Impact of Illinois Insurance Industry on State of Illinois

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Ranking of Illinois Insurance Premiums Written
State, District, Territory Ranking By Sector – Premiums Written 2015

1st
Illinois
P&C 1st
Life 14th
Health 2nd

2nd
New York
P&C 7th
Life 2nd
Health 3rd

3rd
Connecticut
P&C 7th
Life 1st
Health 32nd

4th
Ohio
P&C 2nd
Life 8th
Health 7th

5th
Texas
P&C 6th
Life 9th
Health 6th

Source: SNL Database 2015
P&C = Property & Casualty
$183.6 Billion in Premiums Written by Illinois Insurers in 2016

Source: SNL 2018

P&C = Property & Casualty
Losses Paid by Illinois Insurers as Percentage of U.S. Payments

Illinois insurers are financially strong and can financially weather these catastrophes.

Source: SNL 2017

Illinois Insurers Policyholder Surplus

175.7 B  23.6 B  14.8 B

P&C  Life  Health

P&C = Property & Casualty
Total Full-Time and Part-Time Direct Employment in Insurance

U.S. 3,327,500

155,757 ILLINOIS
143,254 OHIO
83,774 MICHIGAN
81,952 WISCONSIN
70,748 MISSOURI
58,302 IOWA

Additional 16,194 people who are self-employed, and additional 150,000 in indirect jobs working with insurance as technology vendors, service contractors, professional consultants, and suppliers

Source: Bureau of Economic Analysis 2018
Illinois Gross Domestic Product by Industry in 2016

Insurance is important to the state of Illinois GDP

<table>
<thead>
<tr>
<th>Industry</th>
<th>GDP in Billion</th>
<th>% of State GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture, forestry, fishing, &amp; hunting</td>
<td>$22.31</td>
<td>2.78%</td>
</tr>
<tr>
<td>Hospitals</td>
<td>$23.41</td>
<td>2.91%</td>
</tr>
<tr>
<td>Accommodation &amp; food services</td>
<td>$28.29</td>
<td>3.52%</td>
</tr>
<tr>
<td>Construction</td>
<td>$31.08</td>
<td>3.87%</td>
</tr>
<tr>
<td>Transportation &amp; warehousing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance carriers &amp; related activities</td>
<td>$38.82</td>
<td>4.83%</td>
</tr>
</tbody>
</table>

Source: Bureau of Economic Analysis, State GDP
Average insurance job salary
(which is about twice that of average of all occupations in Illinois).

<table>
<thead>
<tr>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>All Insurance Occupations</td>
<td>$72,070</td>
<td>$67,350</td>
</tr>
<tr>
<td>Claims Adjusters Examiners and Investigators(131031)</td>
<td>$66,030</td>
<td>$66,340</td>
</tr>
<tr>
<td>Personal Financial Advisors(132052)</td>
<td>$121,750</td>
<td>$124,140</td>
</tr>
<tr>
<td>Insurance Underwriters(132053)</td>
<td>$76,990</td>
<td>$77,660</td>
</tr>
<tr>
<td>Insurance Sales Agents(413021)</td>
<td>$66,080</td>
<td>$66,990</td>
</tr>
<tr>
<td>Securities Commodities and Financial Services Sales Agents (413031)</td>
<td>$86,070</td>
<td>$97,440</td>
</tr>
<tr>
<td>Insurance Claims and Policy Processing Clerks(439041)</td>
<td>$43,410</td>
<td>$41,090</td>
</tr>
<tr>
<td>Actuaries (15-2011)</td>
<td>$110,710</td>
<td>$114,850</td>
</tr>
</tbody>
</table>
Illinois Revenue from Insurers 2018
Illinois insurers pay a large number of taxes

- Privilege Tax - Insurance: 190M
- Retaliatory Tax: 178M
- Surplus Line Tax Insurance: 52M
- Insurance Producer Licenses: 30M
- Fire Marshal Tax: 28M
- Ind Comm Oper Fund Surcharge: 27M
- Miscellaneous: 21M
- 1/2% Comp Pd Employer: 13M
- Independent Procurement Tax: 12M
- Insurance User Fees: 4.1M
- Interest On Late Filing Fees: 3.3M
Investments of Illinois Insurers
$93 billion invested in municipal bonds

**Cash & Investments**
- Health Insurers: 15.87 B
- Life Insurer: 178.35 B
- P&C Insurer: 268.57 B

**Net Bonds**
- Health Insurers: 11.96 B
- Life Insurers: 135.27 B
- P&C Insurers: 183.38 B

Source: SNL 2017
## Insurance Agents and Brokers Workforce in Illinois in 2017

<table>
<thead>
<tr>
<th>Occupational Title</th>
<th>Employment (Estimated)</th>
<th>Percentage of Total Emp.</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Occupation*</td>
<td>38,562</td>
<td>100%</td>
</tr>
<tr>
<td>Insurance Sales Agents</td>
<td>13,350</td>
<td>34.62%</td>
</tr>
<tr>
<td>Customer Service Representatives*</td>
<td>5,630</td>
<td>14.60%</td>
</tr>
<tr>
<td>Insurance Claims and Policy Processing Clerks*</td>
<td>4,219</td>
<td>10.94%</td>
</tr>
<tr>
<td>Business and Financial Operations Occupations*</td>
<td>4,330</td>
<td>11.23%</td>
</tr>
<tr>
<td>Management Occupation*</td>
<td>1,932</td>
<td>5.01%</td>
</tr>
</tbody>
</table>

*NOTE: The Insurance Sales Agent figure is reported specifically in the IDES. The other occupations numbers are based on the national average of percentage of these occupations within the Insurance Agents and Brokers industry sub-category.

Source: BLS and IDES

<table>
<thead>
<tr>
<th>Resident</th>
<th>Non-resident</th>
</tr>
</thead>
<tbody>
<tr>
<td>72,467</td>
<td>134,937</td>
</tr>
</tbody>
</table>