | \$874 | 89.6% | 12.1% | \$495 | 7.4% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$437 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 2 | 1 | \$392 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 1 | \$392 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 1 | \$392 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Donald Krafjack | | | | PANICHELLE,RONALD M | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Motorcycle SUB | | | | Address: 4345 OLD WILLIAM PENN HWY | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1309524 | | | | MURRYSVILLE, PA 156681949 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1309524 Phone/Email: 7243272600 RON@MYPFG.COM | | | | | |

1310517, WADE TIMOTHY P INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$42,204 | -7.5% | 21.8% | \$2,520 | -65.5% | \$6,382 | 134.7% | 34 | -15.0% | 70.8% | \$1,241 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,385 | 453.4% | 15.1% | \$977 | 0.0% | \$977 | 0.0% | 2 | 100.0% | 100.0% | \$1,193 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$44,589 | -3.2% | 21.6% | \$3,497 | -52.2% | \$7,359 | 170.7% | 36 | -12.2% | 72.0% | \$2,434 | |
| Grand Total | | \$44,589 | -4.9% | 21.6% | \$3,497 | -52.2% | \$7,359 | 170.7% | 36 | -12.2% | 72.0% | \$2,434 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 28 | 8 | \$15,316 | 8 | 1 | \$2,266 | 0.13 | 3 | 1 | \$2,266 | 33.3% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$977 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 32 | 9 | \$16,293 | 8 | 1 | \$2,266 | 0.13 | 3 | 1 | \$2,266 | 33.3% | |
| Grand Total | | 34 | 9 | \$16,293 | 8 | 1 | \$2,266 | 0.13 | 3 | 1 | \$2,266 | 33.3% | |

1311409, HOLROYD, JOHN P

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|---------------|----------------|------------|-------------|------------|--------------|----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$1,257 | 0.0% | 14.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,257 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,985 | 51.6% | 198.4% | \$0 | 0.0% | \$0 | 0.0% | 4 | 33.3% | 80.0% | \$746 | 3/31/22 |
| | Total | \$4,242 | 115.4% | 159.0% | \$0 | 0.0% | \$0 | 0.0% | 5 | 66.7% | 83.3% | \$2,003 | |
| Grand Total | | \$4,242 | 115.4% | 159.0% | \$0 | 0.0% | \$0 | 0.0% | 5 | 66.7% | 83.3% | \$2,003 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|--------------------------------------|-----------------------|--------------|--------------|---------------------------|---------------|--------------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,257 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,683 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 3 | \$2,940 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 7 | 3 | \$2,940 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Elizabeth Wilkinson | | | | HOLROYD,JOHN P | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 1516 W STREET RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1311409 | | | WARMINSTER, PA 189743113 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 2156723400 | JOHN@JPHAGENCY.COM | | | |

1317981, BARIBAULT,RUSSELL KOEHLER

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------------|---------------|------------------------------------|----------------|--------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$146,862 | 1,299.8% | 12.1% | \$4,678 | 72.6% | \$2,041 | 196.7% | 33 | 175.0% | 94.3% | \$4,450 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$4,248 | -12.8% | 10.2% | \$1,205 | -8.7% | \$0 | -100.0% | 5 | -28.6% | 71.4% | \$850 | 3/31/22 |
| | Motorcycle | \$884 | 20.3% | 8.7% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$442 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$151,994 | 844.1% | 12.0% | \$5,883 | 31.0% | \$2,041 | 149.2% | 40 | 90.5% | 90.9% | \$5,742 | |
| Grand Total | | \$151,994 | 844.1% | 12.0% | \$5,883 | 31.0% | \$2,041 | 149.2% | 40 | 90.5% | 90.9% | \$5,742 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 37 | 23 | \$134,561 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 44 | 23 | \$134,561 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 44 | 23 | \$134,561 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Laura Bensley | | | | BARIBAULT,RUSSELL KOEHLER | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 18 E SPRINGFIELD RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1317981 | | | | SPRINGFIELD, PA 190642429 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6103582200 RUSS@RKBAGENCY.COM | | | | | |

1324763, BOATWRIGHT PROFESSIONAL & FINANCIAL SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|---------------|--------------------------------------|----------------|---------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,390 | 6.8% | 8.1% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,463 | 3/31/22 |
| | Marine | \$201 | -59.5% | 15.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$201 | 3/31/22 |
| | MOBILE HOME | \$6,103 | -4.9% | 11.2% | \$2,150 | 2.8% | \$1,515 | 2.9% | 10 | -9.1% | 90.9% | \$610 | 3/31/22 |
| | Motorcycle | \$-273 | -140.4% | -16.4% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 1.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$417 | -3.5% | 7.5% | \$221 | -0.5% | \$221 | -0.5% | 2 | 0.0% | 100.0% | \$209 | 3/31/22 |
| | Total | \$10,838 | -11.7% | 9.8% | \$2,371 | -13.6% | \$1,736 | -15.2% | 16 | -20.0% | 80.0% | \$2,483 | |
| Grand Total | | \$10,838 | -11.7% | 9.8% | \$2,371 | -13.6% | \$1,736 | -15.2% | 16 | -20.0% | 80.0% | \$2,483 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 8 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Elizabeth Wilkinson | | | | BOATWRIGHT PROFESSIONAL & FINANCIAL SERVICES, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 3415 W CHESTER PIKE STE 201 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1324763 | | | | NEWTOWN SQUA PA 190734228 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6103599270 ROGER@BOATWRIGHTAGENCY.COM | | | | | |

1345207, THE ORRINO AGENCY, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|-----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$16,404 | -36.4% | 212.4% | (\$360) | -71.8% | (\$390) | 0.0% | 9 | -18.2% | 31.0% | \$1,823 | 2/28/22 |
| | Total | \$16,404 | -36.4% | 212.4% | (\$360) | -71.8% | (\$390) | 0.0% | 9 | -18.2% | 31.0% | \$1,823 | |
| Specialty | Dwelling Fire | \$39,400 | 410.7% | 11.4% | \$13,697 | 159.3% | \$0 | 0.0% | 23 | 228.6% | 79.3% | \$1,713 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$39,400 | 410.7% | 11.4% | \$13,697 | 159.3% | \$0 | 0.0% | 23 | 228.6% | 79.3% | \$1,713 | |
| Grand Total | | \$55,804 | 66.6% | 111.0% | \$13,337 | 232.9% | (\$390) | 0.0% | 32 | 77.8% | 55.2% | \$3,536 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|---------------------------------|----------------|---------------|--------------------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 65 | 18 | \$14,615 | 10 | 2 | \$1,741 | 0.2 | 6 | 1 | \$839 | 16.7% | 2/28/22 |
| | Total | 65 | 18 | \$14,615 | 10 | 2 | \$1,741 | 0.2 | 6 | 1 | \$839 | 16.7% | |
| Specialty | Role: | 35 | 22 | \$41,585 | 13 | 8 | \$15,441 | 0.62 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 35 | 22 | \$41,585 | 13 | 8 | \$15,441 | 0.62 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 100 | 40 | \$56,200 | 23 | 10 | \$17,182 | 0.43 | 8 | 1 | \$839 | 12.5% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Samantha Stenstad | | THE ORRINO AGENCY, INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | Address: 970 SECOND STREET PIKE | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1345207 | | RICHBORO, PA 189541527 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 2157100660 | | ORRINOT@ORRINOAGENCY.COM | | | |

1356030, GAMBONE,JAMES F

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|---------------|----------------|------------------|----------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$766 | 0.0% | 3.5% | (\$2,092) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$766 | 0.0% | 3.5% | (\$2,092) | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$806 | 5.8% | 7.3% | \$806 | 5.8% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$806 | 3/31/22 |
| | Total | \$806 | 5.8% | 7.3% | \$806 | 5.8% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$806 | |
| Grand Total | | \$1,572 | 106.3% | 5.4% | (\$1,286) | -268.8% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$806 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|--------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 4 | 1 | \$1,248 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 4 | 1 | \$1,248 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 1 | \$1,248 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Elizabeth Wilkinson | | | | GAMBONE,JAMES F | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 2944 DEKALB PIKE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1356030 | | | | NORRISTOWN, PA 194011597 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6102724524 GAMBONEINSURANCEAGENCY@GMAIL.COM | | | | | |

1360633, ERWIN AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|---------------|----------------------------------|-----------------------|---------------|----------------|-------------------|------------------------------|------------------|----------------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$4,912 | 0.0% | 0.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$4,912 | 2/28/22 | |
| | Personal Auto | \$16,109 | -25.8% | 70.8% | \$289 | -69.7% | \$515 | -54.5% | 11 | -21.4% | 55.0% | \$1,464 | 2/28/22 | |
| | Total | \$21,021 | -3.2% | 60.4% | \$289 | -69.7% | \$515 | -54.5% | 12 | -14.3% | 57.1% | \$6,376 | | |
| Specialty | Dwelling Fire | \$59,251 | -5.7% | -1.5% | \$13,329 | -16.4% | (\$851) | -119.0% | 85 | 1.2% | 81.7% | \$697 | 3/31/22 | |
| | Home | \$4,244 | -0.2% | 159.0% | \$2,376 | 7.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,415 | 3/31/22 | |
| | MOBILE HOME | \$12,167 | 0.8% | -45.1% | \$3,977 | 20.9% | \$2,210 | 36.9% | 24 | 0.0% | 77.4% | \$507 | 3/31/22 | |
| | Motorcycle | \$272 | 6,700.0% | -24.9% | \$82 | 0.0% | \$82 | 0.0% | 2 | 0.0% | 100.0% | \$136 | 3/31/22 | |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Rental M.H. | \$1,511 | -15.8% | 5.0% | \$894 | 7.5% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$504 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$77,445 | -4.3% | 0.6% | \$20,658 | -7.6% | \$1,441 | -76.7% | 117 | 0.0% | 81.3% | \$3,258 | | |
| Grand Total | | \$98,466 | -4.1% | 12.8% | \$20,947 | -10.2% | \$1,956 | -73.2% | 129 | -1.5% | 78.2% | \$9,635 | | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 3 | 1 | \$1,041 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 574 | 6 | \$3,193 | 134 | 0 | \$0 | 0 | 68 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 577 | 7 | \$4,234 | 134 | 0 | \$0 | 0 | 68 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 52 | 20 | \$14,168 | 10 | 2 | \$2,105 | 0.2 | 5 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 17 | 7 | \$3,438 | 4 | 3 | \$1,242 | 0.75 | 1 | 1 | \$577 | 100.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 75 | 27 | \$17,606 | 15 | 5 | \$3,347 | 0.33 | 6 | 1 | \$577 | 16.7% | | |
| Grand Total | | 652 | 34 | \$21,840 | 149 | 5 | \$3,347 | 0.03 | 74 | 1 | \$577 | 1.4% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Donald Krafjack | | | | ERWIN AGENCY, LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 242 W CHOCOLATE AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1360633 | | | | HERSHEY, | PA | 170331565 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 7175335579 | ERWINC1@ERWINLLC.COM | | | |

1360986, THE KAREEM JONES AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|----------------|---------------|----------------|--------------|---------------|--------------|----------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$6,826 | -40.0% | -34.4% | \$167 | -88.3% | \$573 | -264.2% | 6 | -14.3% | 33.3% | \$1,138 | 2/28/22 |
| | Total | \$6,826 | -40.0% | -34.4% | \$167 | -88.3% | \$573 | -264.2% | 6 | -14.3% | 33.3% | \$1,138 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$586 | -28.9% | 5.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$586 | 3/31/22 |
| | Rental M.H. | \$50 | -94.4% | 9.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$636 | -63.0% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$586 | |
| Grand Total | | \$7,462 | -43.0% | -28.9% | \$167 | -88.3% | \$573 | -264.2% | 7 | -22.2% | 35.0% | \$1,724 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 334 | 11 | \$6,226 | 33 | 2 | \$861 | 0.06 | 11 | 2 | \$861 | 18.2% | 2/28/22 |
| | Total | 334 | 11 | \$6,226 | 33 | 2 | \$861 | 0.06 | 11 | 2 | \$861 | 18.2% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 335 | 11 | \$6,226 | 33 | 2 | \$861 | 0.06 | 11 | 2 | \$861 | 18.2% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Donald Krafjack

THE KAREEM JONES AGENCY, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2470 BROADHEAD RD STE 2

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1360986

ALIQUIPPA, PA 150014233

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7243782519 JONESK94@KAREEMJONESAGENCY.COM

1361357, DAVIS,MICHAEL S

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|---------------|---------------------------------|-----------------------|---------------|----------------|-----------------|---------------------------|----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$18,188 | -17.1% | 36.9% | \$2,757 | -29.6% | \$1,626 | -48.9% | 12 | -40.0% | 41.4% | \$1,516 | 2/28/22 | |
| | Total | \$18,188 | -17.1% | 36.9% | \$2,757 | -29.6% | \$1,626 | -48.9% | 12 | -40.0% | 41.4% | \$1,516 | | |
| Specialty | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$1,099 | 112.6% | 6.8% | \$576 | 0.0% | \$576 | 0.0% | 2 | 100.0% | 66.7% | \$550 | 3/31/22 | |
| | Motorcycle | \$84 | -77.7% | -3.5% | (\$532) | -579.3% | (\$532) | 77.9% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$1,183 | 32.3% | 2.4% | \$44 | -60.4% | \$44 | -114.7% | 2 | -33.3% | 40.0% | \$550 | | |
| Grand Total | | \$19,371 | -15.1% | 35.3% | \$2,801 | -30.4% | \$1,670 | -42.1% | 14 | -39.1% | 41.2% | \$2,065 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 37 | 9 | \$3,701 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 37 | 9 | \$3,701 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$1,099 | 1 | 1 | \$576 | 1 | 0 | 1 | \$576 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 7 | 2 | \$1,099 | 1 | 1 | \$576 | 1 | 0 | 1 | \$576 | 0.0% | | |
| Grand Total | | 44 | 11 | \$4,800 | 5 | 1 | \$576 | 0.2 | 1 | 1 | \$576 | 100.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Todd Langejans | | | | DAVIS,MICHAEL S | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 329 N WALNUT ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1361357 | | | | BLAIRSVILLE, PA 157171250 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | | | | | | |

1361508, DIRUGERIS, ROCHELLE L

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|--------------|----------------|------------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$29,895 | 16.2% | 8.6% | \$8,337 | 44.3% | \$3,247 | -5,254.0% | 22 | -15.4% | 68.8% | \$1,359 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,598 | 78.1% | 14.5% | \$0 | 0.0% | \$0 | 0.0% | 4 | 100.0% | 100.0% | \$400 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$31,493 | 18.7% | 8.8% | \$8,337 | 44.3% | \$3,247 | -5,254.0% | 26 | -7.1% | 72.2% | \$1,758 | |
| Grand Total | | \$31,493 | 18.7% | 8.8% | \$8,337 | 44.3% | \$3,247 | -5,254.0% | 26 | -7.1% | 72.2% | \$1,758 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 6 | \$14,535 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$701 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 8 | \$15,236 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 20 | 8 | \$15,236 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Samantha Stenstad | | | DIRUGERIS,ROCHELLE L | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 118 N STATE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1361508 | | | NEWTOWN, PA 189402058 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 2159429135 RLDAGENCY@OUTLOOK.COM | | | | | |

1363161, ROSEN,JORDAN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|----------------|--------------|------------------------------------|----------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,784 | 358.6% | 1,481.9% | \$0 | 0.0% | \$0 | 0.0% | 3 | 200.0% | 100.0% | \$595 | 3/31/22 |
| | Motorcycle | \$449 | -3.6% | 3.8% | \$449 | -3.6% | \$449 | -3.6% | 1 | 0.0% | 100.0% | \$449 | 3/31/22 |
| | Rental M.H. | \$636 | 0.0% | 16.6% | \$636 | 0.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$636 | 3/31/22 |
| | Total | \$2,869 | 92.4% | 828.5% | \$1,085 | -1.5% | \$449 | -59.3% | 5 | 66.7% | 100.0% | \$1,680 | |
| Grand Total | | \$2,869 | 92.4% | 828.5% | \$1,085 | -1.5% | \$449 | -59.3% | 5 | 66.7% | 100.0% | \$1,680 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,391 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 2 | \$1,391 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 4 | 2 | \$1,391 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | ROSEN,JORDAN | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 8919 NEW FALLS RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1363161 | | | | LEVITTOWN, PA 190541713 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 2155471221 JORDAN@JORDANROSENINSURANCE.COM | | | | | |

1365591, JILLIAN O`BRIEN INSURANCE & FINANCIAL SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$16,511 | 22.7% | 5.6% | (\$893) | 0.0% | \$0 | -100.0% | 11 | 22.2% | 84.6% | \$1,501 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$7,763 | 29.2% | 10.8% | \$2,044 | 36.8% | \$835 | 0.0% | 14 | 16.7% | 93.3% | \$555 | 3/31/22 |
| | Motorcycle | \$676 | 76.0% | 8.0% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$338 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$335 | 123.3% | 5.4% | \$165 | 120.0% | \$165 | 120.0% | 3 | 50.0% | 100.0% | \$112 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$25,285 | 26.4% | 7.2% | \$1,316 | 33.6% | \$1,000 | 7,592.3% | 30 | 20.0% | 88.2% | \$2,505 | |
| Grand Total | | \$25,285 | 26.4% | 7.1% | \$1,316 | 33.6% | \$1,000 | 7,592.3% | 30 | 20.0% | 88.2% | \$2,505 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 19 | 4 | \$9,361 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$3,128 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$796 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$95 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 31 | 9 | \$13,380 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 31 | 9 | \$13,380 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Elizabeth Wilkinson

JILLIAN O'BRIEN INSURANCE & FINANCIAL SERVICES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 230 W MARKET ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1365591

WEST CHESTER, PA 193822950

Annual Average Premium = This Yr B12 NWP / PIF

1376756, WENHOLD INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|-----------------|-------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$1,299 | 14.4% | 3.5% | \$680 | 19.9% | \$680 | 19.9% | 1 | 0.0% | 100.0% | \$1,299 | 2/28/22 |
| | Total | \$1,299 | 14.4% | 3.5% | \$680 | 19.9% | \$680 | 19.9% | 1 | 0.0% | 100.0% | \$1,299 | |
| Specialty | Dwelling Fire | \$10,768 | -11.0% | 6.5% | \$5,740 | 7.5% | \$5,740 | 7.5% | 6 | -14.3% | 85.7% | \$1,795 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$27,845 | 3.1% | 18.0% | \$7,368 | 5.7% | \$1,957 | -24.0% | 51 | 0.0% | 89.5% | \$546 | 3/31/22 |
| | Motorcycle | \$525 | 8.0% | 3.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$525 | 3/31/22 |
| | Rental M.H. | \$2,679 | 4.8% | 11.4% | \$443 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,340 | 3/31/22 |
| | Total | \$41,817 | -0.8% | 14.4% | \$13,551 | 6.3% | \$7,697 | -2.8% | 60 | -1.6% | 89.6% | \$4,205 | |
| Grand Total | | \$43,116 | -0.4% | 14.1% | \$14,231 | 6.8% | \$8,377 | -1.3% | 61 | -1.6% | 89.7% | \$5,504 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 6 | \$2,999 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 6 | \$2,999 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 14 | 6 | \$2,999 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Laura Bensley

WENHOLD INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 411 HARLEYSVILLE PIKE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1376756

SOUDERTON, PA 189642142

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2157232195 WENDY@WENHOLDINSURANCE.COM

1278117, HORTON,ANN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$16,186 | 182.2% | 21.6% | \$2,733 | 0.0% | \$3,616 | 0.0% | 4 | 33.3% | 66.7% | \$4,047 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,176 | 7.3% | 20.3% | \$998 | 14.6% | \$0 | 0.0% | 8 | 0.0% | 80.0% | \$647 | 3/31/22 |
| | Total | \$21,362 | 102.3% | 21.2% | \$3,731 | 328.4% | \$3,616 | 0.0% | 12 | 9.1% | 75.0% | \$4,694 | |
| Grand Total | | \$21,362 | 102.3% | 21.2% | \$3,731 | 328.4% | \$3,616 | 0.0% | 12 | 9.1% | 75.0% | \$4,694 | |

| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|---------------|-----------------|------------|---------------|--------------|----------------|---------------|------------------|-----------------|-------------------|----------------|
| Specialty | Role: | 3 | 3 | \$10,143 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$1,210 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 5 | \$11,353 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 5 | \$11,353 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Laura Bensley

HORTON,ANN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 57 GOLD MINE RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278117

CHEPACHET, RI 028141756

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 4013494116 ANN@HORTONAGENCYRI.COM

1287197, ZELANO INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|-----------------|--------------|--------------------------------|-----------------------|---------------|-----------------|-----------------------------|--|-----------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$62,467 | 70.7% | 95.3% | \$19,854 | 236.4% | \$8,588 | 757.9% | 33 | 0.0% | 67.3% | \$1,893 | 3/31/22 | |
| | Home | \$5,938 | 0.0% | 23.7% | (\$4,059) | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$2,969 | 3/31/22 | |
| | Marine | \$1,964 | 123.2% | 24.1% | \$0 | 0.0% | \$0 | 0.0% | 5 | 150.0% | 83.3% | \$393 | 3/31/22 | |
| | MOBILE HOME | \$3,851 | 13.7% | 19.7% | \$0 | -100.0% | \$0 | -100.0% | 6 | 20.0% | 85.7% | \$642 | 3/31/22 | |
| | Motorcycle | \$1,602 | 1,293.0% | 10.1% | \$731 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$401 | 3/31/22 | |
| | Off-Road Veh | \$782 | 0.0% | 14.0% | \$179 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$782 | 3/31/22 | |
| | Rental M.H. | \$492 | 0.0% | 23.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$492 | 3/31/22 | |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Total | \$77,096 | 88.1% | 83.0% | \$16,705 | 158.0% | \$8,588 | 457.7% | 52 | 30.0% | 73.2% | \$7,571 | | |
| Grand Total | | \$77,096 | 88.1% | 83.0% | \$16,705 | 158.0% | \$8,588 | 457.7% | 52 | 30.0% | 73.2% | \$7,571 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 56 | 16 | \$45,151 | 21 | 10 | \$25,968 | 0.48 | 5 | 3 | \$7,891 | 60.0% | 3/31/22 | |
| | Role: | 5 | 3 | \$9,997 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 4 | \$1,592 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 2 | \$1,618 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 7 | 4 | \$1,602 | 3 | 1 | \$731 | 0.33 | 2 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 1 | \$547 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 1 | \$492 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 81 | 31 | \$60,999 | 26 | 11 | \$26,699 | 0.42 | 9 | 3 | \$7,891 | 33.3% | | |
| Grand Total | | 81 | 31 | \$60,999 | 26 | 11 | \$26,699 | 0.42 | 9 | 3 | \$7,891 | 33.3% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Laura Bensley | | | | ZELANO INSURANCE AGENCY INC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 37 PLEASANT VIEW AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1287197 | | | | GREENVILLE, RI 02821907 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 4019491550 ROBK@ZELANOINSURANCE.COM | | | | | |

1332814, B MCLANE INSURANCE AGENCY, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-----------------|---------------|-----------------------------------|----------------|---------------|----------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$23,957 | -3.4% | 22.6% | \$6,170 | 23.7% | \$2,350 | 773.6% | 15 | -11.8% | 83.3% | \$1,597 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,956 | -11.2% | 20.2% | \$0 | 0.0% | \$0 | 0.0% | 5 | -28.6% | 71.4% | \$591 | 3/31/22 |
| | Off-Road Veh | \$75 | 0.0% | 2.8% | \$75 | 0.0% | \$75 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 |
| | Total | \$26,988 | -4.3% | 22.1% | \$6,245 | 23.4% | \$2,425 | 604.9% | 21 | -16.0% | 80.8% | \$2,263 | |
| Grand Total | | \$26,988 | -4.3% | 22.1% | \$6,245 | 23.4% | \$2,425 | 604.9% | 21 | -16.0% | 80.8% | \$2,263 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 30 | 1 | \$3,474 | 10 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 31 | 1 | \$3,474 | 11 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 31 | 1 | \$3,474 | 11 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Laura Bensley | | | | B MCLANE INSURANCE AGENCY, INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 994 WILLETT AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1332814 | | | | RIVERSIDE, RI 02915 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 4014334100 BRAD@MCLANEINSURANCE.COM | | | | | |

1277360, ATKINS & ASSOCIATES INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$23,680 | -38.5% | 44.2% | (\$2,344) | -143.4% | (\$2,014) | -127.6% | 5 | -66.7% | 33.3% | \$4,736 | 2/28/22 |
| | Total | \$23,680 | -38.5% | 44.2% | (\$2,344) | -143.4% | (\$2,014) | -127.6% | 5 | -66.7% | 33.3% | \$4,736 | |
| Specialty | Dwelling Fire | \$34,348 | 13.6% | 15.5% | \$6,336 | -21.4% | \$1,186 | -62.2% | 30 | -9.1% | 71.4% | \$1,145 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$8,087 | -42.5% | 8.4% | \$2,276 | -39.5% | \$980 | -64.2% | 10 | -16.7% | 71.4% | \$809 | 3/31/22 |
| | Motorcycle | \$559 | -10.6% | 8.7% | (\$89) | -204.7% | (\$89) | 0.0% | 1 | -50.0% | 50.0% | \$559 | 3/31/22 |
| | Off-Road Veh | \$70 | 0.0% | 3.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$70 | 3/31/22 |
| | Rental M.H. | \$1,336 | 2.7% | 10.5% | \$743 | 4.9% | \$743 | 4.9% | 2 | 0.0% | 100.0% | \$668 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$44,400 | -4.1% | 13.6% | \$9,266 | -26.6% | \$2,820 | -57.2% | 44 | -12.0% | 72.1% | \$3,251 | |
| | Grand Total | \$68,080 | -19.7% | 27.2% | \$6,922 | -61.6% | \$806 | -94.2% | 49 | -24.6% | 64.5% | \$7,987 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 356 | 0 | \$0 | 74 | 0 | \$0 | 0 | 32 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 356 | 0 | \$0 | 74 | 0 | \$0 | 0 | 32 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 31 | 9 | \$25,193 | 7 | 1 | \$1,391 | 0.14 | 5 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 2 | \$2,089 | 4 | 1 | \$980 | 0.25 | 0 | 1 | \$980 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 41 | 11 | \$27,282 | 13 | 2 | \$2,371 | 0.15 | 5 | 1 | \$980 | 20.0% | |
| | Grand Total | 397 | 11 | \$27,282 | 87 | 2 | \$2,371 | 0.02 | 37 | 1 | \$980 | 2.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Michael McGinty

ATKINS & ASSOCIATES INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 225 S PLEASANTBURG DR STE E8

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277360

GREENVILLE, SC 296072533

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8644672001 TORY@ATKINSINSURANCESC.COM

1277487, HODGE ETHRIDGE INS & FINANCIAL SVCS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|-----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$3,407 | -66.2% | -4.9% | \$1,152 | -19.0% | \$0 | -100.0% | 1 | -66.7% | 25.0% | \$3,407 | 2/28/22 |
| | Total | \$3,407 | -66.2% | -4.9% | \$1,152 | -19.0% | \$0 | -100.0% | 1 | -66.7% | 25.0% | \$3,407 | |
| Specialty | Dwelling Fire | \$46,917 | 1.8% | 34.0% | \$16,644 | 27.3% | \$2,882 | 38.9% | 43 | 16.2% | 95.6% | \$1,091 | 3/31/22 |
| | Home | \$10,806 | -18.9% | 20.7% | \$2,879 | -11.1% | \$1,293 | -336.4% | 6 | -14.3% | 85.7% | \$1,801 | 3/31/22 |
| | Marine | \$1,556 | 12.6% | 19.9% | \$858 | 10.4% | \$858 | 10.4% | 4 | 0.0% | 100.0% | \$389 | 3/31/22 |
| | MOBILE HOME | \$84,595 | -5.8% | 46.7% | \$23,277 | 24.5% | \$11,909 | 25.2% | 53 | -7.0% | 91.4% | \$1,596 | 3/31/22 |
| | Motorcycle | \$1,132 | 22.2% | -5.3% | \$1,132 | 0.0% | \$1,132 | 0.0% | 1 | 0.0% | 50.0% | \$1,132 | 3/31/22 |
| | Off-Road Veh | \$871 | -5.3% | 3.6% | \$148 | 0.0% | \$148 | 0.0% | 2 | 0.0% | 100.0% | \$436 | 3/31/22 |
| | Rental M.H. | \$28,496 | 5.9% | 52.9% | \$6,353 | -2.3% | \$987 | -61.7% | 28 | 12.0% | 96.6% | \$1,018 | 3/31/22 |
| | Travel Trailer | \$1,938 | -2.0% | 58.6% | \$421 | 5.8% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$646 | 3/31/22 |
| | Total | \$176,311 | -2.8% | 42.5% | \$51,712 | 20.7% | \$19,209 | 28.6% | 140 | 2.9% | 93.3% | \$8,108 | |
| | Grand Total | \$179,718 | -6.1% | 41.3% | \$52,864 | 19.4% | \$19,209 | 32.7% | 141 | 1.4% | 91.6% | \$11,515 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 61 | 1 | \$970 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 61 | 1 | \$970 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 38 | 8 | \$6,636 | 13 | 2 | \$1,357 | 0.15 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 26 | 1 | \$2,225 | 4 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$981 | 1 | 1 | \$981 | 1 | 1 | 1 | \$981 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 4 | \$2,974 | 2 | 1 | \$315 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 92 | 14 | \$12,816 | 20 | 4 | \$2,653 | 0.2 | 3 | 1 | \$981 | 33.3% | |
| | Grand Total | 153 | 15 | \$13,786 | 24 | 4 | \$2,653 | 0.17 | 5 | 1 | \$981 | 20.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicholas Little

HODGE ETHRIDGE INS & FINANCIAL SVCS

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2405 2ND LOOP RD STE C

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277487

FLORENCE, SC 29501

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8436657992 MELISSA@HODEGEEHTHRIDGEAGENCY.COM

1277505, HODGE ETHRIDGE INS & FINANCIAL SVCS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$3,086 | 532.4% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,543 | 2/28/22 |
| | Total | \$3,086 | 532.4% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,543 | |
| Specialty | Dwelling Fire | \$15,325 | -36.1% | 18.5% | \$2,982 | -27.8% | \$1,246 | -12.2% | 21 | -22.2% | 75.0% | \$730 | 3/31/22 |
| | Home | \$198 | -89.5% | 12.3% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$10,308 | -7.5% | 18.5% | \$3,530 | -38.9% | \$1,398 | -42.7% | 8 | -11.1% | 80.0% | \$1,289 | 3/31/22 |
| | Motorcycle | \$739 | 0.0% | 12.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$739 | 3/31/22 |
| | Rental M.H. | \$4,745 | -38.7% | 866.6% | \$1,245 | -42.3% | \$0 | 0.0% | 10 | -23.1% | 76.9% | \$475 | 3/31/22 |
| | Travel Trailer | \$356 | -2.7% | 8.8% | \$356 | -2.7% | \$356 | -2.7% | 1 | 0.0% | 100.0% | \$356 | 3/31/22 |
| | Total | \$31,671 | -29.8% | 159.6% | \$8,113 | -34.8% | \$3,000 | -29.0% | 41 | -19.6% | 77.4% | \$3,588 | |
| | Grand Total | \$34,757 | -23.8% | 148.0% | \$8,113 | -34.8% | \$3,000 | -29.0% | 43 | -18.9% | 78.2% | \$5,131 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 12 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 12 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 1 | \$880 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$2,489 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 4 | 2 | \$3,369 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 16 | 2 | \$3,369 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

HODGE ETHRIDGE INS & FINANCIAL SVCS

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 220 W HOME AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277487

HARTSVILLE, SC 295504126

Annual Average Premium = This Yr R12 NWP / PIF

1277487 Phone/Email: 8433329802 MELISSA@HODGEETHRIDGEAGENCY.COM

1277719, GARY TAYLOR INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|-----------------------------------|------------|--------------|--------------|---|---------------|---------------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$21,955 | 97.1% | 572.1% | \$1,395 | -24.6% | \$1,388 | -25.0% | 6 | -40.0% | 42.9% | \$3,659 | 2/28/22 |
| | Total | \$21,955 | 97.1% | 572.1% | \$1,395 | -24.6% | \$1,388 | -25.0% | 6 | -40.0% | 42.9% | \$3,659 | |
| Specialty | Dwelling Fire | \$7,322 | 35.5% | 10.9% | \$3,632 | 95.8% | \$1,844 | 0.0% | 9 | 12.5% | 100.0% | \$814 | 3/31/22 |
| | Home | \$5,258 | 29.0% | 11.7% | \$0 | 0.0% | \$0 | 0.0% | 4 | 33.3% | 80.0% | \$1,315 | 3/31/22 |
| | Marine | \$199 | 0.0% | 29.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$199 | 3/31/22 |
| | MOBILE HOME | \$25,733 | -8.6% | 12.2% | \$7,981 | -28.7% | \$1,858 | -63.9% | 26 | 0.0% | 81.3% | \$990 | 3/31/22 |
| | Motorcycle | \$1,192 | 459.6% | 11.3% | \$511 | 0.0% | \$511 | 0.0% | 3 | 200.0% | 60.0% | \$397 | 3/31/22 |
| | Off-Road Veh | \$97 | 0.0% | 12.1% | \$97 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$97 | 3/31/22 |
| | Rental M.H. | \$4,104 | 34.1% | 13.7% | \$1,559 | -16.2% | \$0 | -100.0% | 6 | 50.0% | 100.0% | \$684 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 6.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$43,905 | 6.4% | 12.1% | \$13,780 | -7.6% | \$4,213 | -36.3% | 50 | 16.3% | 83.3% | \$4,495 | |
| | Grand Total | \$65,860 | 25.7% | 194.1% | \$15,175 | -9.5% | \$5,601 | -33.8% | 56 | 5.7% | 75.7% | \$8,154 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 133 | 4 | \$3,930 | 29 | 0 | \$0 | 0 | 20 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 133 | 4 | \$3,930 | 29 | 0 | \$0 | 0 | 20 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 1 | \$1,844 | 3 | 1 | \$1,844 | 0.33 | 1 | 1 | \$1,844 | 100.0% | 3/31/22 |
| | Role: | 10 | 2 | \$2,004 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$199 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 6 | \$6,596 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 4 | \$1,905 | 2 | 1 | \$111 | 0.5 | 2 | 1 | \$111 | 50.0% | 3/31/22 |
| | Role: | 1 | 1 | \$97 | 1 | 1 | \$97 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$953 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 47 | 17 | \$13,598 | 15 | 3 | \$2,052 | 0.2 | 6 | 2 | \$1,955 | 33.3% | |
| | Grand Total | 180 | 21 | \$17,528 | 44 | 3 | \$2,052 | 0.07 | 26 | 2 | \$1,955 | 7.7% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chase Vandenberg | | | | GARY TAYLOR INSURANCE LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | SUB | | | | | Address: 902 E MAIN ST | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277681 | | | | | WESTMINSTER, SC 296931941 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1277681 Phone/Email: 8646475758 GARY@TAYLORINSURE.COM | | | | | |

1277752, GARY TAYLOR INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$5,419 | 16.3% | 11.1% | \$918 | -46.8% | \$0 | -100.0% | 8 | 0.0% | 100.0% | \$677 | 3/31/22 |
| | Home | \$1,184 | 7.5% | 10.9% | \$1,184 | 7.5% | \$1,184 | 7.5% | 1 | 0.0% | 100.0% | \$1,184 | 3/31/22 |
| | MOBILE HOME | \$22,474 | -17.0% | 25.9% | \$4,378 | -24.7% | \$1,429 | -59.3% | 28 | -22.2% | 70.0% | \$803 | 3/31/22 |
| | Off-Road Veh | \$70 | 0.0% | 3.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$70 | 3/31/22 |
| | Rental M.H. | \$1,432 | -30.7% | 7.9% | \$0 | 0.0% | \$0 | 0.0% | 5 | -16.7% | 83.3% | \$286 | 3/31/22 |
| | Total | \$30,579 | -12.6% | 22.1% | \$6,480 | -25.0% | \$2,613 | -52.2% | 43 | -17.3% | 76.8% | \$3,020 | |
| Grand Total | | \$30,579 | -12.6% | 22.1% | \$6,480 | -25.0% | \$2,613 | -52.2% | 43 | -17.3% | 76.8% | \$3,020 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-----------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 4 | \$2,696 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 10 | 4 | \$2,696 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 15 | 4 | \$2,696 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chase Vandenberg | | | | GARY TAYLOR INSURANCE LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 1601 CEDAR LANE RD STE 10 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277681 | | | GREENVILLE, SC 296172347 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1277681 Phone/Email: 8642468202 GARY@TAYLORINSURE.COM | | | | | |

1277772, GARY TAYLOR INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | -100.0% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | -100.0% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$6,237 | -4.0% | 235.1% | (\$220) | 56.0% | (\$541) | 0.0% | 6 | -25.0% | 54.5% | \$1,040 | 3/31/22 |
| | Home | \$3,293 | 102.1% | 12.2% | \$0 | 0.0% | \$0 | 0.0% | 3 | 50.0% | 75.0% | \$1,098 | 3/31/22 |
| | Marine | \$248 | 0.0% | 20.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$248 | 3/31/22 |
| | MOBILE HOME | \$30,674 | -5.1% | 76.1% | \$3,842 | -51.6% | \$478 | -86.6% | 33 | -2.9% | 84.6% | \$930 | 3/31/22 |
| | Motorcycle | \$1,532 | -15.2% | 1.8% | \$450 | 0.2% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$383 | 3/31/22 |
| | Motor Home | \$2,516 | 55.7% | 9.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$2,516 | 3/31/22 |
| | Rental M.H. | \$2,574 | 2.8% | 11.7% | \$1,002 | 0.0% | \$372 | 0.0% | 4 | 0.0% | 100.0% | \$644 | 3/31/22 |
| | Travel Trailer | \$508 | -3.4% | 9.8% | \$260 | 0.8% | \$260 | 0.8% | 2 | 0.0% | 100.0% | \$254 | 3/31/22 |
| | Total | \$47,582 | 0.9% | 83.4% | \$5,334 | -43.9% | \$569 | -86.4% | 54 | -5.3% | 79.4% | \$7,111 | |
| | Grand Total | \$47,582 | -4.5% | 83.2% | \$5,334 | -43.9% | \$569 | -86.4% | 54 | -6.9% | 78.3% | \$7,111 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 3 | \$6,742 | 3 | 1 | \$2,306 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$2,678 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 5 | \$5,374 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,030 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 32 | 11 | \$16,824 | 7 | 1 | \$2,306 | 0.14 | 4 | 0 | \$0 | 0.0% | |
| | Grand Total | 35 | 11 | \$16,824 | 7 | 1 | \$2,306 | 0.14 | 4 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

GARY TAYLOR INSURANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 210 N POINSETT HWY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277681

TRAVELERS REST SC 296901664

Annual Average Premium = This Yr R12 NWP / PIF

1277681 Phone/Email: 8648348555 GARY@TAYLORINSURE.COM

1278093, GREG HOUSTON INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|------------------|-----------------------|--------------|--------------|----------------|----------------------------|------------------------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$5,570 | -36.7% | 2.6% | \$1,256 | -66.4% | \$1,616 | -57.0% | 1 | -66.7% | 33.3% | \$5,570 | 2/28/22 |
| | Total | \$5,570 | -36.7% | 2.6% | \$1,256 | -66.4% | \$1,616 | -57.0% | 1 | -66.7% | 33.3% | \$5,570 | |
| Specialty | Dwelling Fire | \$16,959 | -22.6% | 529.8% | \$5,683 | -33.1% | \$3,334 | -21.8% | 28 | -17.6% | 75.7% | \$606 | 3/31/22 |
| | Home | \$11,526 | 36.7% | 11.3% | \$3,946 | 9.3% | \$620 | 0.0% | 7 | 0.0% | 87.5% | \$1,647 | 3/31/22 |
| | MOBILE HOME | \$58,596 | -6.1% | 101.4% | \$14,273 | -20.3% | \$5,050 | -25.3% | 53 | -1.9% | 91.4% | \$1,106 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$154 | -5.5% | 3.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$154 | 3/31/22 |
| | Rental M.H. | \$3,857 | -21.1% | 9.3% | \$710 | -42.2% | \$0 | 0.0% | 7 | -12.5% | 87.5% | \$551 | 3/31/22 |
| | Total | \$91,092 | -7.4% | 179.8% | \$24,612 | -21.2% | \$9,004 | -18.3% | 96 | -7.7% | 85.7% | \$4,063 | |
| | Grand Total | \$96,662 | -9.8% | 166.7% | \$25,868 | -26.0% | \$10,620 | -28.2% | 97 | -9.3% | 84.3% | \$9,633 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 20 | 3 | \$3,000 | 4 | 1 | \$425 | 0.25 | 1 | 1 | \$425 | 100.0% | 3/31/22 |
| | Role: | 13 | 1 | \$1,376 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 4 | \$4,502 | 3 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 55 | 8 | \$8,878 | 11 | 1 | \$425 | 0.09 | 8 | 1 | \$425 | 12.5% | |
| | Grand Total | 58 | 8 | \$8,878 | 11 | 1 | \$425 | 0.09 | 8 | 1 | \$425 | 12.5% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Michael McGinty | | | | GREG HOUSTON INSURANCE INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: | 106 E BUTLER RD STE A | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1278093 | | | | MAULDIN, | SC 296622154 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: | 8649870391 GREG@GREGHOUSTONINS.COM | | | |

1278249, GERALD SCROGGS INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|-----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,737 | 30.5% | 12.0% | \$0 | 0.0% | \$0 | 0.0% | 5 | 25.0% | 100.0% | \$747 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$53,089 | 21.4% | 10.9% | \$14,180 | 60.3% | \$3,789 | 162.4% | 49 | 11.4% | 92.5% | \$1,083 | 3/31/22 |
| | Motorcycle | \$2,580 | 265.4% | 8.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$1,290 | 3/31/22 |
| | Rental M.H. | \$6,012 | -12.4% | 43.4% | (\$1,402) | -1.3% | \$0 | 0.0% | 9 | -18.2% | 81.8% | \$668 | 3/31/22 |
| | Travel Trailer | \$554 | 27.9% | 10.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$277 | 3/31/22 |
| | Total | \$65,972 | 20.8% | 14.8% | \$12,778 | 72.1% | \$3,789 | 162.4% | 67 | 8.1% | 90.5% | \$4,066 | |
| | Grand Total | \$65,972 | 20.8% | 14.8% | \$12,778 | 72.1% | \$3,789 | 162.4% | 67 | 8.1% | 90.5% | \$4,066 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 1 | \$854 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 23 | 9 | \$9,526 | 11 | 4 | \$4,280 | 0.36 | 2 | 1 | \$1,080 | 50.0% | 3/31/22 |
| | Role: | 2 | 2 | \$2,958 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 35 | 12 | \$13,338 | 12 | 4 | \$4,280 | 0.33 | 3 | 1 | \$1,080 | 33.3% | |
| | Grand Total | 35 | 12 | \$13,338 | 12 | 4 | \$4,280 | 0.33 | 3 | 1 | \$1,080 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

GERALD SCROGGS INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 224 FEASTER RD STE B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278249

GREENVILLE, SC 296157113

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8642976708 GERALD@SCROGGSINSURANCE.COM

1278576, METTS INSURANCE AGENCY, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|-----------------|--------------|-----------------|--------------|------------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$20,020 | 59.8% | 4.5% | \$2,530 | -198.3% | \$2,530 | -198.3% | 4 | 33.3% | 57.1% | \$5,005 | 2/28/22 |
| | Total | \$20,020 | 59.8% | 4.5% | \$2,530 | -198.3% | \$2,530 | -198.3% | 4 | 33.3% | 57.1% | \$5,005 | |
| Specialty | Dwelling Fire | \$31,488 | 13.3% | 48.4% | \$10,003 | 33.2% | \$6,490 | 112.3% | 27 | 8.0% | 96.4% | \$1,166 | 3/31/22 |
| | Home | \$3,296 | -54.6% | 20.2% | \$0 | -100.0% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$1,648 | 3/31/22 |
| | Marine | \$1,684 | 110.2% | 22.5% | \$675 | 431.5% | \$0 | 0.0% | 6 | 50.0% | 85.7% | \$281 | 3/31/22 |
| | MOBILE HOME | \$60,507 | -2.6% | 29.4% | \$11,326 | 20.5% | \$3,627 | 4.4% | 39 | 0.0% | 90.7% | \$1,551 | 3/31/22 |
| | Motorcycle | \$3,475 | 68.5% | 8.3% | \$945 | 46.1% | (\$50) | -108.7% | 11 | 57.1% | 91.7% | \$316 | 3/31/22 |
| | Motor Home | \$3,792 | 153.0% | 21.2% | \$3,745 | 149.8% | \$1,378 | -8.1% | 3 | 200.0% | 100.0% | \$1,264 | 3/31/22 |
| | Off-Road Veh | \$1,538 | -20.3% | 3.0% | \$150 | -70.1% | \$70 | -68.3% | 18 | -25.0% | 72.0% | \$85 | 3/31/22 |
| | Rental M.H. | \$24,252 | 0.8% | 227.0% | \$11,309 | 10.7% | \$5,545 | -14.7% | 40 | 2.6% | 85.1% | \$606 | 3/31/22 |
| | Travel Trailer | \$708 | 151.1% | 10.8% | \$190 | 0.0% | \$0 | 0.0% | 3 | 200.0% | 60.0% | \$236 | 3/31/22 |
| | Total | \$130,740 | 2.3% | 69.2% | \$38,343 | 35.7% | \$17,060 | 24.6% | 149 | 4.2% | 86.1% | \$7,154 | |
| Grand Total | | \$150,760 | 7.4% | 61.4% | \$40,873 | 59.1% | \$19,590 | 76.2% | 153 | 4.8% | 85.0% | \$12,159 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|--------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 986 | 4 | \$9,933 | 159 | 0 | \$0 | 0 | 87 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 986 | 4 | \$9,933 | 159 | 0 | \$0 | 0 | 87 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 41 | 3 | \$4,210 | 11 | 2 | \$3,180 | 0.18 | 7 | 2 | \$3,180 | 28.6% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 3 | \$1,156 | 2 | 1 | \$546 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 57 | 4 | \$6,653 | 19 | 2 | \$2,706 | 0.11 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 15 | 5 | \$2,797 | 5 | 2 | \$367 | 0.4 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$2,093 | 1 | 2 | \$2,093 | 2 | 0 | 1 | \$1,378 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$70 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 20 | 8 | \$6,467 | 6 | 2 | \$2,642 | 0.33 | 1 | 1 | \$1,247 | 100.0% | 3/31/22 |
| | Role: | 9 | 4 | \$1,025 | 3 | 1 | \$190 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 156 | 30 | \$24,471 | 49 | 12 | \$11,724 | 0.24 | 13 | 4 | \$5,805 | 30.8% | |
| Grand Total | | 1,142 | 34 | \$34,404 | 208 | 12 | \$11,724 | 0.06 | 100 | 4 | \$5,805 | 4.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicholas Little

METTS INSURANCE AGENCY, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 705 OLD TROLLEY RD STE C

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278576

SUMMERTVILLE, SC 294855212

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8438329990 JENNIFERMETTS@METTSINSURANCE.COM

1280514, NIX INSURANCE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|----------------|-----------------|--------------|-----------------------------------|-----------------------|---------------|----------------|---------------------------|-------------------------|------------------------|-----------------|-------------------|----------------|--|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$14,570 | 18.1% | 231.3% | \$3,080 | -40.3% | \$0 | -100.0% | 15 | -6.3% | 78.9% | \$971 | 3/31/22 | |
| | Home | \$2,349 | -0.1% | 15.8% | \$0 | -100.0% | \$0 | -100.0% | 2 | 0.0% | 100.0% | \$1,175 | 3/31/22 | |
| | Marine | \$-477 | -175.5% | 2.3% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 | |
| | MOBILE HOME | \$32,194 | -1.4% | 10.7% | \$11,453 | 20.1% | \$3,185 | -17.8% | 31 | 6.9% | 93.9% | \$1,039 | 3/31/22 | |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 | |
| | Off-Road Veh | \$395 | -5.0% | 6.1% | \$285 | -5.6% | \$0 | -100.0% | 3 | 0.0% | 100.0% | \$132 | 3/31/22 | |
| | Rental M.H. | \$6,044 | 0.0% | 9.7% | \$4,470 | 0.0% | \$1,035 | 0.0% | 6 | 0.0% | 100.0% | \$1,007 | 3/31/22 | |
| | Travel Trailer | \$649 | -0.3% | 9.8% | \$399 | -1.5% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$325 | 3/31/22 | |
| | Total | \$55,724 | 1.2% | 66.4% | \$19,687 | -13.9% | \$4,220 | -59.6% | 59 | 0.0% | 89.4% | \$4,648 | | |
| Grand Total | | \$55,724 | 1.2% | 66.4% | \$19,687 | -13.9% | \$4,220 | -59.6% | 59 | 0.0% | 89.4% | \$4,648 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 9 | 3 | \$3,055 | 3 | 1 | \$983 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 10 | 4 | \$3,488 | 3 | 3 | \$2,492 | 1 | 1 | 1 | \$810 | 100.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 29 | 7 | \$6,543 | 8 | 4 | \$3,475 | 0.5 | 2 | 1 | \$810 | 50.0% | | |
| Grand Total | | 29 | 7 | \$6,543 | 8 | 4 | \$3,475 | 0.5 | 2 | 1 | \$810 | 50.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chase Vandenberg | | | | NIX INSURANCE AGENCY, LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 102 N EARLE ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1280514 | | | | WALHALLA, | SC | 296912420 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: | 8646385844 | NIXAGENCYLLC@GMAIL.COM | | | | |

1281031, AYDLETTE SERVICES OF THE LOWCOUNTRY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|-----------------|--------------|----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$-265 | -102.8% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$-265 | -102.8% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$14,690 | 13.6% | 24.8% | \$9,459 | 23.5% | \$4,693 | 7.6% | 6 | 0.0% | 100.0% | \$2,448 | 3/31/22 |
| | Home | \$4,596 | -16.7% | 24.8% | \$1,298 | -29.6% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,532 | 3/31/22 |
| | Marine | \$7,342 | -16.4% | 19.8% | \$1,746 | -53.8% | \$24 | -98.8% | 14 | 16.7% | 93.3% | \$524 | 3/31/22 |
| | MOBILE HOME | \$26,660 | 4.5% | 39.3% | \$8,586 | -0.9% | \$0 | 0.0% | 16 | 0.0% | 100.0% | \$1,666 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$1,980 | 46.6% | 243.6% | \$185 | 585.2% | \$185 | 585.2% | 9 | 50.0% | 90.0% | \$220 | 3/31/22 |
| | Rental M.H. | \$3,600 | -19.9% | 22.8% | \$895 | 0.0% | \$0 | -100.0% | 5 | 0.0% | 100.0% | \$720 | 3/31/22 |
| | Total | \$58,868 | 0.5% | 36.5% | \$22,169 | -3.1% | \$4,902 | -32.4% | 53 | 10.4% | 96.4% | \$7,111 | |
| Grand Total | | \$58,603 | -13.8% | 35.7% | \$22,169 | -3.1% | \$4,902 | -32.4% | 53 | 8.2% | 94.6% | \$7,111 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$843 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 4 | \$654 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 16 | 7 | \$1,497 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 19 | 7 | \$1,497 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

AYDLETTE SERVICES OF THE LOWCOUNTRY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 125 SEA ISLAND PKWY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281031

BEAUFORT, SC 299071500

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8435214663 AYDLETTEINSURANCE@GMAIL.COM

1281727, MOULTON & SHEALLY INS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|-------------|----------------|-----------------|--------------|-----------------|--------------|------------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$47,967 | 55.3% | 25.2% | \$21,476 | 121.3% | \$7,740 | 317.0% | 30 | 42.9% | 120.0% | \$1,599 | 3/31/22 |
| | Home | \$11,913 | -25.6% | 24.6% | \$3,381 | -28.9% | \$0 | 0.0% | 7 | 0.0% | 100.0% | \$1,702 | 3/31/22 |
| | Marine | \$153 | 0.0% | 19.3% | \$153 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$153 | 3/31/22 |
| | MOBILE HOME | \$75,901 | 6.2% | 23.3% | \$22,245 | 11.0% | \$5,415 | -35.1% | 46 | 7.0% | 88.5% | \$1,650 | 3/31/22 |
| | Motorcycle | \$1,385 | -26.4% | 10.3% | \$1,328 | -17.2% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$693 | 3/31/22 |
| | Motor Home | \$536 | -57.0% | 0.6% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$20,992 | -9.6% | 160.6% | \$4,312 | -22.4% | \$2,005 | -23.8% | 26 | 4.0% | 81.3% | \$807 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$158,847 | 9.6% | 43.1% | \$52,895 | 26.5% | \$15,160 | 5.0% | 112 | 10.9% | 92.6% | \$6,604 | |
| Grand Total | | \$158,847 | 9.6% | 43.1% | \$52,895 | 26.5% | \$15,160 | 5.0% | 112 | 10.9% | 92.6% | \$6,604 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 22 | 4 | \$8,319 | 12 | 4 | \$8,319 | 0.33 | 7 | 3 | \$5,987 | 42.9% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 37 | 9 | \$16,035 | 9 | 3 | \$4,639 | 0.33 | 3 | 1 | \$1,597 | 33.3% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 13 | 7 | \$5,919 | 1 | 1 | \$1,085 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 77 | 20 | \$30,273 | 25 | 8 | \$14,043 | 0.32 | 12 | 4 | \$7,584 | 33.3% | |
| Grand Total | | 77 | 20 | \$30,273 | 25 | 8 | \$14,043 | 0.32 | 12 | 4 | \$7,584 | 33.3% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicholas Little

MOULTON & SHEALLY INS LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 810 JOHNNIE DODDS BLVD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281727

MT PLEASANT, SC 294643672

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8438811381 INFO@MOULTONSHEALLY.COM

1283788, HOUSTON,STEPHEN GREG

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|----------------|----------------------------------|------------|----------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Michael McGinty | | | | HOUSTON,STEPHEN GREG | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Dwelling Fire SUB | | | | Address: 106 E BUTLER RD STE A | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1278093 | | | | MAULDIN, SC 296622154 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1278093 Phone/Email: 8649870391 GREG@GREGHOUSTONINS.COM | | | | | |

1288914, STANSELL AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,721 | -47.6% | 1.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,721 | 2/28/22 |
| | Total | \$1,721 | -47.6% | 1.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,721 | |
| Specialty | Dwelling Fire | \$40,928 | -17.9% | 446.8% | \$11,159 | -32.8% | \$7,364 | -27.6% | 38 | -9.5% | 79.2% | \$1,077 | 3/31/22 |
| | Home | \$920 | -11.6% | 10.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$920 | 3/31/22 |
| | MOBILE HOME | \$18,979 | 33.1% | 16.7% | \$3,960 | 9.7% | \$782 | 0.0% | 16 | 33.3% | 100.0% | \$1,186 | 3/31/22 |
| | Rental M.H. | \$4,145 | 3.2% | 9.8% | \$2,335 | 5.8% | \$2,335 | 5.8% | 3 | 0.0% | 100.0% | \$1,382 | 3/31/22 |
| | Travel Trailer | \$135 | -18.2% | 8.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$135 | 3/31/22 |
| | Total | \$65,107 | -6.1% | 300.9% | \$17,454 | -22.1% | \$10,481 | -20.4% | 59 | 0.0% | 84.3% | \$4,700 | |
| Grand Total | | \$66,828 | -7.9% | 293.4% | \$17,454 | -22.1% | \$10,481 | -20.4% | 60 | 0.0% | 84.5% | \$6,421 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|-----------------------------------|-----------------------|--------------|--------------|---------------------|--------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 87 | 0 | \$0 | 9 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 87 | 0 | \$0 | 9 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 18 | 6 | \$12,113 | 3 | 2 | \$4,386 | 0.67 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 5 | 1 | \$920 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 8 | 4 | \$4,818 | 2 | 1 | \$1,543 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 31 | 11 | \$17,851 | 6 | 3 | \$5,929 | 0.5 | 2 | 0 | \$0 | 0.0% | | |
| Grand Total | | 118 | 11 | \$17,851 | 15 | 3 | \$5,929 | 0.2 | 5 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chase Vandenberg | | | | STANSELL AGENCY LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 700 WOODRUFF RD STE 1 | | | | | |

1291795, BEACH INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------------|--------------|----------------|-----------------|---------------|-----------------|---------------|--------------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$27,642 | -35.4% | 11.0% | \$2,319 | -77.7% | \$1,878 | -73.3% | 31 | 0.0% | 91.2% | \$892 | 3/31/22 |
| | Home | \$575 | 13.9% | 24.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$575 | 3/31/22 |
| | Marine | \$1,536 | 0.0% | 21.3% | \$0 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$512 | 3/31/22 |
| | MOBILE HOME | \$233,125 | -0.3% | 113.1% | \$48,923 | -7.5% | \$19,351 | -22.2% | 332 | -2.4% | 83.2% | \$702 | 3/31/22 |
| | Motorcycle | \$1,328 | -1,389.3% | 5.4% | \$403 | -195.0% | \$0 | -100.0% | 4 | 300.0% | 100.0% | \$332 | 3/31/22 |
| | Motor Home | \$1,273 | 48.5% | 13.3% | (\$286) | 118.3% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,273 | 3/31/22 |
| | Off-Road Veh | \$73,706 | 11.2% | 22.1% | \$19,437 | 7.8% | \$7,169 | -11.3% | 564 | 0.4% | 87.4% | \$131 | 3/31/22 |
| | Rental M.H. | \$47,972 | -2.9% | 40.3% | \$10,959 | -23.7% | \$2,929 | -66.3% | 60 | -6.3% | 73.2% | \$800 | 3/31/22 |
| | Travel Trailer | \$3,509 | 4.4% | 10.7% | \$215 | -59.4% | \$0 | -100.0% | 13 | 0.0% | 92.9% | \$270 | 3/31/22 |
| | Total | \$390,666 | -2.0% | 76.9% | \$81,970 | -14.3% | \$31,327 | -35.5% | 1,009 | -0.7% | 85.2% | \$5,486 | |
| Grand Total | | \$390,666 | -2.0% | 76.9% | \$81,970 | -14.3% | \$31,327 | -35.5% | 1,009 | -0.7% | 85.2% | \$5,486 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 26 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 26 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 15 | 3 | \$3,192 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 167 | 59 | \$44,041 | 29 | 7 | \$5,172 | 0.24 | 5 | 1 | \$514 | 20.0% | 3/31/22 |
| | Role: | 7 | 3 | \$860 | 3 | 1 | \$403 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$756 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 103 | 83 | \$9,140 | 21 | 15 | \$1,492 | 0.71 | 15 | 8 | \$848 | 53.3% | 3/31/22 |
| | Role: | 65 | 18 | \$15,484 | 11 | 2 | \$884 | 0.18 | 5 | 1 | \$623 | 20.0% | 3/31/22 |
| | Role: | 3 | 1 | \$294 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 366 | 168 | \$73,767 | 67 | 25 | \$7,951 | 0.37 | 28 | 10 | \$1,985 | 35.7% | |
| Grand Total | | 392 | 168 | \$73,767 | 67 | 25 | \$7,951 | 0.37 | 28 | 10 | \$1,985 | 35.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicholas Little

BEACH INSURANCE, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 397 ROBERT M GRISSOM PKWY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1291795

MYRTLE BEACH, SC 295776574

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 7045545701 CHANCE@BEACHINSURANCELLC.COM

1293978, DAVID T CHUDYK AGENCY, LLC THE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$1,264 | -63.5% | 14.5% | \$10 | -97.2% | \$10 | -97.2% | 1 | -50.0% | 50.0% | \$1,264 | 2/28/22 |
| | Total | \$1,264 | -63.5% | 14.5% | \$10 | -97.2% | \$10 | -97.2% | 1 | -50.0% | 50.0% | \$1,264 | |
| Specialty | Dwelling Fire | \$15,535 | 85.3% | 893.4% | \$6,175 | 140.0% | \$2,779 | 431.4% | 13 | 18.2% | 72.2% | \$1,195 | 3/31/22 |
| | Home | \$2,831 | 90.1% | 14.6% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$1,416 | 3/31/22 |
| | MOBILE HOME | \$21,786 | 65.5% | 44.1% | \$2,693 | 114.6% | \$2,068 | 228.3% | 19 | 58.3% | 90.5% | \$1,147 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$5,036 | -21.3% | 9.7% | \$3,771 | -4.4% | \$665 | 150.9% | 3 | -25.0% | 60.0% | \$1,679 | 3/31/22 |
| | Travel Trailer | \$451 | 0.0% | 14.7% | \$451 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$451 | 3/31/22 |
| | Total | \$45,639 | 55.3% | 287.6% | \$13,090 | 68.4% | \$5,512 | 288.7% | 38 | 35.7% | 80.9% | \$5,887 | |
| Grand Total | | \$46,903 | 42.8% | 276.3% | \$13,100 | 61.3% | \$5,522 | 212.2% | 39 | 30.0% | 79.6% | \$7,151 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 44 | 7 | \$11,215 | 10 | 1 | \$1,768 | 0.1 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,433 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 22 | 9 | \$10,869 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$665 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$451 | 0 | 1 | \$451 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 76 | 19 | \$24,633 | 14 | 2 | \$2,219 | 0.14 | 5 | 0 | \$0 | 0.0% | |
| Grand Total | | 76 | 19 | \$24,633 | 14 | 2 | \$2,219 | 0.14 | 5 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chase Vandenberg

DAVID T CHUDYK AGENCY, LLC THE

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 916 E NORTH 1ST ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1293978

SENECA, SC 296782830

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8648823781 DAVID@CFSIG.NET

1324784, CINDY EVANS INSURANCE & FINANCIAL SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$1,557 | 0.0% | 27.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,557 | 3/31/22 |
| | Total | \$1,557 | 0.0% | 27.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,557 | |
| Grand Total | | \$1,557 | 0.0% | 27.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,557 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$2,263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 11 | 2 | \$2,263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 2 | \$2,263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | CINDY EVANS INSURANCE & FINANCIAL SERVICES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 1705B CAROLINA AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1324784 | | | | ORANGEBURG, SC 291154300 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8038305700 SALES@CINDYEVANS.NET | | | | | |

1360817, CLEMSON INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$40,227 | 44.7% | 13.3% | \$7,868 | 15.9% | \$6,041 | 83.0% | 29 | -6.5% | 70.7% | \$1,387 | 3/31/22 |
| | Home | \$5,202 | 164.7% | 13.0% | \$1,581 | 0.0% | \$1,581 | 0.0% | 3 | 50.0% | 100.0% | \$1,734 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$29,139 | 3.5% | 25.3% | \$10,166 | -6.4% | \$2,397 | 24.3% | 29 | 7.4% | 96.7% | \$1,005 | 3/31/22 |
| | Motorcycle | \$156 | 0.6% | 3.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$156 | 3/31/22 |
| | Off-Road Veh | \$57 | 0.0% | 7,466.5% | (\$15) | 0.0% | (\$15) | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$5,343 | 4.5% | 9.8% | \$1,570 | 0.0% | \$0 | 0.0% | 8 | 14.3% | 100.0% | \$668 | 3/31/22 |
| | Travel Trailer | \$450 | 0.0% | 14.2% | \$288 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$450 | 3/31/22 |
| | Total | \$80,574 | 27.5% | 24.2% | \$21,458 | 11.6% | \$10,004 | 91.3% | 71 | 4.4% | 84.5% | \$5,400 | |
| | Grand Total | \$80,574 | 27.5% | 24.2% | \$21,458 | 11.6% | \$10,004 | 91.3% | 71 | 4.4% | 84.5% | \$5,400 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 29 | 10 | \$24,099 | 5 | 1 | \$1,410 | 0.2 | 3 | 1 | \$1,410 | 33.3% | 3/31/22 |
| | Role: | 4 | 1 | \$1,426 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 3 | \$3,406 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$72 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 8 | 1 | \$230 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 54 | 16 | \$29,233 | 6 | 1 | \$1,410 | 0.17 | 3 | 1 | \$1,410 | 33.3% | |
| | Grand Total | 56 | 16 | \$29,233 | 6 | 1 | \$1,410 | 0.17 | 3 | 1 | \$1,410 | 33.3% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Michael McGinty | | | | CLEMSON INSURANCE INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 1500 W MAIN ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1360817 | | | | CENTRAL, SC 296309355 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 8646392822 FLETCHER@CLEMSONINSURANCE.COM | | | | | |

1375905, C&C INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|----------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,017 | 0.0% | 16.3% | \$3,017 | 0.0% | \$1,840 | 0.0% | 2 | 0.0% | 100.0% | \$1,509 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$302 | 0.0% | 10.6% | \$302 | 0.0% | \$302 | 0.0% | 1 | 0.0% | 100.0% | \$302 | 3/31/22 |
| | Motor Home | \$597 | 0.0% | 21.2% | \$597 | 0.0% | \$597 | 0.0% | 1 | 0.0% | 100.0% | \$597 | 3/31/22 |
| | Off-Road Veh | \$70 | 0.0% | 12.0% | \$70 | 0.0% | \$70 | 0.0% | 1 | 0.0% | 100.0% | \$70 | 3/31/22 |
| | Rental M.H. | \$1,950 | 0.0% | 28.3% | \$1,950 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$975 | 3/31/22 |
| | Total | \$5,936 | 0.0% | 22.1% | \$5,936 | 0.0% | \$2,809 | 0.0% | 7 | 0.0% | 100.0% | \$3,453 | |
| | Grand Total | \$5,936 | 0.0% | 22.1% | \$5,936 | 0.0% | \$2,809 | 0.0% | 7 | 0.0% | 100.0% | \$3,453 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 2 | \$3,017 | 3 | 2 | \$3,017 | 0.67 | 1 | 1 | \$1,840 | 100.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$302 | 1 | 1 | \$302 | 1 | 1 | 1 | \$302 | 100.0% | 3/31/22 |
| | Role: | 1 | 1 | \$658 | 1 | 1 | \$658 | 1 | 1 | 1 | \$658 | 100.0% | 3/31/22 |
| | Role: | 2 | 1 | \$70 | 2 | 1 | \$70 | 0.5 | 1 | 1 | \$70 | 100.0% | 3/31/22 |
| | Role: | 4 | 2 | \$1,950 | 4 | 2 | \$1,950 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 7 | \$5,997 | 14 | 7 | \$5,997 | 0.5 | 6 | 4 | \$2,870 | 66.7% | |
| | Grand Total | 14 | 7 | \$5,997 | 14 | 7 | \$5,997 | 0.5 | 6 | 4 | \$2,870 | 66.7% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Nicholas Little | | | | C&C INSURANCE GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALE Legal Business Entity | | | | Address: 21 GAMECOCK AVE STE B | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1375905 | | | | CHARLESTON, SC 294073368 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3046671546 NICK@CANDCINSGROUP.COM | | | | | |

173948, SMITH,TRACY ALAN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|---------------|--------------|---------------|----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$18,776 | -59.8% | 126.7% | \$1,846 | -76.6% | \$431 | -88.1% | 8 | -70.4% | 21.6% | \$2,347 | 2/28/22 |
| | Total | \$18,776 | -59.8% | 126.7% | \$1,846 | -76.6% | \$431 | -88.1% | 8 | -70.4% | 21.6% | \$2,347 | |
| Specialty | Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$18,776 | -59.6% | 126.6% | \$1,846 | -76.6% | \$431 | -88.1% | 8 | -70.4% | 21.6% | \$2,347 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|--------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1,073 | 10 | \$7,277 | 163 | 0 | \$0 | 0 | 101 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1,073 | 10 | \$7,277 | 163 | 0 | \$0 | 0 | 101 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1,074 | 10 | \$7,277 | 163 | 0 | \$0 | 0 | 101 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kevin Racicot

SMITH,TRACY ALAN

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 2550 POPLAR AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 173948

MEMPHIS, TN 381123800

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9014581630 TRACY.SMITH@AUTOSAVEMEMPHIS.COM

1277268, HOWELL INSURANCE SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$45,783 | 58.1% | 57.5% | \$10,731 | 20.6% | \$7,665 | 65.7% | 29 | 16.0% | 80.6% | \$1,579 | 3/31/22 |
| | Home | \$9,363 | 205.0% | 25.4% | \$8,038 | 135.5% | \$5,092 | 168.4% | 5 | 150.0% | 100.0% | \$1,873 | 3/31/22 |
| | Marine | \$3,070 | 0.0% | 15.4% | \$276 | 0.0% | \$276 | 0.0% | 4 | 0.0% | 100.0% | \$768 | 3/31/22 |
| | MOBILE HOME | \$13,379 | -0.2% | 4.6% | \$1,394 | 5.8% | \$76 | 0.0% | 9 | -10.0% | 69.2% | \$1,487 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | -21.3% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$156 | 4.0% | 4.4% | \$156 | 4.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$156 | 3/31/22 |
| | Rental M.H. | \$22,189 | 10.7% | 13.9% | \$2,274 | 8.5% | \$300 | -43.2% | 31 | 3.3% | 96.9% | \$716 | 3/31/22 |
| | Travel Trailer | \$1,541 | 171.8% | 5.8% | \$964 | 0.0% | \$231 | 0.0% | 2 | 100.0% | 100.0% | \$771 | 3/31/22 |
| | Total | \$95,481 | 43.8% | 33.5% | \$23,833 | 50.1% | \$13,640 | 93.4% | 81 | 15.7% | 86.2% | \$7,348 | |
| | Grand Total | \$95,481 | 43.8% | 33.5% | \$23,833 | 50.1% | \$13,640 | 93.4% | 81 | 15.7% | 86.2% | \$7,348 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 118 | 0 | \$0 | 11 | 0 | \$0 | 0 | 6 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 118 | 0 | \$0 | 11 | 0 | \$0 | 0 | 6 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 42 | 11 | \$21,199 | 7 | 1 | \$1,119 | 0.14 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 3 | \$5,483 | 4 | 2 | \$4,158 | 0.5 | 2 | 1 | \$2,862 | 50.0% | 3/31/22 |
| | Role: | 4 | 4 | \$2,823 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 3 | \$6,301 | 4 | 1 | \$1,589 | 0.25 | 1 | 1 | \$1,589 | 100.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$2,212 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$733 | 2 | 1 | \$733 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 74 | 24 | \$38,751 | 17 | 5 | \$7,599 | 0.29 | 6 | 2 | \$4,451 | 33.3% | |
| | Grand Total | 192 | 24 | \$38,751 | 28 | 5 | \$7,599 | 0.18 | 12 | 2 | \$4,451 | 16.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kevin Racicot

HOWELL INSURANCE SERVICES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1500 SIMPSON RD W

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277268

LENOIR CITY, TN 377716568

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8659884275 BART@BARTHOWELLAGENCY.COM

1277390, HOWELL INSURANCE SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|------------------|-----------------|--------------|--------------|----------------|-------------------------------|-----------------------|-----------------|---------------------------|----------------|
| Auto | Personal Auto | \$-264 | -116.3% | -21.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$-264 | -116.3% | -21.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,586 | 0.0% | 22.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,586 | 3/31/22 |
| | MOBILE HOME | \$0 | -100.0% | -34.5% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$404 | 0.0% | 8.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$404 | 3/31/22 |
| | Total | \$1,990 | 131.9% | 15.2% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 66.7% | \$1,990 | |
| Grand Total | | \$1,726 | -30.4% | 12.1% | \$0 | 0.0% | \$0 | 0.0% | 2 | -33.3% | 50.0% | \$1,990 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 1 | \$1,430 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 1 | \$1,430 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 6 | 1 | \$1,430 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | HOWELL INSURANCE SERVICES INC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | | Address: | 1335 MACKEY BRANCH DR | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1277268 | | | | CHATTANOOGA, TN | 374213288 | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1277268 | | | | Phone/Email: | 4234994071 | | BART@BARTHOWELLAGENCY.COM | |

1280251, JAMES ADCOCK AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$-2,318 | -127.2% | 19.0% | (\$483) | -107.1% | \$0 | -100.0% | 2 | -66.7% | 28.6% | \$-1,159 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$238 | 10.2% | 3.8% | \$238 | 10.2% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$238 | 3/31/22 |
| | MOBILE HOME | \$7,227 | -46.5% | 5.2% | \$0 | -100.0% | \$0 | 0.0% | 7 | -12.5% | 87.5% | \$1,032 | 3/31/22 |
| | Rental M.H. | \$315 | -51.6% | -0.4% | \$0 | -100.0% | \$0 | -100.0% | 2 | -33.3% | 66.7% | \$158 | 3/31/22 |
| | Total | \$5,462 | -76.2% | 9.4% | (\$245) | -102.2% | \$0 | -100.0% | 12 | -33.3% | 63.2% | \$269 | |
| Grand Total | | \$5,462 | -76.2% | 9.4% | (\$245) | -102.2% | \$0 | -100.0% | 12 | -33.3% | 63.2% | \$269 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|--------------|-----------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 10 | 1 | \$1,351 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 1 | \$1,351 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 20 | 1 | \$1,351 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | JAMES ADCOCK AGENCY | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 1837 MEMORIAL BLVD | | | | | |

1280712, BASS, MICHELLE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,058 | -42.4% | 105.9% | (\$488) | -138.3% | \$0 | 0.0% | 3 | -40.0% | 60.0% | \$1,019 | 3/31/22 |
| | Home | \$2,765 | -2.7% | 213.7% | \$0 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$691 | 3/31/22 |
| | MOBILE HOME | \$6,474 | 2.5% | 76.4% | \$451 | 0.0% | \$451 | 0.0% | 6 | 0.0% | 100.0% | \$1,079 | 3/31/22 |
| | Rental M.H. | \$1,542 | 6.6% | 2.8% | \$880 | 26.3% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$514 | 3/31/22 |
| | Travel Trailer | \$723 | -60.0% | 2.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$723 | 3/31/22 |
| | Total | \$14,562 | -17.8% | 95.5% | \$843 | -65.2% | \$451 | 0.0% | 17 | -15.0% | 85.0% | \$4,027 | |
| Grand Total | | \$14,562 | -17.8% | 95.5% | \$843 | -65.2% | \$451 | 0.0% | 17 | -15.0% | 85.0% | \$4,027 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|----------------------------------|-----------------------|--------------|--------------|----------------|--------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Grand Total | | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | BASS,MICHELLE | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 101 E UNAKA AVE STE 7 | | | | | |

1282760, POWERS,TONY GERALD

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|--------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$15,542 | 177.3% | 28.2% | \$5,357 | 90.4% | \$512 | -72.8% | 8 | 33.3% | 66.7% | \$1,943 | 3/31/22 |
| | Home | \$2,743 | 151.2% | 29.7% | \$1,183 | 8.3% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$1,372 | 3/31/22 |
| | MOBILE HOME | \$9,263 | 17.7% | 5.0% | \$2,462 | 51.1% | \$756 | 0.0% | 9 | 28.6% | 112.5% | \$1,029 | 3/31/22 |
| | Rental M.H. | \$3,554 | -7.1% | 5.2% | \$682 | 28.0% | (\$68) | -118.7% | 7 | -12.5% | 77.8% | \$508 | 3/31/22 |
| | Travel Trailer | \$206 | -38.0% | 4.3% | (\$130) | 0.0% | (\$130) | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$31,308 | 67.2% | 17.3% | \$9,554 | 57.4% | \$1,070 | -67.9% | 26 | 13.0% | 81.3% | \$4,851 | |
| Grand Total | | \$31,308 | 67.2% | 17.3% | \$9,554 | 57.4% | \$1,070 | -67.9% | 26 | 13.0% | 81.3% | \$4,851 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|--------------------------------|-----------------------|--------------|--------------|--------------------|-----------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 12 | 6 | \$9,786 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 4 | 1 | \$1,560 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 9 | 1 | \$534 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 6 | 1 | \$580 | 1 | 1 | \$580 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 31 | 9 | \$12,460 | 7 | 1 | \$580 | 0.14 | 3 | 0 | \$0 | 0.0% | | |
| Grand Total | | 34 | 9 | \$12,460 | 8 | 1 | \$580 | 0.13 | 3 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Kevin Racicot | | | | POWERS,TONY GERALD | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 1772 FORT HENRY DR | | | | | |

1288226, NEWMAN,JOSEPH DAVID

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$649 | -67.9% | 23.4% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 33.3% | \$649 | 3/31/22 |
| | Home | \$1,399 | -0.4% | 23.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,399 | 3/31/22 |
| | Marine | \$353 | 0.0% | 5.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$353 | 3/31/22 |
| | MOBILE HOME | \$12,567 | 3.4% | 4.7% | \$1,719 | 4.5% | \$1,719 | 4.5% | 10 | 11.1% | 100.0% | \$1,257 | 3/31/22 |
| | Rental M.H. | \$6,315 | 105.0% | 8.4% | \$3,640 | 18.1% | \$408 | -80.3% | 4 | 33.3% | 100.0% | \$1,579 | 3/31/22 |
| | Total | \$21,283 | 11.9% | 8.5% | \$5,359 | -7.6% | \$2,127 | -42.8% | 17 | 6.3% | 89.5% | \$5,236 | |
| | Grand Total | \$21,283 | 11.9% | 8.5% | \$5,359 | -7.6% | \$2,127 | -42.8% | 17 | 6.3% | 89.5% | \$5,236 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 1 | \$701 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$473 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$2,196 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 3 | \$3,370 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 13 | 3 | \$3,370 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kevin Racicot

NEWMAN,JOSEPH DAVID

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1048 S WATER AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1288226

GALLATIN, TN 370663964

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6154527439 JOE@NEWMANAGENCY.NET

1294856, RIDDLE,MICKI

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------|--------------|----------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | RIDDLE,MICKI | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Personal Auto SUB | | | | Address: 18 BOONEVILLE HWY | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1280251 | | | | LYNCHBURG, TN 373527031 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1280251 Phone/Email: 9314550549 MICHELLE@RIDDLE.AGENCY | | | | | |

1307329, BTJ INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------|-------------|-----------------------------------|------------|-------------|--------------|--|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,232 | -362.8% | 181.0% | (\$1,094) | -244.7% | \$0 | -100.0% | 1 | -50.0% | 33.3% | \$5,232 | 2/28/22 |
| | Total | \$5,232 | -362.8% | 181.0% | (\$1,094) | -244.7% | \$0 | -100.0% | 1 | -50.0% | 33.3% | \$5,232 | |
| Specialty | Dwelling Fire | \$15,297 | -33.5% | 20.0% | \$5,260 | -37.1% | \$1,544 | -64.5% | 17 | -19.0% | 77.3% | \$900 | 3/31/22 |
| | Home | \$3,837 | 331.1% | 38.2% | \$0 | -100.0% | \$0 | -100.0% | 3 | 200.0% | 100.0% | \$1,279 | 3/31/22 |
| | MOBILE HOME | \$13,098 | -9.7% | 22.5% | \$997 | 6.2% | \$997 | 6.2% | 8 | -11.1% | 88.9% | \$1,637 | 3/31/22 |
| | Motorcycle | \$1,636 | 9.9% | 17.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$818 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$437 | -45.0% | -3.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$437 | 3/31/22 |
| | Rental M.H. | \$9,072 | -23.1% | 87.1% | \$3,048 | -20.6% | \$2,113 | -27.3% | 8 | -27.3% | 72.7% | \$1,134 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$43,377 | -17.6% | 36.1% | \$9,305 | -29.4% | \$4,654 | -36.8% | 39 | -13.3% | 81.3% | \$6,205 | |
| | Grand Total | \$48,609 | -4.1% | 52.3% | \$8,211 | -41.1% | \$4,654 | -42.7% | 40 | -14.9% | 78.4% | \$11,437 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 180 | 1 | \$4,165 | 22 | 0 | \$0 | 0 | 15 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 180 | 1 | \$4,165 | 22 | 0 | \$0 | 0 | 15 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 23 | 1 | \$2,205 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$2,961 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 35 | 3 | \$5,166 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| | Grand Total | 215 | 4 | \$9,331 | 26 | 0 | \$0 | 0 | 17 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Kendra Zmudka | | | | BTJ INSURANCE INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 432 BELL RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1307329 | | | | NASHVILLE, TN 372173823 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 615330232 INFO@BTJINSURANCE.COM | | | | | |

1307337, BOBBY THOMAS JR INSURANCE AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 Portfolio Owner: Kendra Zmudka BOBBY THOMAS JR INSURANCE AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 #MULTIVALUE SUB Address: 432 BELL RD

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 LBE UPN: 1307329 NASHVILLE, TN 372173823

Annual Average Premium = This Yr R12 NWP / PIF 1307329 Phone/Email: 6153330232 INFO@BTJINSURANCE.COM

1307338, BTJ INSURANCE INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| | | | | | | | | | | | | | |
| Specialty | Dwelling Fire | \$1,964 | 0.0% | 29.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,964 | 3/31/22 |
| | Home | \$1,648 | 18.5% | 24.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,648 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$3,612 | 159.7% | 26.5% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$3,612 | |
| Grand Total | | \$3,612 | 159.7% | 26.5% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$3,612 | |

1360080, SUEING,CHARLES ALBERT

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|------------------|---------------|------------------|-----------------------|---------------|----------------|---|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$130,811 | 573.4% | 36.6% | (\$844) | -132.4% | \$0 | -100.0% | 15 | 15.4% | 75.0% | \$8,721 | 3/31/22 |
| | Home | \$4,423 | 55.5% | 25.7% | \$2,721 | 140.4% | \$1,147 | 1.3% | 3 | 50.0% | 100.0% | \$1,474 | 3/31/22 |
| | Total | \$135,234 | 507.2% | 36.2% | \$1,877 | -49.8% | \$1,147 | 65.5% | 18 | 20.0% | 78.3% | \$10,195 | |
| Grand Total | | \$135,234 | 507.2% | 36.2% | \$1,877 | -49.8% | \$1,147 | 65.5% | 18 | 20.0% | 78.3% | \$10,195 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 13 | 7 | \$127,091 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,574 | 1 | 1 | \$1,574 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 8 | \$128,665 | 3 | 1 | \$1,574 | 0.33 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 19 | 8 | \$128,665 | 3 | 1 | \$1,574 | 0.33 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Kevin Racicot | | | SUEING,CHARLES ALBERT | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 201 THOMPSON LN STE 105 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1360080 | | | NASHVILLE, TN 372112467 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6153660523 CHARLES@SUEINGINSURANCEAGENCY.COM | | | | | |

1360286, GAFFNEY INSURANCE AGENCY & FINANCIAL SERVICES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|--------------|----------------|-----------------|---------------|-----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$29,616 | 10.2% | 297.8% | \$9,524 | -19.6% | \$8,539 | 3.6% | 17 | -10.5% | 70.8% | \$1,742 | 3/31/22 |
| | Home | \$5,670 | 32.3% | 24.4% | \$0 | 0.0% | \$0 | 0.0% | 4 | 33.3% | 100.0% | \$1,418 | 3/31/22 |
| | MOBILE HOME | \$12,392 | 25.1% | 4.7% | \$5,483 | -6.3% | \$1,510 | -13.4% | 10 | 0.0% | 83.3% | \$1,239 | 3/31/22 |
| | Rental M.H. | \$5,145 | 1.7% | 4.5% | \$997 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$1,029 | 3/31/22 |
| | Total | \$52,823 | 14.5% | 175.2% | \$16,004 | -14.4% | \$10,049 | 0.7% | 36 | -2.7% | 80.0% | \$5,428 | |
| | Grand Total | \$52,823 | 14.5% | 175.2% | \$16,004 | -14.4% | \$10,049 | 0.7% | 36 | -2.7% | 80.0% | \$5,428 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|-----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 59 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 59 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 37 | 5 | \$8,016 | 14 | 0 | \$0 | 0 | 9 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,418 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 2 | \$1,975 | 1 | 1 | \$308 | 1 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 48 | 8 | \$11,409 | 15 | 1 | \$308 | 0.07 | 10 | 0 | \$0 | 0.0% | |
| | Grand Total | 107 | 8 | \$11,409 | 15 | 1 | \$308 | 0.07 | 10 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kevin Racicot

GAFFNEY INSURANCE AGENCY & FINANCIAL SERVICES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 180 N BELVEDERE DR STE 11

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1360286

GALLATIN, TN 370665461

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 6154525588 STEPHAN@NASHVILLEINSURANCEAGENT.COM

1360332, CARPENTER,PATRICK H

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|---------------|------------------------------------|------------|---------------|--------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,835 | 27.1% | 24.9% | \$1,853 | 93.4% | \$0 | 0.0% | 5 | 25.0% | 62.5% | \$1,967 | 3/31/22 |
| | Home | \$1,812 | 15.4% | 29.1% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,812 | 3/31/22 |
| | Marine | \$214 | -65.4% | -0.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$214 | 3/31/22 |
| | MOBILE HOME | \$10,074 | 75.5% | 11.1% | \$1,213 | -33.8% | \$0 | 0.0% | 6 | 0.0% | 85.7% | \$1,679 | 3/31/22 |
| | Motorcycle | \$658 | 217.9% | 2.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$329 | 3/31/22 |
| | Off-Road Veh | \$509 | 0.0% | 12.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$509 | 3/31/22 |
| | Rental M.H. | \$3,625 | -10.0% | 4.8% | \$1,353 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$1,208 | 3/31/22 |
| | Travel Trailer | \$303 | -91.0% | 4.6% | \$0 | -100.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$303 | 3/31/22 |
| | Total | \$27,030 | 16.2% | 15.1% | \$4,419 | -36.8% | \$0 | 0.0% | 20 | 5.3% | 76.9% | \$8,021 | |
| | Grand Total | \$27,030 | 16.2% | 15.1% | \$4,419 | -36.8% | \$0 | 0.0% | 20 | 5.3% | 76.9% | \$8,021 | |
| LOB | Policy Type | R12 Quotes | R12 New Polis | R12 New Prem | YTD Quotes | YTD New Polis | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Polis | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 30 | 0 | \$0 | 15 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 30 | 0 | \$0 | 15 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 4 | \$8,112 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 41 | 0 | \$0 | 30 | 0 | \$0 | 0 | 8 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,127 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$455 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$509 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 57 | 7 | \$10,203 | 30 | 0 | \$0 | 0 | 8 | 0 | \$0 | 0.0% | |
| | Grand Total | 87 | 7 | \$10,203 | 45 | 0 | \$0 | 0 | 15 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Kevin Racicot | | | | CARPENTER,PATRICK H | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 567 CASON LN STE F | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1360332 | | | | MURFREESBORO, TN 371284871 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 6158968484 PATRICK@MYCBCAGENT.COM | | | | | |

1360339, CARPENTER,PATRICK H

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|--------------|----------------|---------------|---------------|-------------|----------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$11,232 | 160.2% | 26.4% | \$562 | -250.3% | \$44 | -111.8% | 12 | 71.4% | 85.7% | \$936 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$2,171 | -23.1% | 1.8% | (\$653) | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$2,171 | 3/31/22 |
| | Rental M.H. | \$283 | -55.2% | 1.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$283 | 3/31/22 |
| | Total | \$13,686 | 76.1% | 18.8% | (\$91) | -75.7% | \$44 | -111.8% | 14 | 27.3% | 77.8% | \$3,390 | |
| | Grand Total | \$13,686 | 76.1% | 18.8% | (\$91) | -75.7% | \$44 | -111.8% | 14 | 27.3% | 77.8% | \$3,390 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 7 | \$8,240 | 7 | 2 | \$2,058 | 0.29 | 2 | 1 | \$1,029 | 50.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 7 | \$8,240 | 7 | 2 | \$2,058 | 0.29 | 2 | 1 | \$1,029 | 50.0% | |
| | Grand Total | 20 | 7 | \$8,240 | 7 | 2 | \$2,058 | 0.29 | 2 | 1 | \$1,029 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Kevin Racicot

CARPENTER,PATRICK H

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 231 NORTHGATE DR STE 120

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1360332

MCMINNVILLE, TN 371101436

Annual Average Premium = This Yr R12 NWP / PIF

1360332 Phone/Email: 9314733344 PATRICK@MYCBCAGENT.COM

1360341, CARPENTER,PATRICK H

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|--------------------|------------|--------------|------------------|-------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Casey Knapp | | | CARPENTER,PATRICK H | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | SUB | | | Address: 4918 MAIN ST STE 8E | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1360332 | | | SPRING HILL, TN 371747210 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | 1360332 | | | Phone/Email: 6153023456 PATRICK@MYCBCAGENT.COM | | | | | |

1375939, CHURCHILL AGENCY VENTURES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| | Grand Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 20 | 0 | \$0 | 20 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 20 | 0 | \$0 | 20 | 0 | \$0 | 0 | 13 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 0 | \$0 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 0 | \$0 | 7 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| | Grand Total | 27 | 0 | \$0 | 27 | 0 | \$0 | 0 | 15 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Casey Knapp

CHURCHILL AGENCY VENTURES, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1749 MALLORY LN STE 300

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1375939

BRENTWOOD, TN 370272931

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8555318777 ALAINA.HIXSON@THECHURCHILLAGENCY.COM

1277737, AREAWIDE INS ADVISORS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|-----------------|---------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$29,824 | -24.8% | 30.7% | \$7,727 | -57.4% | \$938 | -73.6% | 28 | -12.5% | 73.7% | \$1,065 | 3/31/22 |
| | MOBILE HOME | \$13,944 | -15.2% | 35.1% | \$2,874 | -49.6% | \$1,704 | -47.6% | 11 | -8.3% | 91.7% | \$1,268 | 3/31/22 |
| | Motorcycle | \$75 | 0.0% | 3.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$75 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$473 | 0.0% | 20.1% | \$473 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$473 | 3/31/22 |
| | Total | \$44,316 | -21.8% | 32.0% | \$11,074 | -54.5% | \$2,642 | -61.1% | 41 | -10.9% | 78.8% | \$2,881 | |
| Grand Total | | \$44,316 | -21.8% | 32.0% | \$11,074 | -54.5% | \$2,642 | -61.1% | 41 | -10.9% | 78.8% | \$2,881 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 8 | 6 | \$8,089 | 1 | 1 | \$1,474 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 9 | 6 | \$8,089 | 1 | 1 | \$1,474 | 1 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 9 | 6 | \$8,089 | 1 | 1 | \$1,474 | 1 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicholas Green

AREAWIDE INS ADVISORS LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2112 SOUTHWOOD DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277737

COLLEGE STATIO TX

778404863

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9797761900 MIKE@AREAWIDETEXAS.COM

1277968, RANCAN GROUP LP

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|-----------------|-------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$3,109 | -55.0% | 0.8% | \$1,385 | 6.0% | \$635 | -10.6% | 2 | -33.3% | 66.7% | \$1,555 | 2/28/22 |
| | Total | \$3,109 | -55.0% | 0.8% | \$1,385 | 6.0% | \$635 | -10.6% | 2 | -33.3% | 66.7% | \$1,555 | |
| Specialty | Dwelling Fire | \$49,662 | 11.3% | 33.0% | \$12,325 | 100.8% | \$586 | 0.0% | 36 | 5.9% | 90.0% | \$1,380 | 3/31/22 |
| | Home | \$340 | 109.9% | 31.0% | \$340 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$340 | 3/31/22 |
| | MOBILE HOME | \$30,356 | -28.9% | 82.0% | \$5,493 | -42.5% | \$0 | -100.0% | 23 | -20.7% | 65.7% | \$1,320 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$-8 | -100.2% | 22.7% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 50.0% | \$-4 | 3/31/22 |
| | Travel Trailer | \$569 | -3.2% | 21.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$569 | 3/31/22 |
| | Total | \$80,919 | -12.3% | 53.5% | \$18,158 | 9.7% | \$586 | -93.5% | 63 | -7.4% | 77.8% | \$3,604 | |
| Grand Total | | \$84,028 | -15.2% | 51.5% | \$19,543 | 9.4% | \$1,221 | -87.5% | 65 | -8.5% | 77.4% | \$5,159 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 29 | 6 | \$9,277 | 2 | 1 | \$4,499 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$340 | 1 | 1 | \$340 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 6 | \$5,105 | 1 | 2 | \$1,732 | 2 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 38 | 13 | \$14,722 | 4 | 4 | \$6,571 | 1 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 38 | 13 | \$14,722 | 4 | 4 | \$6,571 | 1 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Matthew Schaap

RANCAN GROUP LP

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 579 N VALLEY PKWY STE 100

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277968

LEWISVILLE, TX 750673105

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9724362822 RANDY.CRANE@TEXASINSURANCEAGENCY.COM

1278005, SAXON, SHEILA

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$4,662 | 0.0% | 1.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$4,662 | 2/28/2023 |
| | Total | \$4,662 | 0.0% | 1.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$4,662 | |
| Specialty | Dwelling Fire | \$31,017 | 34.8% | 33.0% | \$12,353 | 36.4% | \$1,072 | 13.3% | 20 | 25.0% | 95.2% | \$1,551 | 3/31/2023 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/2023 |
| | MOBILE HOME | \$2,991 | -16.7% | 21.0% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 60.0% | \$997 | 3/31/2023 |
| | Rental M.H. | \$1,137 | 2.5% | 21.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,137 | 3/31/2023 |
| | Travel Trailer | \$1,271 | 0.0% | 26.0% | \$1,271 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$1,271 | 3/31/2023 |
| | Total | \$36,416 | 31.4% | 31.1% | \$13,624 | 32.6% | \$1,072 | 13.3% | 25 | 25.0% | 92.6% | \$4,956 | |
| Grand Total | | \$41,078 | 48.2% | 27.1% | \$13,624 | 32.6% | \$1,072 | 13.3% | 26 | 30.0% | 92.9% | \$9,618 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|----------------|----------------------------------|-----------------|-----------------|-------------------|----------------|--|
| Auto | Role: | 21 | 1 | \$2,424 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/2023 | |
| | Total | 21 | 1 | \$2,424 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 12 | 5 | \$5,947 | 6 | 2 | \$1,760 | 0.33 | 2 | 0 | \$0 | 0.0% | 3/31/2023 | |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 | |
| | Role: | 1 | 2 | \$1,352 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/2023 | |
| | Total | 14 | 7 | \$7,299 | 6 | 2 | \$1,760 | 0.33 | 2 | 0 | \$0 | 0.0% | | |
| Grand Total | | 35 | 8 | \$9,723 | 9 | 2 | \$1,760 | 0.22 | 3 | 0 | \$0 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chayo Gould | | | | SAXON,SHELIA | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 1833 W HUNT ST STE 202B | | | | | |

1278146, THE DANSBY GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$2,484 | -65.4% | 30.9% | \$3,059 | 1,510.0% | \$3,059 | 14.9% | 3 | -25.0% | 75.0% | \$828 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,583 | 0.0% | 21.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,583 | 3/31/22 |
| | Rental M.H. | \$876 | 0.0% | 22.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$876 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,943 | -48.7% | 27.4% | \$3,059 | 1,510.0% | \$3,059 | 14.9% | 5 | -16.7% | 83.3% | \$3,287 | |
| Grand Total | | \$4,943 | -48.7% | 27.4% | \$3,059 | 1,510.0% | \$3,059 | 14.9% | 5 | -16.7% | 83.3% | \$3,287 | |

1278518, MIKE THOMPSON INSURANCE AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|----------------|--------------|--------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,347 | -9.1% | 0.9% | \$2,671 | 41.3% | \$440 | -77.1% | 3 | 50.0% | 50.0% | \$1,782 | 2/28/22 |
| | Total | \$5,347 | -9.1% | 0.9% | \$2,671 | 41.3% | \$440 | -77.1% | 3 | 50.0% | 50.0% | \$1,782 | |
| Specialty | Dwelling Fire | \$-217 | -108.6% | 28.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$572 | 0.0% | 19.0% | (\$190) | 0.0% | (\$190) | 0.0% | 2 | 0.0% | 50.0% | \$286 | 3/31/22 |
| | MOBILE HOME | \$10,481 | 108.4% | 27.6% | \$111 | 0.0% | \$0 | 0.0% | 7 | 75.0% | 77.8% | \$1,497 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$387 | 0.0% | 15.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$387 | 3/31/22 |
| | Total | \$11,223 | 48.6% | 27.1% | (\$79) | 0.0% | (\$190) | 0.0% | 10 | 100.0% | 62.5% | \$2,170 | |
| Grand Total | | \$16,570 | 23.4% | 18.2% | \$2,592 | 37.1% | \$250 | -87.0% | 13 | 85.7% | 59.1% | \$3,953 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 116 | 4 | \$3,477 | 26 | 2 | \$2,231 | 0.08 | 8 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 116 | 4 | \$3,477 | 26 | 2 | \$2,231 | 0.08 | 8 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 1 | \$1,881 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 4 | \$762 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 5 | \$6,008 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$387 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 25 | 11 | \$9,038 | 3 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 141 | 15 | \$12,515 | 29 | 2 | \$2,231 | 0.07 | 8 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MIKE THOMPSON INSURANCE AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 5295 US HIGHWAY 377 S STE 100

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278518

AUBREY, TX 762276304

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9403435713 MIKE@WRITINGINSURANCERIGHT.COM

1279167, WADE HUNT INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------------|---------------|------------------------------------|-----------------|--------------|-----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$98,168 | -21.5% | 80.3% | \$9,683 | -26.6% | \$6,313 | 29.2% | 34 | -29.2% | 63.0% | \$2,887 | 2/28/22 |
| | Total | \$98,168 | -21.5% | 80.3% | \$9,683 | -26.6% | \$6,313 | 29.2% | 34 | -29.2% | 63.0% | \$2,887 | |
| Specialty | Dwelling Fire | \$65,665 | 15.5% | 42.0% | \$15,926 | 28.7% | \$6,751 | 88.4% | 50 | -2.0% | 87.7% | \$1,313 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$357 | 5.3% | 16.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$357 | 3/31/22 |
| | MOBILE HOME | \$47,561 | 9.3% | 22.4% | \$9,230 | 59.4% | \$6,218 | 263.2% | 32 | 3.2% | 80.0% | \$1,486 | 3/31/22 |
| | Motorcycle | \$-184 | -137.2% | -21.4% | (\$27) | -110.5% | (\$27) | -110.5% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$7,525 | -49.4% | 17.4% | (\$1,376) | 366.4% | (\$962) | -12.1% | 6 | -25.0% | 75.0% | \$1,254 | 3/31/22 |
| | Travel Trailer | \$1,104 | -78.8% | 18.7% | (\$1,826) | -287.3% | \$0 | 0.0% | 1 | -75.0% | 20.0% | \$1,104 | 3/31/22 |
| | Total | \$122,028 | 0.6% | 31.4% | \$21,927 | 14.8% | \$11,980 | 168.8% | 90 | -7.2% | 79.6% | \$5,515 | |
| Grand Total | | \$220,196 | -10.6% | 53.8% | \$31,610 | -2.1% | \$18,293 | 95.8% | 124 | -14.5% | 74.3% | \$8,402 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 805 | 6 | \$6,490 | 129 | 0 | \$0 | 0 | 75 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 805 | 6 | \$6,490 | 129 | 0 | \$0 | 0 | 75 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 15 | 6 | \$7,020 | 6 | 1 | \$1,431 | 0.17 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 26 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 14 | 9 | \$7,430 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$2,032 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 57 | 16 | \$16,482 | 10 | 1 | \$1,431 | 0.1 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 862 | 22 | \$22,972 | 139 | 1 | \$1,431 | 0.01 | 77 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Chad Daleiden | | | | WADE HUNT INSURANCE GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 502 W OAK ST STE 102 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1279167 | | | | DENTON, TX 762019083 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 9405918581 WADE@WADEHUNTINSURANCE.COM | | | | | |

1280398, DAVID KING INSURANCE SVCS LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$19,371 | -32.9% | 32.5% | (\$154) | -106.0% | \$1,870 | 14.1% | 10 | -37.5% | 62.5% | \$1,937 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$14,904 | 20.1% | 58.4% | \$3,474 | 10.0% | \$2,087 | 17.8% | 9 | 28.6% | 81.8% | \$1,656 | 3/31/22 |
| | Motorcycle | \$2,128 | 276.6% | 11.8% | \$0 | -100.0% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$1,064 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | -0.1% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$36,403 | 18.4% | 41.2% | \$3,320 | -47.4% | \$3,957 | 14.3% | 21 | -16.0% | 67.7% | \$4,657 | |
| Grand Total | | \$36,403 | 18.4% | 41.2% | \$3,320 | -47.4% | \$3,957 | 14.3% | 21 | -16.0% | 67.7% | \$4,657 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 107 | 0 | \$0 | 7 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 107 | 0 | \$0 | 7 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 4 | \$3,417 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,569 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$1,250 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 20 | 6 | \$6,236 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 127 | 6 | \$6,236 | 7 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Chayo Gould

DAVID KING INSURANCE SVCS LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 549 E SANDY LAKE RD STE 100

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280398

COPPELL, TX 750193090

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 9723933311 DAVID@DAVIDKINGINSURANCE.COM

1280868, NIHILL INSURANCE SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|---------------|----------------|----------------|--------------|----------------|--------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| | | | | | | | | | | | | | |
| Specialty | Dwelling Fire | \$16,662 | -21.0% | 32.0% | (\$597) | 89.5% | \$1,027 | -1,127.0% | 16 | -15.8% | 80.0% | \$1,041 | 3/31/22 |
| | MOBILE HOME | \$6,222 | -15.1% | 68.1% | \$1,659 | 0.0% | \$665 | 0.0% | 5 | -16.7% | 83.3% | \$1,244 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$3,830 | -19.8% | 21.7% | \$1,163 | 4.9% | \$1,163 | 4.9% | 4 | 0.0% | 100.0% | \$958 | 3/31/22 |
| | Total | \$26,714 | -19.6% | 38.5% | \$2,225 | -9.3% | \$2,855 | 70.5% | 25 | -13.8% | 83.3% | \$3,243 | |
| Grand Total | | \$26,714 | -19.6% | 38.5% | \$2,225 | -9.3% | \$2,855 | 70.5% | 25 | -13.8% | 83.3% | \$3,243 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|--------------------------------------|-----------------------|--------------|--------------|------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 12 | 1 | \$743 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 17 | 1 | \$743 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 17 | 1 | \$743 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Nicole White-Minott | | | | NIHILL INSURANCE SERVICES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 18534 HIGHWAY 46 W STE 1B | | | | | |

1281140, BROWN INSURANCE GROUP INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$-1,601 | -181.4% | 7.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$627 | 0.0% | 12.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$627 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$1,123 | 0.0% | 84.7% | (\$309) | 0.0% | (\$309) | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$149 | -92.4% | 54.1% | (\$309) | -114.6% | (\$309) | 0.0% | 1 | 0.0% | 33.3% | \$627 | |
| | Grand Total | \$149 | -92.4% | 54.0% | (\$309) | -114.6% | (\$309) | 0.0% | 1 | 0.0% | 33.3% | \$627 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 179 | 0 | \$0 | 42 | 0 | \$0 | 0 | 20 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 179 | 0 | \$0 | 42 | 0 | \$0 | 0 | 20 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 3 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 0 | \$0 | 6 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$627 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$1,432 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 18 | 2 | \$2,059 | 8 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| | Grand Total | 197 | 2 | \$2,059 | 50 | 0 | \$0 | 0 | 21 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

BROWN INSURANCE GROUP INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3707 E HIGHWAY 290 STE 2

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1281140

DРИPPING SPRING TX 786204208

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5125234002 CORY@BROWNATX.COM

1282542, SAM BUENTELLO INSURANCE AGENCY, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|----------------|--------------|----------------|---------------|-----------|---------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$6,878 | -60.1% | 0.9% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 50.0% | \$3,439 | 2/28/22 |
| | Total | \$6,878 | -60.1% | 0.9% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 50.0% | \$3,439 | |
| Specialty | Dwelling Fire | \$3,225 | -31.7% | 33.2% | \$0 | -100.0% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$1,075 | 3/31/22 |
| | Home | \$2,822 | 170.0% | 40.1% | \$997 | 0.0% | \$997 | 0.0% | 2 | 0.0% | 66.7% | \$1,411 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motorcycle | \$3,348 | 13.3% | 6.4% | \$293 | 0.0% | \$293 | 0.0% | 2 | 0.0% | 66.7% | \$1,674 | 3/31/22 |
| | Motor Home | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$807 | -1.0% | 21.1% | \$807 | -4.6% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$807 | 3/31/22 |
| | Total | \$10,202 | 2.3% | 23.8% | \$2,097 | 35.9% | \$1,290 | -362.7% | 8 | -11.1% | 72.7% | \$4,967 | |
| Grand Total | | \$17,080 | -37.2% | 13.5% | \$2,097 | -9.2% | \$1,290 | 367.4% | 10 | -23.1% | 66.7% | \$8,406 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 32 | 0 | \$0 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 34 | 0 | \$0 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 1 | \$991 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$921 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 2 | \$1,912 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 41 | 2 | \$1,912 | 5 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

SAM BUENTELLO INSURANCE AGENCY, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2301 BAGDAD RD STE 302

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282542

CEDAR PARK, TX 786136503

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5126462691 SAM@SAMBUENTELLOINSURANCE.COM

1282568, OSTERTS AND ASSOCIATES, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|-----------------|-------------|------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$35,051 | 22.7% | 28.8% | \$7,227 | 12.0% | \$0 | 0.0% | 17 | 13.3% | 100.0% | \$2,062 | 3/31/22 |
| | Home | \$263 | 13.9% | 14.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$263 | 3/31/22 |
| | MOBILE HOME | \$3,167 | 2.2% | 21.4% | \$3,167 | 2.2% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,584 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$38,481 | 20.6% | 28.0% | \$10,394 | 8.8% | \$0 | 0.0% | 20 | 11.1% | 95.2% | \$3,908 | |
| Grand Total | | \$38,481 | 20.6% | 28.0% | \$10,394 | 8.8% | \$0 | 0.0% | 20 | 11.1% | 95.2% | \$3,908 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------|-----------------------|--------------|---------------------------------|-----------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 2 | \$4,659 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 3 | \$4,922 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 10 | 3 | \$4,922 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Chayo Gould | | OSTERTS AND ASSOCIATES, LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | Address: 3131 CUSTER RD STE 250 | | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1282568 | | PLANO, TX 750754426 | | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | Phone/Email: | | 9726128636 | | JERRY@JERRYOSTERT.COM | | | | | |

1289213, HALO INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|-----------------|---------------|--------------------------------------|----------------|---------------|----------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$16,513 | -14.8% | 33.1% | \$3,397 | -65.9% | \$0 | -100.0% | 9 | -10.0% | 75.0% | \$1,835 | 3/31/22 |
| | Home | \$790 | 2.2% | 32.8% | \$790 | 2.2% | \$417 | 2.0% | 2 | 0.0% | 100.0% | \$395 | 3/31/22 |
| | MOBILE HOME | \$6,123 | -29.6% | 22.4% | \$4,449 | -27.3% | \$1,130 | 0.0% | 5 | -16.7% | 83.3% | \$1,225 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$-2,493 | -135.5% | 9.4% | \$0 | -100.0% | \$0 | 0.0% | 2 | -71.4% | 28.6% | \$-1,247 | 3/31/22 |
| | Travel Trailer | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$20,933 | -41.3% | 28.8% | \$8,636 | -58.9% | \$1,547 | -364.9% | 18 | -28.0% | 66.7% | \$2,208 | |
| Grand Total | | \$20,933 | -41.3% | 28.8% | \$8,636 | -58.9% | \$1,547 | -364.9% | 18 | -28.0% | 66.7% | \$2,208 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 69 | 0 | \$0 | 12 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 69 | 0 | \$0 | 12 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 73 | 2 | \$8,483 | 16 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 92 | 2 | \$8,483 | 21 | 0 | \$0 | 0 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 161 | 2 | \$8,483 | 33 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Nicole White-Minott | | | | HALO INSURANCE AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 921 W NEW HOPE DR STE 402 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1289213 | | | | CEDAR PARK, TX 786136785 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 5123369433 PATRICK@HALOINSURANCEGROUP.COM | | | | | |

1292466, MAHAN INSURANCE SERVICES, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$8,045 | 299.9% | 111.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$4,023 | 2/28/22 |
| | Total | \$8,045 | 299.9% | 111.0% | \$0 | -100.0% | \$0 | -100.0% | 2 | 100.0% | 100.0% | \$4,023 | |
| Specialty | Dwelling Fire | \$6,924 | 25.7% | 30.6% | \$1,721 | 5,834.5% | \$1,400 | 4,727.6% | 6 | 50.0% | 50.0% | \$1,154 | 3/31/22 |
| | MOBILE HOME | \$13,361 | 8.6% | 21.4% | \$4,875 | -5.1% | \$0 | 0.0% | 11 | 10.0% | 78.6% | \$1,215 | 3/31/22 |
| | Motor Home | \$279 | 0.7% | 10.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$279 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$20,003 | -7.0% | 21.9% | \$10,297 | 2.1% | \$2,099 | 76.8% | 14 | -6.7% | 73.7% | \$1,429 | 3/31/22 |
| | Travel Trailer | \$699 | 0.0% | 26.1% | \$699 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$699 | 3/31/22 |
| | Total | \$41,266 | 4.2% | 22.6% | \$17,592 | 15.3% | \$3,499 | 187.7% | 33 | 10.0% | 70.2% | \$4,775 | |
| Grand Total | | \$49,311 | 18.5% | 37.7% | \$17,592 | 18.3% | \$3,499 | 61.2% | 35 | 12.9% | 71.4% | \$8,798 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 22 | 1 | \$1,313 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 23 | 1 | \$1,313 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 23 | 8 | \$9,694 | 5 | 3 | \$3,370 | 0.6 | 4 | 2 | \$1,768 | 50.0% | 3/31/22 |
| | Role: | 7 | 4 | \$1,901 | 2 | 2 | \$732 | 1 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 4 | \$1,263 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$699 | 1 | 1 | \$699 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 36 | 17 | \$13,557 | 8 | 6 | \$4,801 | 0.75 | 5 | 2 | \$1,768 | 40.0% | |
| Grand Total | | 59 | 18 | \$14,870 | 11 | 6 | \$4,801 | 0.55 | 7 | 2 | \$1,768 | 28.6% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Nicole White-Minott

MAHAN INSURANCE SERVICES, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 900 BUGG LN STE 240

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1292466

SAN MARCOS, TX 786668004

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 5123925585 JAMES@MAHANAGENCY.COM

1306049, REGAL INSURANCE SERVICES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|--------------|--------------|------------------|-----------------------|----------------|--------------|----------------|------------------------------|-------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$910 | 25.0% | 38.5% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$455 | 3/31/22 |
| | Total | \$910 | 25.0% | 38.5% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$455 | |
| Grand Total | | \$910 | 25.0% | 38.5% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$455 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 22 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 22 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 114 | 0 | \$0 | 33 | 0 | \$0 | 0 | 16 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 1 | \$174 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 124 | 1 | \$174 | 34 | 0 | \$0 | 0 | 17 | 0 | \$0 | 0.0% | |
| Grand Total | | 146 | 1 | \$174 | 36 | 0 | \$0 | 0 | 18 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Chayo Gould | | | | REGAL INSURANCE SERVICES LLC | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: | 416 E IRVING BLVD | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1306049 | | | | IRVING, | TX | | 750603040 | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 4695050829 | | HAYAT@REGALTI.COM | | | |

1314668, AGENTRUBEN.COM LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date | |
|---|-----------------|-----------------|---------------|----------------------------------|-----------------------|--------------|----------------|--------------------|--|-----------------|-----------------|-------------------|----------------|--|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 | |
| | Personal Auto | \$1,633 | -66.3% | -137.2% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 2/28/22 | |
| | Total | \$1,633 | -66.3% | -137.2% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | | |
| Specialty | Dwelling Fire | \$14,252 | 9.9% | 35.3% | \$5,354 | 16.4% | \$137 | -93.5% | 14 | 7.7% | 93.3% | \$1,018 | 3/31/22 | |
| | Marine | \$242 | -68.1% | -9.5% | \$242 | -284.7% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$242 | 3/31/22 | |
| | MOBILE HOME | \$7,355 | -26.0% | 20.4% | (\$65) | -103.6% | \$0 | 0.0% | 5 | -16.7% | 62.5% | \$1,471 | 3/31/22 | |
| | Motorcycle | \$858 | -24.0% | 5,660.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | -33.3% | 40.0% | \$429 | 3/31/22 | |
| | Rental M.H. | \$1,447 | 1.8% | 21.4% | \$1,447 | 1.8% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$482 | 3/31/22 | |
| | Total | \$24,154 | -7.9% | 249.5% | \$6,978 | -9.6% | \$137 | -93.5% | 25 | -3.8% | 78.1% | \$3,642 | | |
| Grand Total | | \$25,787 | -17.0% | 224.7% | \$6,978 | -3.1% | \$137 | -93.0% | 25 | -7.4% | 75.8% | \$3,642 | | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date | |
| Auto | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 | |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | | |
| Specialty | Role: | 8 | 2 | \$2,985 | 3 | 2 | \$2,985 | 0.67 | 0 | 1 | \$1,022 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 2 | 2 | \$960 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 3 | 2 | \$1,085 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 | |
| | Total | 13 | 6 | \$5,030 | 4 | 2 | \$2,985 | 0.5 | 0 | 1 | \$1,022 | 0.0% | | |
| Grand Total | | 18 | 6 | \$5,030 | 4 | 2 | \$2,985 | 0.5 | 0 | 1 | \$1,022 | 0.0% | | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | AGENTRUBEN.COM LLC | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 234 BANDERA RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1314668 | | | | SAN ANTONIO, TX 782285516 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 2104049141 RUBEN@AGENTRUBEN.COM | | | | | |

1317722, THE ROD HANKS AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|-----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$5,665 | -75.1% | 181.4% | \$623 | -66.9% | \$905 | -181.2% | 3 | -40.0% | 50.0% | \$1,888 | 2/28/22 |
| | Total | \$5,665 | -75.1% | 181.4% | \$623 | -66.9% | \$905 | -181.2% | 3 | -40.0% | 50.0% | \$1,888 | |
| Specialty | Dwelling Fire | \$8,657 | -30.3% | 74.4% | \$0 | -100.0% | \$0 | -100.0% | 8 | -11.1% | 88.9% | \$1,082 | 3/31/22 |
| | Home | \$62 | 6.9% | 25.8% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$22,066 | -4.6% | 21.4% | \$2,029 | 4.9% | \$31 | 0.0% | 14 | -6.7% | 93.3% | \$1,576 | 3/31/22 |
| | Motorcycle | \$1,254 | -19.4% | 5.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$627 | 3/31/22 |
| | Other | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$4,884 | 0.0% | 21.4% | \$1,680 | 0.0% | \$390 | 0.0% | 4 | 0.0% | 100.0% | \$1,221 | 3/31/22 |
| | Travel Trailer | \$682 | 0.0% | 21.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$682 | 3/31/22 |
| | Total | \$37,481 | -12.0% | 35.5% | \$3,709 | -40.3% | \$421 | -85.9% | 29 | -9.4% | 90.6% | \$5,188 | |
| Grand Total | | \$43,146 | -34.0% | 56.0% | \$4,332 | -46.5% | \$1,326 | -29.2% | 32 | -13.5% | 84.2% | \$7,077 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 77 | 1 | \$2,369 | 52 | 0 | \$0 | 0 | 25 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 77 | 1 | \$2,369 | 52 | 0 | \$0 | 0 | 25 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 26 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 34 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 111 | 1 | \$2,369 | 55 | 0 | \$0 | 0 | 27 | 0 | \$0 | 0.0% | |

Curr Mo Close Rate = (Cur New Policies / Curr Mo Otes) * 100

Portfolio Owner: Chavo Gould

THE ROD HANKS AGENCY INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 6300 SAMUEL BLVD STE 105

PIE Retention Ratio = (PIE / (Last Yr PIE + R12 New Policies)) *100

LBE UPN: 1317722

DALLAS TX 752287100

Annual Average Premium = This Yr R12 NWP / PIE

1353543, RANSOM SERVICE COMPANY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$597 | 4.4% | 3.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$597 | 3/31/22 |
| | MOBILE HOME | \$3,648 | 4.3% | 9.1% | \$3,648 | 4.3% | \$1,745 | 0.0% | 2 | 0.0% | 100.0% | \$1,824 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$4,245 | 4.3% | 8.4% | \$3,648 | 4.3% | \$1,745 | 0.0% | 3 | 0.0% | 75.0% | \$2,421 | |
| Grand Total | | \$4,245 | 4.3% | 8.4% | \$3,648 | 4.3% | \$1,745 | 0.0% | 3 | 0.0% | 75.0% | \$2,421 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|---|------------|--------------|--------------|------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$974 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 1 | \$974 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 8 | 1 | \$974 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur Mo New Policies / Cur Mo Qtrs) * 100 | | | | Portfolio Owner: _____ Digital Segment: _____ | | | | RANSOM SERVICE COMPANY | | | | | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

RANSOM SERVICE COMPANY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALU

Address: 579 N VALLEY PKWY STE 100

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278232

LEWISVILLE, TX 750673673

Annual Average Premium = This Yr R12 NWP / PIF

1359313, J.J.M.G. INSURANCE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|-----------------|------------|---------------|--------------------------------------|------------|---------------|--------------|--|---------------|------------------|-----------------|-------------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$10,635 | 12.6% | 1.3% | (\$108) | -107.2% | \$0 | -100.0% | 3 | -50.0% | 50.0% | \$3,545 | 2/28/22 |
| | Total | \$10,635 | 12.6% | 1.3% | (\$108) | -107.2% | \$0 | -100.0% | 3 | -50.0% | 50.0% | \$3,545 | |
| Specialty | Dwelling Fire | \$4,789 | -12.3% | 30.3% | \$0 | -100.0% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$1,197 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$12,199 | 18.1% | 33.5% | \$2,288 | 1.5% | \$970 | 0.0% | 9 | 12.5% | 75.0% | \$1,355 | 3/31/22 |
| | Motorcycle | \$1,491 | 14.3% | 9.4% | \$0 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$746 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Travel Trailer | \$3,238 | -18.7% | 25.9% | (\$443) | 214.2% | (\$443) | 0.0% | 4 | -20.0% | 80.0% | \$810 | 3/31/22 |
| | Total | \$21,717 | 3.0% | 29.9% | \$1,845 | -9.4% | \$527 | -45.7% | 19 | 0.0% | 79.2% | \$4,108 | |
| | Grand Total | \$32,352 | 6.0% | 19.8% | \$1,737 | -50.8% | \$527 | -73.9% | 22 | -12.0% | 73.3% | \$7,653 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol's | R12 New Prem | YTD Quotes | YTD New Pol's | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol's | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 474 | 0 | \$0 | 75 | 0 | \$0 | 0 | 43 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 474 | 0 | \$0 | 75 | 0 | \$0 | 0 | 43 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 20 | 0 | \$0 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 17 | 4 | \$4,115 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$433 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 54 | 5 | \$4,548 | 10 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | |
| | Grand Total | 528 | 5 | \$4,548 | 85 | 0 | \$0 | 0 | 47 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Nicole White-Minott | | | | J.J.M.G. INSURANCE AGENCY, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 12274 BANDERA RD STE 212 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1359313 | | | | HELOTES, TX 780234387 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 2103147514 JOEL@JOELGONZALESINSURANCE.COM | | | | | |

1278722, LEWIS,BRIAN WILLIAM

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|---------------|-----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$25,433 | 70.0% | 36.1% | \$12,102 | 293.6% | \$10,765 | 438.5% | 28 | 12.0% | 90.3% | \$908 | 3/31/22 |
| | Home | \$1,113 | -171.8% | 23.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,113 | 3/31/22 |
| | MOBILE HOME | \$4,093 | -7.4% | 6.4% | \$333 | 0.9% | \$333 | 0.9% | 4 | 0.0% | 100.0% | \$1,023 | 3/31/22 |
| | Rental M.H. | \$3,290 | 135.2% | 8.2% | \$981 | 0.0% | \$981 | 0.0% | 7 | 133.3% | 100.0% | \$470 | 3/31/22 |
| | Travel Trailer | \$465 | 0.0% | 9.3% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$465 | 3/31/22 |
| | Total | \$34,394 | 78.9% | 27.9% | \$13,416 | 294.0% | \$12,079 | 418.6% | 41 | 28.1% | 93.2% | \$3,980 | |
| Grand Total | | \$34,394 | 78.9% | 27.9% | \$13,416 | 294.0% | \$12,079 | 418.6% | 41 | 28.1% | 93.2% | \$3,980 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|-----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 7 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 16 | 6 | \$12,230 | 8 | 4 | \$10,564 | 0.5 | 5 | 2 | \$8,650 | 40.0% | 3/31/22 |
| | Role: | 1 | 1 | \$1,113 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 4 | \$1,891 | 3 | 3 | \$981 | 1 | 3 | 3 | \$981 | 100.0% | 3/31/22 |
| | Role: | 2 | 1 | \$465 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 12 | \$15,699 | 13 | 7 | \$11,545 | 0.54 | 10 | 5 | \$9,631 | 50.0% | |
| Grand Total | | 33 | 12 | \$15,699 | 13 | 7 | \$11,545 | 0.54 | 10 | 5 | \$9,631 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Eric Johnson

LEWIS,BRIAN WILLIAM

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 310 PIEDMONT AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1278722

BRISTOL, VA 242014293

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2766696645 BRIAN@LEWISAGENCY.NET

1282582, THE BLANKENSHIP AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|-----------------|---------------|----------------|----------------|---------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$31,402 | -16.9% | 16.7% | \$5,059 | -26.3% | \$3,016 | -6.2% | 44 | -8.3% | 88.0% | \$714 | 3/31/22 |
| | Motorcycle | \$114 | -4.2% | 5.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$114 | 3/31/22 |
| | Off-Road Veh | \$82 | -21.9% | -3.1% | \$60 | 0.0% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$82 | 3/31/22 |
| | Rental M.H. | \$7,106 | -2.6% | 11.1% | \$527 | -15.7% | \$321 | 0.0% | 17 | -5.6% | 81.0% | \$418 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$38,704 | -14.6% | 15.7% | \$5,646 | -25.2% | \$3,337 | 3.8% | 63 | -8.7% | 85.1% | \$1,328 | |
| Grand Total | | \$38,704 | -14.6% | 15.7% | \$5,646 | -25.2% | \$3,337 | 3.8% | 63 | -8.7% | 85.1% | \$1,328 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 2 | \$1,437 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$1,835 | 4 | 2 | \$724 | 0.5 | 1 | 1 | \$321 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 12 | 5 | \$3,272 | 4 | 2 | \$724 | 0.5 | 1 | 1 | \$321 | 100.0% | |
| Grand Total | | 17 | 5 | \$3,272 | 4 | 2 | \$724 | 0.5 | 1 | 1 | \$321 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Eric Johnson

THE BLANKENSHIP AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2081 FINCASTLE TPKE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282582

TAZEWELL, VA 246516177

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2769884861

DAVID.BLANKENSHIP@THEBLANKENSHIPAGENCY.CO

1282593, THE BLANKENSHIP AGENCY LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

THE BLANKENSHIP AGENCY LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

Personal Auto S

Address: 354 S COLLEGE AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1282582

BLUEFIELD, VA

246051709

Annual Average Premium = This Yr R12 NWP / PIF

1283941, KINNEMAN INSURANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|------------------------------------|------------------|----------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$-1,082 | -104.3% | 11.3% | \$1,520 | -88.6% | \$561 | -83.7% | 7 | -36.4% | 58.3% | \$-155 | 3/31/22 |
| | Home | \$4,261 | -25.6% | 9.1% | (\$2,768) | 0.0% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$2,131 | 3/31/22 |
| | Total | \$3,179 | -89.8% | 10.6% | (\$1,248) | -109.4% | \$561 | -83.7% | 9 | -35.7% | 60.0% | \$1,976 | |
| Grand Total | | \$3,179 | -89.8% | 10.6% | (\$1,248) | -109.4% | \$561 | -83.7% | 9 | -35.7% | 60.0% | \$1,976 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 19 | 1 | \$3,252 | 6 | 0 | \$0 | 0 | 5 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 0 | \$0 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 23 | 1 | \$3,252 | 8 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Grand Total | | 23 | 1 | \$3,252 | 8 | 0 | \$0 | 0 | 7 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | KINNEMAN INSURANCE LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 50 S PICKETT ST STE 20 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1283941 | | | | ALEXANDRIA, VA 223047206 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7038238800 VIRGINIA@KINNEMANINSURANCE.COM | | | | | |

1294876, MEQUELL GREEN INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|---------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$4,801 | -4.4% | 14.6% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$2,401 | 3/31/22 |
| | Home | \$1,697 | 6.2% | 11.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,697 | 3/31/22 |
| | MOBILE HOME | \$4,296 | 241.0% | 13.9% | \$2,372 | 175.2% | \$1,611 | 0.0% | 3 | 50.0% | 150.0% | \$1,432 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$89 | 0.0% | 12.1% | \$89 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$89 | 3/31/22 |
| | Rental M.H. | \$1,497 | 0.0% | 20.3% | \$1,497 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,497 | 3/31/22 |
| | Total | \$12,380 | 32.0% | 14.5% | \$3,958 | -41.1% | \$1,611 | 0.0% | 8 | 33.3% | 114.3% | \$7,116 | |
| | Grand Total | \$12,380 | 32.0% | 14.5% | \$3,958 | -41.1% | \$1,611 | 0.0% | 8 | 33.3% | 114.3% | \$7,116 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 101 | 0 | \$0 | 17 | 0 | \$0 | 0 | 9 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 101 | 0 | \$0 | 17 | 0 | \$0 | 0 | 9 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$89 | 1 | 1 | \$89 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 1 | \$89 | 1 | 1 | \$89 | 1 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 109 | 1 | \$89 | 18 | 1 | \$89 | 0.06 | 9 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MEQUELL GREEN INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 10160 STAPLES MILL RD STE 104

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1294876

GLEN ALLEN, VA 230603447

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8046727222 MEQUELL@MGREENINS.COM

1295253, INSURANCE PROTECTION SOLUTIONS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$7,389 | 117.2% | 252.6% | \$1,754 | 35.7% | \$0 | -100.0% | 3 | 200.0% | 60.0% | \$2,463 | 2/28/22 |
| | Total | \$7,389 | 117.2% | 252.6% | \$1,754 | 35.7% | \$0 | -100.0% | 3 | 200.0% | 60.0% | \$2,463 | |
| Specialty | Dwelling Fire | \$15,943 | 7.7% | 37.0% | \$2,741 | -50.0% | \$969 | 2.0% | 21 | 23.5% | 91.3% | \$759 | 3/31/22 |
| | Home | \$0 | -100.0% | 2.3% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$24,610 | 11.5% | 59.7% | \$8,609 | 7.0% | \$3,157 | 14.8% | 35 | 6.1% | 92.1% | \$703 | 3/31/22 |
| | Rental M.H. | \$8,103 | -8.5% | 326.1% | \$1,892 | -28.6% | \$0 | 0.0% | 10 | -9.1% | 90.9% | \$810 | 3/31/22 |
| | Travel Trailer | \$-83 | -127.7% | -18.2% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$48,573 | 0.1% | 100.6% | \$13,242 | -18.1% | \$4,126 | 11.5% | 66 | 4.8% | 89.2% | \$2,273 | |
| Grand Total | | \$55,962 | 7.8% | 118.1% | \$14,996 | -14.2% | \$4,126 | -17.3% | 69 | 7.8% | 87.3% | \$4,736 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|-------------------------------|-----------------------|--------------|--------------|------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 816 | 4 | \$3,604 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 816 | 4 | \$3,604 | 4 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 36 | 6 | \$5,472 | 7 | 1 | \$754 | 0.14 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 21 | 5 | \$3,842 | 3 | 1 | \$1,116 | 0.33 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 62 | 11 | \$9,314 | 10 | 2 | \$1,870 | 0.2 | 2 | 0 | \$0 | 0.0% | |
| Grand Total | | 878 | 15 | \$12,918 | 14 | 2 | \$1,870 | 0.14 | 3 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Eric Johnson | | | | INSURANCE PROTECTION SOLUTIONS INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 352 MCLAWS CIR STE 2 | | | | | |

1310275, POTTER INSURANCE AGENCY INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|--------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$45,823 | 42.8% | 25.0% | \$17,112 | 105.2% | \$6,119 | 54.4% | 20 | 17.6% | 95.2% | \$2,291 | 3/31/22 |
| | Marine | \$514 | 280.7% | 12.5% | \$0 | -100.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$257 | 3/31/22 |
| | MOBILE HOME | \$245 | 0.0% | 11.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$245 | 3/31/22 |
| | Motorcycle | \$2,877 | 125.1% | 4.4% | \$658 | 21.4% | \$291 | 55.6% | 7 | 16.7% | 100.0% | \$411 | 3/31/22 |
| | Motor Home | \$1,844 | 23.5% | 18.4% | \$0 | -100.0% | \$0 | 0.0% | 2 | 100.0% | 66.7% | \$922 | 3/31/22 |
| | Off-Road Veh | \$962 | -14.9% | 3.8% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$321 | 3/31/22 |
| | Travel Trailer | \$1,393 | 82.6% | 7.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$1,393 | 3/31/22 |
| | Total | \$53,658 | 44.5% | 22.3% | \$17,770 | 83.3% | \$6,410 | 54.4% | 36 | 24.1% | 92.3% | \$5,840 | |
| Grand Total | | \$53,658 | 44.5% | 22.3% | \$17,770 | 83.3% | \$6,410 | 54.4% | 36 | 24.1% | 92.3% | \$5,840 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 11 | 4 | \$9,788 | 0 | 2 | \$5,951 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 2 | \$514 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$961 | 3 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$2,552 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$1,595 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 26 | 10 | \$15,410 | 5 | 2 | \$5,951 | 0.4 | 3 | 0 | \$0 | 0.0% | |
| Grand Total | | 28 | 10 | \$15,410 | 5 | 2 | \$5,951 | 0.4 | 3 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Eric Johnson

POTTER INSURANCE AGENCY INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 619 E 5TH ST N

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1310275

BIG STONE GAP, VA

242192403

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2765232111 PAT@POTTER-INS.COM

1325978, CLYBURN, JOHN CRUMP

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|-----------------|------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|--------------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 94 | 0 | \$0 | 32 | 0 | \$0 | 0 | 21 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 94 | 0 | \$0 | 32 | 0 | \$0 | 0 | 21 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 29 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 123 | 0 | \$0 | 33 | 0 | \$0 | 0 | 22 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | CLYBURN,JOHN CRUMP | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | Address: 2901 S LYNNHAVEN RD STE 250 | | | | | |

1359588, METHENY INSURANCE PROFESSIONALS, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|-------------------------------------|--------------|---------------|----------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$5,428 | 24.9% | 0.5% | \$194 | -75.4% | (\$328) | 0.0% | 2 | 0.0% | 66.7% | \$2,714 | 2/28/22 |
| | Total | \$5,428 | 24.9% | 0.5% | \$194 | -75.4% | (\$328) | 0.0% | 2 | 0.0% | 66.7% | \$2,714 | |
| Grand Total | | \$5,428 | 24.9% | 0.5% | \$194 | -75.4% | (\$328) | 0.0% | 2 | 0.0% | 66.7% | \$2,714 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 5 | 1 | \$1,184 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 5 | 1 | \$1,184 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 5 | 1 | \$1,184 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | METHENY INSURANCE PROFESSIONALS, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Personal Auto Legal Business Entity | | | | Address: 46400 BENEDICT DR STE 107 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1359588 | | | | STERLING, VA 201646605 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 7034515900 ERIN@METHENYINSURANCE.COM | | | | | |

1375912, JOHNSON,JEFFERSON WALLER

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|--------------------|----------------|-------------|------------------|-----------------------|-------------|----------------|----------------|--------------------------|-----------------------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$1,208 | 0.0% | 18.5% | \$1,208 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,208 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$278 | 0.0% | 29.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$278 | 3/31/22 |
| | Total | \$1,486 | 0.0% | 23.9% | \$1,208 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,486 | |
| Grand Total | | \$1,486 | 0.0% | 23.9% | \$1,208 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,486 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 5 | 1 | \$1,208 | 3 | 1 | \$1,208 | 0.33 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$278 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 7 | 2 | \$1,486 | 4 | 1 | \$1,208 | 0.25 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 8 | 2 | \$1,486 | 5 | 1 | \$1,208 | 0.2 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Casey Knapp | | | | JOHNSON,JEFFERSON WALLER | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: | 3200 IRONBOUND RD STE B | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1375912 | | | | | WILLIAMSBURG, VA | | 231882411 | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | Phone/Email: | 7572296045 | | JEFFJOHNSONAGENCY@GMAIL.COM | | | |

1333128, JAAMES L. FEWER AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|-------------|----------------|--------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$7,542 | 129.0% | 7.1% | \$2,489 | 152.2% | \$2,489 | 0.0% | 5 | 66.7% | 100.0% | \$1,508 | 3/31/22 |
| | Home | \$197 | 0.0% | 8.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$197 | 3/31/22 |
| | Marine | \$231 | 0.0% | 15.2% | \$231 | 0.0% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$231 | 3/31/22 |
| | MOBILE HOME | \$36,779 | -14.7% | 53.1% | \$10,165 | -7.4% | \$3,356 | -33.1% | 53 | 3.9% | 93.0% | \$694 | 3/31/22 |
| | Motorcycle | \$0 | -100.0% | -51.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$1,409 | 0.0% | 16.0% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$705 | 3/31/22 |
| | Off-Road Veh | \$1,993 | 14.4% | 3.8% | \$329 | 61.3% | \$225 | 10.3% | 16 | 23.1% | 94.1% | \$125 | 3/31/22 |
| | Rental M.H. | \$1,961 | -26.3% | 6.1% | \$518 | -52.5% | \$0 | 0.0% | 3 | -25.0% | 75.0% | \$654 | 3/31/22 |
| | Travel Trailer | \$1,494 | 43.1% | 7.9% | \$1,043 | 93.5% | \$513 | -4.8% | 4 | 33.3% | 100.0% | \$374 | 3/31/22 |
| | Total | \$51,606 | -1.7% | 42.9% | \$14,775 | 5.3% | \$6,583 | 9.9% | 85 | 10.4% | 91.4% | \$4,487 | |
| Grand Total | | \$51,606 | -1.7% | 42.9% | \$14,775 | 5.3% | \$6,583 | 9.9% | 85 | 10.4% | 91.4% | \$4,487 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 5 | 2 | \$4,065 | 1 | 1 | \$2,489 | 1 | 1 | 1 | \$2,489 | 100.0% | 3/31/22 |
| | Role: | 1 | 1 | \$197 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 6 | \$4,567 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$1,464 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 4 | \$332 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$513 | 1 | 1 | \$513 | 1 | 1 | 1 | \$513 | 100.0% | 3/31/22 |
| | Total | 33 | 16 | \$11,138 | 4 | 2 | \$3,002 | 0.5 | 3 | 2 | \$3,002 | 66.7% | |
| Grand Total | | 33 | 16 | \$11,138 | 4 | 2 | \$3,002 | 0.5 | 3 | 2 | \$3,002 | 66.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Samantha Stenstad

JAAMES L. FEWER AGENCY, INC.

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3 MAPLE AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1333128

BARRE, VT 056413420

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 8024765050 JAIME@FEWERAGENCY.COM

1360643, JAIMES L. FEWER AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|--------------|------------------------------------|-----------------|---------------|----------------|---|---------------|----------------|-----------------|-------------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$29,962 | -6.0% | 11.9% | \$5,917 | -31.2% | \$3,450 | 10.6% | 25 | -3.8% | 86.2% | \$1,198 | 3/31/22 |
| | Home | \$4,683 | 47.9% | 3.0% | \$2,349 | 0.0% | \$2,349 | 0.0% | 3 | 50.0% | 60.0% | \$1,561 | 3/31/22 |
| | Marine | \$171 | 71.0% | -9.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$171 | 3/31/22 |
| | MOBILE HOME | \$26,339 | 1.1% | 7.1% | \$3,809 | 6.1% | \$0 | -100.0% | 43 | 7.5% | 91.5% | \$613 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$2,243 | 149.5% | 8.1% | (\$125) | -123.9% | (\$561) | 0.0% | 6 | 100.0% | 100.0% | \$374 | 3/31/22 |
| | Rental M.H. | \$549 | -87.6% | 2.3% | \$0 | -100.0% | \$0 | 0.0% | 2 | -60.0% | 40.0% | \$275 | 3/31/22 |
| | Travel Trailer | \$349 | -7.4% | 5.8% | \$171 | -10.9% | \$171 | -10.9% | 2 | 0.0% | 100.0% | \$175 | 3/31/22 |
| | Total | \$64,296 | -3.9% | 8.9% | \$12,121 | -14.0% | \$5,409 | 44.2% | 82 | 3.8% | 86.3% | \$4,366 | |
| Grand Total | | \$64,296 | -3.9% | 8.9% | \$12,121 | -14.0% | \$5,409 | 44.2% | 82 | 3.8% | 86.3% | \$4,366 | |
| LOB | Policy Type | R12 Quotes | R12 New Pol | R12 New Prem | YTD Quotes | YTD New Pol | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pol | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 25 | 3 | \$4,531 | 8 | 0 | \$0 | 0 | 4 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 3 | \$3,465 | 2 | 1 | \$1,338 | 0.5 | 1 | 1 | \$1,338 | 100.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 7 | \$4,527 | 2 | 1 | \$619 | 0.5 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 3 | \$1,126 | 2 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 53 | 16 | \$13,649 | 15 | 2 | \$1,957 | 0.13 | 9 | 1 | \$1,338 | 11.1% | |
| Grand Total | | 53 | 16 | \$13,649 | 15 | 2 | \$1,957 | 0.13 | 9 | 1 | \$1,338 | 11.1% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Samantha Stenstad | | | | JAIMES L. FEWER AGENCY, INC. | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 508 CANAL ST STE 1 | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1333128 | | | | BRATTLEBORO, VT 053017752 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1333128 Phone/Email: 8022572065 JAIME@FEWERAGENCY.COM | | | | | |

1289765, THE INSURANCE ALLIANCE LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|-----------------|----------|-----------|----------------|----------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Commercial Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$10,653 | 6.6% | 8.1% | \$8,352 | -16.5% | \$4,910 | 58.2% | 6 | 50.0% | 42.9% | \$1,776 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$6,442 | 1,655.3% | 9.4% | \$1,837 | 400.5% | \$1,837 | 774.8% | 6 | 200.0% | 85.7% | \$1,074 | 3/31/22 |
| | Rental M.H. | \$1,381 | 0.0% | 9.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,381 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$18,476 | 78.3% | 8.5% | \$10,189 | -1.7% | \$6,747 | 103.6% | 13 | 116.7% | 59.1% | \$4,230 | |
| | Grand Total | \$18,476 | 78.3% | 8.5% | \$10,189 | -1.7% | \$6,747 | 103.6% | 13 | 116.7% | 59.1% | \$4,230 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Role: | 66 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 66 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 17 | 10 | \$26,191 | 4 | 4 | \$7,451 | 1 | 2 | 1 | \$2,938 | 50.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 5 | \$5,033 | 4 | 1 | \$1,135 | 0.25 | 3 | 1 | \$1,135 | 33.3% | 3/31/22 |
| | Role: | 5 | 1 | \$1,381 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 0 | \$0 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 39 | 16 | \$32,605 | 11 | 5 | \$8,586 | 0.45 | 6 | 2 | \$4,073 | 33.3% | |
| | Grand Total | 105 | 16 | \$32,605 | 12 | 5 | \$8,586 | 0.42 | 7 | 2 | \$4,073 | 28.6% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

THE INSURANCE ALLIANCE LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 850 39TH AVE SW STE A205

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1289765

PUYALLUP, WA 983735915

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2536424010 KEVIN@THEINSALLIANCE.COM

1300233, MAWAKII INSURANCE AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|--------------|-------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$619 | 0.0% | 0.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$619 | 2/28/22 |
| | Total | \$619 | 0.0% | 0.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$619 | |
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Grand Total | | \$619 | 0.0% | 0.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$619 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 208 | 1 | \$619 | 23 | 0 | \$0 | 0 | 12 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 208 | 1 | \$619 | 23 | 0 | \$0 | 0 | 12 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 208 | 1 | \$619 | 23 | 0 | \$0 | 0 | 12 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Steven Latour

MAWAKII INSURANCE AGENCY INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 31224 PETE VON REICHLBAUER WAY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1300233

FEDERAL WAY, WA 98003

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 2066171822 MAWAKIIAGENCY@OUTLOOK.COM

1277282, ROOP INS & FINANCIAL SERVICES INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|---------------|----------------|---------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$18,392 | 178.0% | 9.7% | \$2,140 | -66.9% | \$110 | -94.6% | 13 | 85.7% | 65.0% | \$1,415 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$19,468 | 44.5% | 5.5% | \$501 | -82.0% | \$3,020 | -4.7% | 17 | 21.4% | 85.0% | \$1,145 | 3/31/22 |
| | Motorcycle | \$1,270 | -8.5% | 7.9% | \$526 | -44.3% | \$526 | -44.3% | 4 | 33.3% | 80.0% | \$318 | 3/31/22 |
| | Off-Road Veh | \$2,632 | 16.5% | 9.0% | \$881 | -11.5% | \$282 | -71.7% | 10 | 100.0% | 71.4% | \$263 | 3/31/22 |
| | Rental M.H. | \$6,982 | -9.2% | 5.2% | \$1,564 | -10.0% | \$0 | -100.0% | 25 | 13.6% | 92.6% | \$279 | 3/31/22 |
| | Travel Trailer | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$48,744 | 55.1% | 7.1% | \$5,612 | -56.6% | \$3,938 | -52.6% | 69 | 35.3% | 80.2% | \$3,420 | |
| Grand Total | | \$48,744 | 55.1% | 7.1% | \$5,612 | -56.6% | \$3,938 | -52.6% | 69 | 35.3% | 80.2% | \$3,420 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|--------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 47 | 13 | \$18,245 | 16 | 2 | \$2,192 | 0.13 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 29 | 6 | \$11,322 | 6 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 2 | \$838 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 15 | 9 | \$2,951 | 3 | 1 | \$282 | 0.33 | 2 | 1 | \$282 | 50.0% | 3/31/22 |
| | Role: | 7 | 5 | \$1,036 | 4 | 4 | \$792 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 105 | 35 | \$34,392 | 30 | 7 | \$3,266 | 0.23 | 6 | 1 | \$282 | 16.7% | |
| Grand Total | | 105 | 35 | \$34,392 | 30 | 7 | \$3,266 | 0.23 | 6 | 1 | \$282 | 16.7% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

ROOP INS & FINANCIAL SERVICES INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 1557 ROBERT C BYRD DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277282

CRAB ORCHARD, WV 25827

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3042555720 JACK@ROOPINSURANCE.COM

1277560, DARREN WHITTEN INS INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|----------------|--------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$2,727 | -27.7% | 3.7% | \$2,177 | 23.1% | \$0 | 0.0% | 3 | 0.0% | 75.0% | \$909 | 3/31/22 |
| | Marine | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,486 | 0.0% | 73.4% | \$937 | 0.0% | \$937 | 0.0% | 5 | 0.0% | 100.0% | \$1,097 | 3/31/22 |
| | Motorcycle | \$221 | -40.6% | -8.7% | \$143 | -9.5% | \$0 | -100.0% | 2 | 0.0% | 40.0% | \$111 | 3/31/22 |
| | Off-Road Veh | \$4,813 | -22.7% | 1.0% | \$1,746 | 2.7% | \$740 | -45.4% | 14 | 27.3% | 82.4% | \$344 | 3/31/22 |
| | Rental M.H. | \$8,371 | 11.0% | 5.5% | \$1,305 | 0.0% | \$1,305 | 0.0% | 9 | 12.5% | 100.0% | \$930 | 3/31/22 |
| | Travel Trailer | \$970 | 27.5% | -93.2% | \$225 | -178.1% | \$500 | -273.6% | 2 | -33.3% | 50.0% | \$485 | 3/31/22 |
| | Total | \$22,588 | -6.5% | 17.6% | \$6,533 | 17.1% | \$3,482 | 2.3% | 35 | 9.4% | 79.5% | \$3,876 | |
| Grand Total | | \$22,588 | -6.5% | 17.6% | \$6,533 | 17.1% | \$3,482 | 2.3% | 35 | 9.4% | 79.5% | \$3,876 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 4 | 1 | \$550 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 3 | \$509 | 1 | 1 | \$169 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 12 | 6 | \$2,140 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 1 | \$828 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$500 | 2 | 1 | \$500 | 0.5 | 1 | 1 | \$500 | 100.0% | 3/31/22 |
| | Total | 29 | 12 | \$4,527 | 6 | 2 | \$669 | 0.33 | 2 | 1 | \$500 | 50.0% | |
| Grand Total | | 29 | 12 | \$4,527 | 6 | 2 | \$669 | 0.33 | 2 | 1 | \$500 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamma

DARREN WHITTEN INS INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 844 COOK PKWY

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1277560

OCEANA, WV 24870

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3046828789 WHITTEN.DARREN@YAHOO.COM

1279322, CHARLES LUDEWIG INSURANCE

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$9,760 | 25.3% | 29.8% | \$836 | -68.8% | \$0 | 0.0% | 9 | 0.0% | 90.0% | \$1,084 | 3/31/22 |
| | Home | \$3,067 | -27.3% | 10.4% | \$2,556 | -39.4% | \$0 | -100.0% | 2 | 0.0% | 66.7% | \$1,534 | 3/31/22 |
| | MOBILE HOME | \$8,416 | 0.2% | 56.1% | \$887 | -29.7% | \$629 | 104.2% | 12 | -7.7% | 92.3% | \$701 | 3/31/22 |
| | Rental M.H. | \$2,921 | 15.7% | 5.1% | \$844 | 68.1% | \$502 | 0.0% | 6 | 20.0% | 85.7% | \$487 | 3/31/22 |
| | Travel Trailer | \$572 | 85.7% | 5.3% | \$572 | 85.7% | \$572 | 85.7% | 2 | 100.0% | 100.0% | \$286 | 3/31/22 |
| | Total | \$24,736 | 6.4% | 32.6% | \$5,695 | -36.5% | \$1,703 | -60.7% | 31 | 3.3% | 88.6% | \$4,092 | |
| Grand Total | | \$24,736 | 6.4% | 32.6% | \$5,695 | -36.5% | \$1,703 | -60.7% | 31 | 3.3% | 88.6% | \$4,092 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 13 | 1 | \$1,579 | 6 | 1 | \$1,579 | 0.17 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$789 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$990 | 2 | 1 | \$342 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$268 | 1 | 1 | \$268 | 1 | 1 | 1 | \$268 | 100.0% | 3/31/22 |
| | Total | 20 | 5 | \$3,626 | 10 | 3 | \$2,189 | 0.3 | 1 | 1 | \$268 | 100.0% | |
| Grand Total | | 20 | 5 | \$3,626 | 10 | 3 | \$2,189 | 0.3 | 1 | 1 | \$268 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamni

CHARLES LUDEWIG INSURANCE

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALUE Legal Business Entity

Address: 219 NORTH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1279322

NEW MARTINSVILLE WV

Annual Average Premium = This Yr R12 NWP / PIF

1280095, GARY RHODES AGENCY

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|--------------------|-----------------|-------------|----------------|----------------|--------------|--------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$3,396 | 4.7% | 5.8% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$1,698 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$486 | 0.0% | 15.3% | \$303 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$486 | 3/31/22 |
| | MOBILE HOME | \$7,252 | -8.3% | 5.6% | \$2,348 | -20.5% | \$459 | 0.0% | 8 | -11.1% | 88.9% | \$907 | 3/31/22 |
| | Off-Road Veh | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,362 | 5.1% | 4.8% | \$251 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$681 | 3/31/22 |
| | Travel Trailer | \$156 | 0.0% | 9.5% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 0.0% | \$156 | 3/31/22 |
| | Total | \$12,652 | 1.6% | 5.6% | \$2,902 | -9.5% | \$459 | 0.0% | 14 | 7.7% | 107.7% | \$3,928 | |
| | Grand Total | \$12,652 | 1.6% | 5.6% | \$2,902 | -9.5% | \$459 | 0.0% | 14 | 7.7% | 107.7% | \$3,928 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|--------------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 8 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 8 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

GARY RHODES AGENCY

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3016 7TH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1280095

PARKERSBURG, WV 261013807

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3044851590 GARY@RHODESINSURE.COM

1281931, LUDEWIG,CHARLES

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|---------------|---------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$1,359 | -19.4% | 9.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,359 | 3/31/22 |
| | Total | \$1,359 | -19.4% | 9.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,359 | |
| Grand Total | | \$1,359 | -19.4% | 9.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,359 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Yahaya Gwamina | | | | LUDEWIG,CHARLES | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Dwelling Fire SUB | | | | Address: 219 NORTH ST | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1279322 | | | | NEW MARTINSVIL WV 261551737 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1279322 Phone/Email: 3044553051 CW@LUDEWIGINSURANCE.COM | | | | | |

1283327, JON PARRACK II

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$776 | 9.0% | 6.0% | \$319 | -55.2% | (\$344) | 0.0% | 1 | 0.0% | 50.0% | \$776 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$32,652 | 6.6% | 10.2% | \$5,561 | 12.5% | \$2,033 | 0.0% | 38 | 2.7% | 97.4% | \$859 | 3/31/22 |
| | Motorcycle | \$272 | 0.4% | 2.3% | \$272 | 0.4% | \$272 | 0.4% | 1 | 0.0% | 100.0% | \$272 | 3/31/22 |
| | Motor Home | \$883 | 0.0% | 15.9% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$883 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$6,971 | -12.3% | 3.2% | \$1,669 | -698.2% | \$97 | -71.5% | 12 | 0.0% | 80.0% | \$581 | 3/31/22 |
| | Travel Trailer | \$1,912 | 548.1% | 5.8% | \$759 | 0.0% | \$759 | 0.0% | 5 | 150.0% | 83.3% | \$382 | 3/31/22 |
| | Total | \$43,466 | 8.7% | 8.8% | \$8,580 | 51.9% | \$2,817 | 6.5% | 58 | 9.4% | 90.6% | \$3,754 | |
| | Grand Total | \$43,466 | 8.7% | 8.8% | \$8,580 | 51.9% | \$2,817 | 6.5% | 58 | 9.4% | 90.6% | \$3,754 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 15 | 1 | \$457 | 4 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 15 | 2 | \$1,829 | 4 | 1 | \$1,091 | 0.25 | 3 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$883 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 3 | \$1,077 | 2 | 3 | \$1,077 | 1.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 4 | \$1,622 | 2 | 2 | \$759 | 1 | 2 | 2 | \$759 | 100.0% | 3/31/22 |
| | Total | 40 | 11 | \$5,868 | 12 | 6 | \$2,927 | 0.5 | 7 | 2 | \$759 | 28.6% | |
| | Grand Total | 40 | 11 | \$5,868 | 12 | 6 | \$2,927 | 0.5 | 7 | 2 | \$759 | 28.6% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

JON PARRACK II

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 809 VIAND ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1283327

POINT PLEASANT, WV 255501238

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3046754132 JON@PIAWV.COM

1283350, DEAN,MARK S

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-----------|----------------|----------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Auto | Personal Auto | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 2/28/22 |
| | Total | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | |
| Specialty | Dwelling Fire | \$9,243 | 24.4% | 5.8% | (\$659) | 0.0% | \$1,083 | 0.0% | 7 | -12.5% | 70.0% | \$1,320 | 3/31/22 |
| | Home | \$663 | -24.7% | 3.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$663 | 3/31/22 |
| | Marine | \$100 | 0.0% | 7.8% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$100 | 3/31/22 |
| | MOBILE HOME | \$9,097 | -12.8% | 42.3% | \$1,560 | -57.6% | \$911 | -57.8% | 13 | 0.0% | 100.0% | \$700 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$285 | -18.8% | 11.9% | \$285 | -18.8% | \$0 | -100.0% | 1 | 0.0% | 100.0% | \$285 | 3/31/22 |
| | Rental M.H. | \$13 | -98.9% | -1.9% | \$0 | -100.0% | \$0 | -100.0% | 2 | -50.0% | 50.0% | \$7 | 3/31/22 |
| | Travel Trailer | \$-126 | -141.6% | -99.7% | \$0 | 0.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$19,275 | -6.9% | 24.6% | \$1,186 | -74.3% | \$1,994 | -35.6% | 25 | -13.8% | 80.6% | \$3,075 | |
| | Grand Total | \$19,275 | -6.9% | 24.6% | \$1,186 | -74.3% | \$1,994 | -35.6% | 25 | -13.8% | 80.6% | \$3,075 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|-----------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Auto | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 2/28/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Specialty | Role: | 9 | 2 | \$2,188 | 3 | 1 | \$1,083 | 0.33 | 0 | 1 | \$1,083 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 9 | 0 | \$0 | 5 | 0 | \$0 | 0 | 2 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 2 | \$2,188 | 8 | 1 | \$1,083 | 0.13 | 2 | 1 | \$1,083 | 50.0% | |
| | Grand Total | 19 | 2 | \$2,188 | 8 | 1 | \$1,083 | 0.13 | 2 | 1 | \$1,083 | 50.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

DEAN,MARK S

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 3604 36TH ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1283350

NITRO, WV 251431637

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3047550288 SHANNON@SHANNONDEANINSURANCE.COM

1292479, MCCRADY-JONES INSURANCE, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|--------------|----------------|-----------------|-------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$8,444 | -28.4% | 4.0% | \$4,392 | 22.4% | \$629 | -3.1% | 11 | 0.0% | 78.6% | \$768 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Marine | \$-8 | -101.9% | 0.7% | \$0 | -100.0% | \$0 | -100.0% | 1 | -50.0% | 50.0% | \$-8 | 3/31/22 |
| | MOBILE HOME | \$19,607 | 26.9% | 5.7% | \$5,757 | 12.3% | \$1,239 | 0.0% | 21 | 23.5% | 100.0% | \$934 | 3/31/22 |
| | Motorcycle | \$54 | -97.8% | 5,347.0% | \$539 | 6.5% | \$0 | -100.0% | 3 | -25.0% | 75.0% | \$18 | 3/31/22 |
| | Motor Home | \$145 | -17.1% | -0.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$7,647 | 6.4% | 87.1% | \$2,040 | -17.0% | \$1,665 | -1.5% | 27 | -3.6% | 90.0% | \$283 | 3/31/22 |
| | Rental M.H. | \$3,509 | 1.6% | 5.0% | \$0 | 0.0% | \$0 | 0.0% | 7 | 0.0% | 100.0% | \$501 | 3/31/22 |
| | Travel Trailer | \$3,532 | 10.9% | 5.7% | \$0 | -100.0% | \$0 | 0.0% | 7 | 0.0% | 100.0% | \$505 | 3/31/22 |
| | Total | \$42,930 | -2.7% | 184.2% | \$12,728 | 5.8% | \$3,533 | 20.1% | 77 | 1.3% | 89.5% | \$3,000 | |
| Grand Total | | \$42,930 | -2.7% | 184.2% | \$12,728 | 5.8% | \$3,533 | 20.1% | 77 | 1.3% | 89.5% | \$3,000 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|----------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 9 | 3 | \$4,843 | 3 | 2 | \$3,022 | 0.67 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 19 | 4 | \$4,086 | 6 | 2 | \$1,239 | 0.33 | 1 | 2 | \$1,239 | 200.0% | 3/31/22 |
| | Role: | 8 | 0 | \$0 | 3 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$288 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 10 | 2 | \$898 | 3 | 1 | \$153 | 0.33 | 0 | 1 | \$153 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 51 | 10 | \$10,115 | 15 | 5 | \$4,414 | 0.33 | 3 | 3 | \$1,392 | 100.0% | |
| Grand Total | | 51 | 10 | \$10,115 | 15 | 5 | \$4,414 | 0.33 | 3 | 3 | \$1,392 | 100.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

MCCRADY-JONES INSURANCE, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 2121 PIKE ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1292479

PARKERSBURG, WV 261016955

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3044288171

JOAN@MCCRADYJONES.COM

1297629, MORTON-BURDETTE INSURANCE GROUP LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$22,351 | 25.9% | 7.5% | \$8,038 | -8,472.9% | \$6,157 | 0.0% | 14 | -6.7% | 77.8% | \$1,597 | 3/31/22 |
| | Home | \$8,745 | 67.8% | 8.5% | \$5,305 | 98.5% | \$5,751 | 148.2% | 6 | 100.0% | 75.0% | \$1,458 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$35,582 | -1.4% | 290.9% | \$9,913 | 5.4% | \$3,227 | 71.6% | 34 | -8.1% | 91.9% | \$1,047 | 3/31/22 |
| | Motorcycle | \$1,898 | 157.2% | 6.3% | \$745 | 0.9% | \$0 | 0.0% | 2 | 100.0% | 200.0% | \$949 | 3/31/22 |
| | Off-Road Veh | \$2,810 | 194.5% | 9.4% | (\$301) | -299.3% | \$0 | 0.0% | 6 | 20.0% | 85.7% | \$468 | 3/31/22 |
| | Rental M.H. | \$6,377 | -47.8% | 494.9% | \$2,493 | -303.3% | \$1,631 | -58.9% | 13 | -23.5% | 76.5% | \$491 | 3/31/22 |
| | Travel Trailer | \$1,654 | -37.7% | 4.3% | (\$204) | -178.2% | \$0 | 0.0% | 3 | -50.0% | 42.9% | \$551 | 3/31/22 |
| | Total | \$79,417 | 4.9% | 206.6% | \$25,989 | 118.2% | \$16,766 | 105.4% | 78 | -7.1% | 82.1% | \$6,560 | |
| | Grand Total | \$79,417 | 4.9% | 206.6% | \$25,989 | 118.2% | \$16,766 | 105.4% | 78 | -7.1% | 82.1% | \$6,560 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 31 | 3 | \$5,462 | 4 | 1 | \$1,461 | 0.25 | 3 | 1 | \$1,461 | 33.3% | 3/31/22 |
| | Role: | 14 | 5 | \$9,005 | 7 | 3 | \$5,751 | 0.43 | 2 | 3 | \$5,751 | 150.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 0 | \$0 | 2 | 0 | \$0 | 0 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,253 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$465 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 59 | 11 | \$16,185 | 14 | 4 | \$7,212 | 0.29 | 6 | 4 | \$7,212 | 66.7% | |
| | Grand Total | 59 | 11 | \$16,185 | 14 | 4 | \$7,212 | 0.29 | 6 | 4 | \$7,212 | 66.7% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Helen Biscoe | | | | MORTON-BURDETTE INSURANCE GROUP LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 109 CHURCH ST N | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1297629 | | | | RIPLEY, WV 252711201 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3043737283 ELIZABETH@MBINSURANCEGROUP.COM | | | | | |

1307612, EDWARDS INSURANCE AGENCY & FINANCIAL SERVICES, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|-----------------|--------------|------------------|-----------------------|--------------|----------------|----------------|---|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$13,461 | 8.4% | 5.5% | \$3,506 | 7.5% | \$7 | -99.2% | 15 | 15.4% | 93.8% | \$897 | 3/31/22 |
| | Motorcycle | \$322 | 0.0% | 10.9% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Motor Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$4,795 | 0.0% | 13.1% | \$2,435 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$959 | 3/31/22 |
| | Travel Trailer | \$355 | -71.9% | -9.3% | \$0 | -100.0% | \$0 | -100.0% | 1 | 0.0% | 50.0% | \$355 | 3/31/22 |
| | Total | \$18,933 | 2.5% | 7.3% | \$5,941 | 11.6% | \$7 | -99.2% | 21 | 10.5% | 87.5% | \$2,211 | |
| Grand Total | | \$18,933 | 2.5% | 7.3% | \$5,941 | 11.6% | \$7 | -99.2% | 21 | 10.5% | 87.5% | \$2,211 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 11 | 3 | \$1,653 | 1 | 1 | \$1,041 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$906 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 1 | \$422 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 19 | 5 | \$2,981 | 1 | 1 | \$1,041 | 1 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 19 | 5 | \$2,981 | 1 | 1 | \$1,041 | 1 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Digital Segment | | | | EDWARDS INSURANCE AGENCY & FINANCIAL SERVICES, INC. | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | | Address: 16239 NORTHWESTERN PIKE | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1307612 | | | | AUGUSTA, WV 26704 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 3044968760 REBECCA@EDWARDSINSCO.COM | | | | |

1307616, HOTT,REBECCA EDWARDS

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|----------------|---------------|----------------------------------|------------|----------------|--------------|--|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Travel Trailer | \$1,309 | 257.7% | 10.6% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,309 | 3/31/22 |
| | Total | \$1,309 | 257.7% | 10.6% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,309 | |
| Grand Total | | \$1,309 | 257.7% | 10.6% | \$0 | -100.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,309 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | HOTT,REBECCA EDWARDS | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | Travel Trailer SUB | | | | Address: 16239 NORTHWESTERN PIKE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1307612 | | | | AUGUSTA, WV 26704 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1307612 Phone/Email: 3044968760 REBECCA@EDWARDSINSCO.COM | | | | | |

1314782, TERRY PENNINGTON AGENCY, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|---------------|----------------|--------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Home | \$605 | 0.0% | 10.6% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$605 | 3/31/22 |
| | MOBILE HOME | \$11,920 | 1.5% | 5.1% | \$3,404 | -26.5% | \$3,062 | 795.3% | 10 | 0.0% | 100.0% | \$1,192 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$5,761 | -26.2% | 4.7% | \$1,939 | -37.4% | \$389 | -74.8% | 10 | -9.1% | 90.9% | \$576 | 3/31/22 |
| | Total | \$18,286 | -6.7% | 5.0% | \$5,343 | -30.9% | \$3,451 | 82.8% | 21 | 0.0% | 95.5% | \$2,373 | |
| Grand Total | | \$18,286 | -6.7% | 5.0% | \$5,343 | -30.9% | \$3,451 | 82.8% | 21 | 0.0% | 95.5% | \$2,373 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 4 | 1 | \$605 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 13 | 1 | \$605 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 13 | 1 | \$605 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamma

TERRY PENNINGTON AGENCY, INC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 338 N EISENHOWER DR

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1314782

BECKLEY, WV 258014141

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3042554006 TERRY@TERRYPENNINGTONINS.COM

1316900, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|-----------------|--------------|----------------|----------------|---------------|------------|----------------|-----------|--------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$2,587 | 2.1% | 7.3% | \$0 | -100.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$862 | 3/31/22 |
| | MOBILE HOME | \$8,678 | -12.1% | 36.2% | \$1,817 | -41.2% | \$0 | -100.0% | 9 | -10.0% | 90.0% | \$964 | 3/31/22 |
| | Rental M.H. | \$738 | 0.0% | 5.2% | \$309 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$369 | 3/31/22 |
| | Total | \$12,003 | -8.7% | 28.7% | \$2,126 | -49.4% | \$0 | -100.0% | 14 | -6.7% | 93.3% | \$2,196 | |
| Grand Total | | \$12,003 | -8.7% | 28.7% | \$2,126 | -49.4% | \$0 | -100.0% | 14 | -6.7% | 93.3% | \$2,196 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Digital Segment

MALHOTRA & ASSOCIATES LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE SUB

Address: 139 MAPLE AVE STE B

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1316832

FRANKLIN, WV 26807

Annual Average Premium = This Yr R12 NWP / PIF

1316832 Phone/Email: 3043582566 RACHAEL@MALHOTRAINSURANCE.COM

1316907, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|-------------|---------------|----------------------------------|--------------|---------------|------------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$730 | -32.9% | 4.8% | (\$66) | -106.4% | (\$1,919) | 0.0% | 1 | -50.0% | 50.0% | \$730 | 3/31/22 |
| | Home | \$-2,783 | -167.5% | -38.6% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$1,798 | 0.0% | 5.3% | \$567 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$899 | 3/31/22 |
| | Rental M.H. | \$297 | 0.0% | 5.1% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$297 | 3/31/22 |
| | Total | \$42 | -99.4% | 3.6% | \$501 | -88.8% | (\$1,919) | -166.9% | 4 | -33.3% | 66.7% | \$1,926 | |
| Grand Total | | \$42 | -99.4% | 3.6% | \$501 | -88.8% | (\$1,919) | -166.9% | 4 | -33.3% | 66.7% | \$1,926 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Digital Segment | | | | MALHOTRA & ASSOCIATES LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE SUB | | | | Address: 779 COURT ST S | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1316832 | | | | LEWISBURG, WV 249012021 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | 1316832 Phone/Email: 3046453511 RACHAEL@MALHOTRAINSURANCE.COM | | | | | |

1316917, MALHOTRA & ASSOCIATES LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|-------------|----------------|--------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$4,233 | 11.2% | 2.7% | \$0 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$2,117 | 3/31/22 |
| | MOBILE HOME | \$2,588 | 0.5% | 5.3% | \$918 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$863 | 3/31/22 |
| | Total | \$6,821 | 6.9% | 3.7% | \$918 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$2,979 | |
| Grand Total | | \$6,821 | 6.9% | 3.7% | \$918 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$2,979 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

| | | | |
|---|------------------|-----------------|---|
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | Portfolio Owner: | Digital Segment | MALHOTRA & ASSOCIATES LLC |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | #MULTIVALEUE | SUB | Address: 698 CHURCH ST |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | LBE UPN: | 1316832 | LEWISBURG, WV 249012023 |
| Annual Average Premium = This Yr R12 NWP / PIF | | | 1316832 Phone/Email: 3046457500 RACHAEL@MALHOTRAINSURANCE.COM |

1317586, COURTNEY L COOPER AGENCY INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|----------------|------------|--------------|------------------------------------|------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$2,041 | -80.8% | 21.8% | (\$1,374) | -128.3% | \$0 | -100.0% | 5 | -37.5% | 62.5% | \$408 | 3/31/22 |
| | Marine | \$0 | -100.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$736 | -45.9% | 1.4% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 50.0% | \$736 | 3/31/22 |
| | Motorcycle | \$502 | 151.0% | 5.1% | \$356 | 78.0% | \$356 | 78.0% | 1 | 0.0% | 100.0% | \$502 | 3/31/22 |
| | Motor Home | \$641 | -22.4% | 3.6% | \$455 | -28.9% | \$0 | 0.0% | 1 | -50.0% | 50.0% | \$641 | 3/31/22 |
| | Off-Road Veh | \$225 | 0.0% | 12.1% | \$75 | 0.0% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$113 | 3/31/22 |
| | Rental M.H. | \$2,153 | 0.0% | 5.2% | \$739 | 0.0% | \$0 | 0.0% | 4 | 0.0% | 100.0% | \$538 | 3/31/22 |
| | Travel Trailer | \$463 | 7.4% | 5.8% | \$144 | -3.4% | \$0 | 0.0% | 2 | 0.0% | 100.0% | \$232 | 3/31/22 |
| | Total | \$6,761 | -56.6% | 14.8% | \$395 | -94.0% | \$356 | -91.0% | 16 | -11.1% | 76.2% | \$3,169 | |
| | Grand Total | \$6,761 | -56.6% | 14.8% | \$395 | -94.0% | \$356 | -91.0% | 16 | -11.1% | 76.2% | \$3,169 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 4 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 1 | \$1,169 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 2 | \$150 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 14 | 3 | \$1,319 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| | Grand Total | 14 | 3 | \$1,319 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Yahaya Gwamina | | | | COURTNEY L COOPER AGENCY INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE Legal Business Entity | | | | Address: 8048 LYNN AVE | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1317586 | | | | HAMILIN, WV 255231407 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3048245300 COURTNEY@SAVEINSURANCEGROUP.COM | | | | | |

1327069, CALL,MARK DARREN

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|-------------|---------------|---------|-----------|----------------|---------|-----------|------------|--------------|-----|-----------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$677 | -44.2% | 3.0% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$677 | 3/31/22 |
| | Home | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$5,211 | -8.7% | 5.4% | \$1,649 | 10.0% | \$849 | 3.5% | 5 | 0.0% | 100.0% | \$1,042 | 3/31/22 |
| | Motorcycle | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,491 | 0.0% | 5.2% | \$179 | 0.0% | \$0 | 0.0% | 3 | 0.0% | 100.0% | \$497 | 3/31/22 |
| | Total | \$7,379 | -12.3% | 5.1% | \$1,828 | 8.9% | \$849 | 3.5% | 9 | 0.0% | 100.0% | \$2,216 | |
| Grand Total | | \$7,379 | -12.3% | 5.1% | \$1,828 | 8.9% | \$849 | 3.5% | 9 | 0.0% | 100.0% | \$2,216 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|------------------|--------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 5 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | CALL,MARK DARREN | | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 708 CENTRAL AVE | | | | | |

1327453, RICK ALLEN INSURANCE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|----------------|--------------|----------------|--------------|----------|---------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$1,542 | 3.5% | 4.3% | \$805 | 3.2% | \$805 | 3.2% | 2 | 0.0% | 100.0% | \$771 | 3/31/22 |
| | MOBILE HOME | \$3,485 | 4.1% | 16.4% | \$952 | 0.0% | \$952 | 0.0% | 3 | 0.0% | 100.0% | \$1,162 | 3/31/22 |
| | Motorcycle | \$217 | -2.3% | 4.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$217 | 3/31/22 |
| | Off-Road Veh | \$75 | -85.0% | 1.8% | \$0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$2,348 | -19.0% | 4.6% | \$2,348 | -0.8% | \$0 | 0.0% | 2 | -33.3% | 66.7% | \$1,174 | 3/31/22 |
| | Total | \$7,667 | -9.3% | 9.6% | \$4,105 | -0.9% | \$1,757 | -0.9% | 8 | -20.0% | 80.0% | \$3,324 | |
| Grand Total | | \$7,667 | -9.3% | 9.6% | \$4,105 | -0.9% | \$1,757 | -0.9% | 8 | -20.0% | 80.0% | \$3,324 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|---|-------------|------------|--------------|------------------------------|-----------------------|--------------|--------------|----------------------------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 3 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 6 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | RICK ALLEN INSURANCE AGENCY, LLC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALEUE | Legal Business Entity | | | Address: 834 RITTER DR | | | | | |

1327454, RICK ALLEN INSURANCE AGENCY, LLC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|---------------|----------------|--------------|----------------|------------|-------------|------------|--------------|----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$3,411 | 24.6% | 5.3% | \$0 | 0.0% | \$0 | 0.0% | 5 | 0.0% | 100.0% | \$682 | 3/31/22 |
| | Rental M.H. | \$896 | 0.0% | 5.2% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$896 | 3/31/22 |
| | Total | \$4,307 | 18.5% | 5.3% | \$0 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$1,578 | |
| Grand Total | | \$4,307 | 18.5% | 5.3% | \$0 | 0.0% | \$0 | 0.0% | 6 | 0.0% | 100.0% | \$1,578 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|--------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 Portfolio Owner: Digital Segment RICK ALLEN INSURANCE AGENCY, LLC

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 #MULTIVALEUE SUB Address: 321 MAIN ST

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 LBE UPN: 1327453 RAINELLE, WV 259621134

Annual Average Premium = This Yr R12 NWP / PIF 1327453 Phone/Email: 3044386349 RICK@RICKALLENAGENCY.COM

1358104, KIRTLEY INSURANCE SERVICES, INC

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|----------------|--------------|-----------------------------------|----------------|--------------|--------------|---|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$0 | 0.0% | 0.0% | \$0 | 0.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$6,653 | -2.1% | 5.2% | \$978 | 0.0% | \$0 | 0.0% | 6 | -14.3% | 85.7% | \$1,109 | 3/31/22 |
| | Off-Road Veh | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | -100.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Rental M.H. | \$1,667 | -15.9% | 13.3% | \$112 | -35.3% | \$0 | 0.0% | 4 | -20.0% | 80.0% | \$417 | 3/31/22 |
| | Total | \$8,320 | -5.0% | 6.6% | \$1,090 | -3.8% | \$0 | -100.0% | 10 | -16.7% | 83.3% | \$1,526 | |
| Grand Total | | \$8,320 | -5.0% | 6.6% | \$1,090 | -3.8% | \$0 | -100.0% | 10 | -16.7% | 83.3% | \$1,526 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 2 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: Casey Knapp | | | | KIRTLEY INSURANCE SERVICES, INC | | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE Legal Business Entity | | | | Address: 310 HURRICANE CREEK RD | | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: 1358104 | | | | HURRICANE, WV 255261246 | | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | Phone/Email: 3045629226 MIKE@KIRTLEYINSURANCE.COM | | | | | |

1358132, JODY COOK INSURANCE AGENCY, INC.

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|---|---------------|--------------|---------------|------------------|-----------------------|---------------|--------------|----------------|--|-----------------|-----------------|-------------------|----------------|
| Specialty | Dwelling Fire | \$-529 | -137.2% | 1.4% | \$0 | -100.0% | \$0 | 0.0% | 0 | -100.0% | 0.0% | \$0 | 3/31/22 |
| | MOBILE HOME | \$-454 | -114.3% | -1.4% | \$994 | -63.0% | \$994 | 0.0% | 1 | -66.7% | 33.3% | \$-454 | 3/31/22 |
| | Motorcycle | \$1,266 | 0.0% | 10.9% | \$617 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,266 | 3/31/22 |
| | Off-Road Veh | \$374 | 67.0% | 8.7% | \$75 | 0.0% | \$0 | 0.0% | 2 | 100.0% | 100.0% | \$187 | 3/31/22 |
| | Rental M.H. | \$0 | -100.0% | 0.0% | \$0 | -100.0% | \$0 | 0.0% | 0 | 0.0% | 0.0% | \$0 | 3/31/22 |
| | Total | \$657 | -86.5% | 1.6% | \$1,686 | -52.1% | \$994 | 0.0% | 4 | -20.0% | 57.1% | \$999 | |
| Grand Total | | \$657 | -86.5% | 1.6% | \$1,686 | -52.1% | \$994 | 0.0% | 4 | -20.0% | 57.1% | \$999 | |
| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
| Specialty | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$649 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 1 | \$75 | 1 | 1 | \$75 | 1 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 3 | 2 | \$724 | 1 | 1 | \$75 | 1 | 0 | 0 | \$0 | 0.0% | |
| Grand Total | | 3 | 2 | \$724 | 1 | 1 | \$75 | 1 | 0 | 0 | \$0 | 0.0% | |
| Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100 | | | | Portfolio Owner: | Casey Knapp | | | | JODY COOK INSURANCE AGENCY, INC. | | | | |
| YTD Close Rate = (YTD New Policies / YTD Qtes) * 100 | | | | #MULTIVALUE | Legal Business Entity | | | | Address: 2135 APPALACHIAN HIGHWAY | | | | |
| PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100 | | | | LBE UPN: | 1358132 | | | | PINEVILLE, WV 24874 | | | | |
| Annual Average Premium = This Yr R12 NWP / PIF | | | | | | | | | Phone/Email: 3047326261 JODYCOOK.JCI@GMAIL.COM | | | | |

1359642, BELL,KIMBERLY H

Most up-to-date IBU Report for Business Units: FACT , COMM , SPEC , SBS , AUTO , FAR

| LOB | Policy Type | R12 NWP | R12 % Chg | R4Q Loss Ratio | YTD NWP | YTD % Chg | Cur Mo NWP | Cur Mo % Chg | PIF | PIF % Chg | PIF Ret Ratio | Annual Avg Prem | Month End Date |
|--------------------|----------------|-----------------|-------------|----------------|-----------------|---------------|----------------|---------------|-----------|-------------|---------------|-----------------|----------------|
| Specialty | Dwelling Fire | \$16,774 | 18.6% | 7.9% | \$1,249 | -77.0% | \$747 | -60.9% | 14 | 7.7% | 87.5% | \$1,198 | 3/31/22 |
| | Home | \$4,392 | 5.2% | 5.5% | \$3,121 | 56.3% | \$1,494 | -25.2% | 3 | -25.0% | 75.0% | \$1,464 | 3/31/22 |
| | Marine | \$354 | -10.2% | 6.7% | \$0 | 0.0% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$354 | 3/31/22 |
| | MOBILE HOME | \$16,366 | -22.5% | 4.4% | \$3,248 | -26.2% | \$318 | -67.0% | 21 | -12.5% | 80.8% | \$779 | 3/31/22 |
| | Motorcycle | \$2,322 | 13.3% | 4.2% | \$1,040 | -9.6% | \$677 | -14.2% | 4 | 33.3% | 100.0% | \$581 | 3/31/22 |
| | Motor Home | \$1,356 | -12.5% | 6.9% | \$1,356 | -12.5% | \$0 | 0.0% | 1 | 0.0% | 100.0% | \$1,356 | 3/31/22 |
| | Off-Road Veh | \$6,872 | 331.7% | 4.1% | \$1,970 | 0.0% | \$184 | 0.0% | 15 | 36.4% | 83.3% | \$458 | 3/31/22 |
| | Rental M.H. | \$8,848 | 0.3% | 6.3% | \$3,633 | -13.2% | \$475 | -80.4% | 9 | 12.5% | 90.0% | \$983 | 3/31/22 |
| | Travel Trailer | \$2,021 | 62.6% | 7.1% | \$0 | -100.0% | \$0 | -100.0% | 4 | 100.0% | 80.0% | \$505 | 3/31/22 |
| | Total | \$59,305 | 7.6% | 5.9% | \$15,617 | -15.7% | \$3,895 | -50.6% | 72 | 7.5% | 84.7% | \$7,678 | |
| Grand Total | | \$59,305 | 7.6% | 5.9% | \$15,617 | -15.7% | \$3,895 | -50.6% | 72 | 7.5% | 84.7% | \$7,678 | |

| LOB | Policy Type | R12 Quotes | R12 New Pols | R12 New Prem | YTD Quotes | YTD New Pols | YTD New Prem | YTD Close Rate | Cur Mo Quotes | Cur Mo New Pols | Cur Mo New Prem | Cur Mo Close Rate | Month End Date |
|--------------------|-------------|------------|--------------|-----------------|------------|--------------|--------------|----------------|---------------|-----------------|-----------------|-------------------|----------------|
| Specialty | Role: | 12 | 3 | \$4,150 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 1 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 7 | 2 | \$1,431 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 5 | 1 | \$739 | 2 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 0 | 0 | \$0 | 0 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 16 | 7 | \$3,396 | 1 | 1 | \$457 | 1 | 1 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 3 | 2 | \$1,228 | 2 | 1 | \$278 | 0.5 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Role: | 6 | 3 | \$1,561 | 1 | 0 | \$0 | 0 | 0 | 0 | \$0 | 0.0% | 3/31/22 |
| | Total | 50 | 18 | \$12,505 | 7 | 2 | \$735 | 0.29 | 1 | 0 | \$0 | 0.0% | |
| Grand Total | | 50 | 18 | \$12,505 | 7 | 2 | \$735 | 0.29 | 1 | 0 | \$0 | 0.0% | |

Cur Mo Close Rate = (Cur New Policies / Curr Mo Qtes) * 100

Portfolio Owner: Yahaya Gwamina

BELL,KIMBERLY H

YTD Close Rate = (YTD New Policies / YTD Qtes) * 100

#MULTIVALEUE Legal Business Entity

Address: 4601 PENNSYLVANIA AVE

PIF Retention Ratio = (PIF / (Last Yr PIF + R12 New Policies)) *100

LBE UPN: 1359642

CHARLESTON, WV 253024834

Annual Average Premium = This Yr R12 NWP / PIF

Phone/Email: 3049656911 KIM@KIMBELLINSURANCE.COM