

| <b>Projected results</b> as of 9-26-2019 quarterly report    |               |                         |                         |                       |      |                  |            |
|--|---------------|-------------------------|-------------------------|-----------------------|------|------------------|------------|
| Organization Name  | Coverage Year | Standard Premium Amount | Projected Retro Premium | Refund / (Assessment) |      | Developed Losses | Loss Ratio |
|  |               |                         |                         | \$                    | %    |                  |            |
| 501(C) Agencies Trust  | 10-01-2017    | \$11,683,711            | \$10,904,534            | \$779,177             | 7%   | \$9,054,421      | 77%        |
| 501(C) Agencies Trust  | 10-01-2016    | \$15,685,146            | \$15,805,332            | (\$120,186)           | -1%  | \$10,069,665     | 64%        |
| Archbright - WRPS  | 01-01-2018    | \$2,917,132             | \$2,462,295             | \$454,837             | 16%  | \$2,036,710      | 70%        |
| Archbright Group Retro                                       | 07-01-2018    | \$49,050,509            | \$36,115,778            | \$12,934,731          | 26%  | \$30,546,672     | 62%        |
| Archbright Group Retro                                       | 07-01-2017    | \$51,381,484            | \$41,609,647            | \$9,771,837           | 19%  | \$35,890,360     | 70%        |
| Archbright Group Retro                                       | 07-01-2016    | \$48,869,769            | \$43,337,025            | \$5,532,744           | 11%  | \$38,303,475     | 78%        |
| Association of WA Business - Manufacturing                   | 01-01-2018    | \$12,459,591            | \$7,413,662             | \$5,045,929           | 40%  | \$6,043,390      | 49%        |
| Association of WA Business - Manufacturing                   | 01-01-2017    | \$14,081,772            | \$10,531,788            | \$3,549,984           | 25%  | \$8,995,545      | 64%        |
| Association of WA Business - Manufacturing                   | 01-01-2016    | \$15,101,077            | \$12,651,380            | \$2,449,697           | 16%  | \$10,808,553     | 72%        |
| Association of WA Business - Facilities, Property Management | 10-01-2017    | \$13,896,291            | \$13,180,927            | \$715,364             | 5%   | \$11,210,759     | 81%        |
| Association of WA Business - Facilities, Property Management | 10-01-2016    | \$13,811,205            | \$10,973,191            | \$2,838,014           | 21%  | \$8,699,156      | 63%        |
| Association of WA Business - Hospitality                     | 10-01-2017    | \$7,777,200             | \$7,297,515             | \$479,685             | 6%   | \$6,231,015      | 80%        |
| Association of WA Business - Hospitality                     | 10-01-2016    | \$8,082,748             | \$5,695,994             | \$2,386,754           | 30%  | \$4,816,633      | 60%        |
| Association of WA Business - Retail, Wholesale, Services     | 10-01-2017    | \$18,662,848            | \$15,367,883            | \$3,294,965           | 18%  | \$13,023,321     | 70%        |
| Association of WA Business - Retail, Wholesale, Services     | 10-01-2016    | \$20,039,146            | \$17,758,044            | \$2,281,102           | 11%  | \$14,939,173     | 75%        |
| Associated Builders & Contractors of Western WA              | 07-01-2018    | \$24,778,118            | \$16,613,959            | \$8,164,159           | 33%  | \$13,438,760     | 54%        |
| Associated Builders & Contractors of Western WA              | 07-01-2017    | \$25,620,402            | \$15,775,060            | \$9,845,342           | 38%  | \$12,682,385     | 50%        |
| Associated Builders & Contractors of Western WA              | 07-01-2016    | \$25,542,411            | \$15,761,647            | \$9,780,764           | 38%  | \$7,764,894      | 30%        |
| Associated General Contractors                               | 07-01-2018    | \$68,331,888            | \$32,936,633            | \$35,395,255          | 52%  | \$25,959,600     | 38%        |
| Associated General Contractors                               | 07-01-2017    | \$71,257,375            | \$40,864,547            | \$30,392,828          | 43%  | \$32,711,297     | 46%        |
| Associated General Contractors                               | 07-01-2016    | \$70,914,168            | \$43,463,225            | \$27,450,943          | 39%  | \$35,065,019     | 49%        |
| AWC Retro (Association of WA Cities)                         | 01-01-2018    | \$18,947,700            | \$19,886,696            | (\$938,996)           | -5%  | \$15,638,988     | 83%        |
| AWC Retro (Association of WA Cities)                         | 01-01-2017    | \$18,410,071            | \$17,170,834            | \$1,239,237           | 7%   | \$12,078,373     | 66%        |
| AWC Retro (Association of WA Cities)                         | 01-01-2016    | \$18,647,217            | \$16,507,542            | \$2,139,675           | 11%  | \$11,578,041     | 62%        |
| Building Industry Association of WA                          | 07-01-2018    | \$76,217,984            | \$47,452,450            | \$28,765,534          | 38%  | \$39,546,832     | 52%        |
| Building Industry Association of WA                          | 07-01-2017    | \$82,878,573            | \$49,416,468            | \$33,462,105          | 40%  | \$41,048,680     | 50%        |
| Building Industry Association of WA                          | 07-01-2016    | \$85,781,415            | \$51,227,595            | \$34,553,820          | 40%  | \$41,232,320     | 48%        |
| Greater Vancouver Chamber Of Commerce - Manufacturing        | 07-01-2018    | \$2,371,722             | \$1,912,124             | \$459,598             | 19%  | \$1,215,874      | 51%        |
| Greater Vancouver Chamber Of Commerce - Manufacturing        | 07-01-2017    | \$2,450,782             | \$1,625,566             | \$825,216             | 34%  | \$1,021,109      | 42%        |
| Greater Vancouver Chamber Of Commerce - Manufacturing        | 07-01-2016    | \$2,442,318             | \$1,465,673             | \$976,645             | 40%  | \$921,277        | 38%        |
| LeadingAge Washington  | 07-01-2018    | \$7,568,900             | \$8,488,774             | (\$919,874)           | -12% | \$7,349,732      | 97%        |

| Organization Name                               | <i>Projected results</i> as of 9-26-2019 quarterly report |                         |                         |                       |      |                  |            |
|---|---|-------------------------|-------------------------|-----------------------|------|------------------|------------|
|   | Coverage Year   | Standard Premium Amount | Projected Retro Premium | Refund / (Assessment) |      | Developed Losses | Loss Ratio |
|   |   |                         |                         | \$                    | %    |                  |            |
| LeadingAge Washington                           | 07-01-2017  | \$8,840,313             | \$6,571,030             | \$2,269,283           | 26%  | \$5,453,102      | 62%        |
| LeadingAge Washington                           | 07-01-2016  | \$9,424,033             | \$5,261,288             | \$4,162,745           | 44%  | \$3,927,372      | 42%        |
| Life Science Washington                         | 07-01-2018  | \$3,018,679             | \$1,442,320             | \$1,576,359           | 52%  | \$1,033,747      | 34%        |
| Life Science Washington                         | 07-01-2017  | \$2,897,783             | \$1,394,186             | \$1,503,597           | 52%  | \$1,000,163      | 35%        |
| Life Science Washington                         | 07-01-2016  | \$2,596,508             | \$1,449,017             | \$1,147,491           | 44%  | \$1,089,062      | 42%        |
| Master Builders Association - GRIP              | 07-01-2018  | \$55,953,484            | \$32,911,760            | \$23,041,724          | 41%  | \$27,480,362     | 49%        |
| Master Builders Association - GRIP              | 07-01-2017  | \$59,017,510            | \$38,029,796            | \$20,987,714          | 36%  | \$31,972,133     | 54%        |
| Master Builders Association - GRIP              | 07-01-2016  | \$56,548,015            | \$35,080,296            | \$21,467,719          | 38%  | \$28,421,566     | 50%        |
| Northwest District Council of Assemblies Of God | 07-01-2018  | \$1,038,684             | \$985,272               | \$53,412              | 5%   | \$630,596        | 61%        |
| Northwest District Council of Assemblies Of God | 07-01-2017  | \$1,146,765             | \$832,167               | \$314,598             | 27%  | \$524,837        | 46%        |
| Northwest District Council of Assemblies Of God | 07-01-2016  | \$1,173,709             | \$382,034               | \$791,675             | 67%  | \$212,287        | 18%        |
| PITB Elite - Distillation, Chemicals, Food      | 01-01-2018  | \$11,823,732            | \$12,771,995            | (\$948,263)           | -8%  | \$10,574,802     | 89%        |
| PITB Elite - Distillation, Chemicals, Food      | 01-01-2017  | \$11,412,070            | \$10,466,433            | \$945,637             | 8%   | \$8,949,036      | 78%        |
| PITB Elite - Distillation, Chemicals, Food      | 01-01-2016  | \$9,491,236             | \$10,117,031            | (\$625,795)           | -7%  | \$8,678,155      | 91%        |
| PITB Services - Manufacturing, Processing       | 01-01-2018  | \$16,920,073            | \$14,169,687            | \$2,750,386           | 16%  | \$11,806,865     | 70%        |
| PITB Services - Manufacturing, Processing       | 01-01-2017  | \$18,807,589            | \$17,181,225            | \$1,626,364           | 9%   | \$14,639,965     | 78%        |
| PITB Services - Manufacturing, Processing       | 01-01-2016  | \$21,980,930            | \$21,739,600            | \$241,330             | 1%   | \$18,527,134     | 84%        |
| PITB - Transportation, Warehouse Facilities     | 07-01-2018  | \$26,397,264            | \$19,794,750            | \$6,602,514           | 25%  | \$16,711,534     | 63%        |
| PITB - Transportation, Warehouse Facilities     | 07-01-2017  | \$26,951,551            | \$19,958,824            | \$6,992,727           | 26%  | \$16,837,132     | 62%        |
| PITB - Transportation, Warehouse Facilities     | 07-01-2016  | \$29,797,925            | \$25,106,360            | \$4,691,565           | 16%  | \$21,151,342     | 71%        |
| Smart 'A' Team                                  | 07-01-2018  | \$44,137,167            | \$31,191,738            | \$12,945,429          | 29%  | \$26,388,635     | 60%        |
| Smart 'A' Team                                  | 07-01-2017  | \$49,296,620            | \$34,196,440            | \$15,100,180          | 31%  | \$28,708,403     | 58%        |
| Smart 'A' Team                                  | 07-01-2016  | \$48,289,469            | \$36,388,730            | \$11,900,739          | 25%  | \$29,394,840     | 61%        |
| Smart Advantage                                 | 01-01-2018  | \$11,332,535            | \$9,086,272             | \$2,246,263           | 20%  | \$7,428,090      | 66%        |
| Smart Advantage                                 | 01-01-2017  | \$13,957,250            | \$11,020,403            | \$2,936,847           | 21%  | \$9,342,495      | 67%        |
| Smart Advantage                                 | 01-01-2016  | \$19,300,766            | \$26,401,157            | (\$7,100,391)         | -37% | \$22,841,541     | 118%       |
| Smart Dream Team                                | 07-01-2018  | \$34,793,651            | \$18,075,220            | \$16,718,431          | 48%  | \$14,934,868     | 43%        |
| Smart Dream Team                                | 07-01-2017  | \$35,882,144            | \$23,104,448            | \$12,777,696          | 36%  | \$19,439,977     | 54%        |
| Smart Dream Team                                | 07-01-2016  | \$37,901,944            | \$26,707,104            | \$11,194,840          | 30%  | \$22,599,065     | 60%        |
| Southwest WA Contractors Association            | 07-01-2018  | \$1,760,846             | \$462,640               | \$1,298,206           | 74%  | \$198,205        | 11%        |
| Southwest WA Contractors Association            | 07-01-2017  | \$1,942,666             | \$602,326               | \$1,340,340           | 69%  | \$234,703        | 12%        |

| <i>Projected results</i> as of 9-26-2019 quarterly report |               |                         |                         |                       |      |                  |            |
|---|---------------|-------------------------|-------------------------|-----------------------|------|------------------|------------|
| Organization Name   | Coverage Year | Standard Premium Amount | Projected Retro Premium | Refund / (Assessment) |      | Developed Losses | Loss Ratio |
|   |               |                         |                         | \$                    | %    |                  |            |
| Southwest WA Contractors Association                      | 07-01-2016    | \$2,421,056             | \$2,649,240             | (\$228,184)           | -9%  | \$1,019,783      | 42%        |
| State of WA Department of Enterprise Services             | 07-01-2018    | \$2,334,216             | \$1,718,578             | \$615,638             | 26%  | \$1,284,654      | 55%        |
| State of WA Department of Enterprise Services             | 07-01-2017    | \$2,562,428             | \$1,393,807             | \$1,168,621           | 46%  | \$935,599        | 37%        |
| State of WA Department of Enterprise Services             | 07-01-2016    | \$2,646,238             | \$3,114,027             | (\$467,789)           | -18% | \$2,554,031      | 97%        |
| Thurston County Chamber of Commerce                       | 10-01-2017    | \$1,416,323             | \$1,605,038             | (\$188,715)           | -13% | \$1,101,666      | 78%        |
| Thurston County Chamber of Commerce                       | 10-01-2016    | \$1,434,947             | \$1,649,518             | (\$214,571)           | -15% | \$1,167,982      | 81%        |
| Towing & Recovery Association of Washington               | 10-01-2017    | \$1,220,312             | \$1,467,929             | (\$247,617)           | -20% | \$782,936        | 64%        |
| Towing & Recovery Association of Washington               | 10-01-2016    | \$1,401,202             | \$1,611,222             | (\$210,020)           | -15% | \$1,506,208      | 107%       |
| Tri City Construction Council                             | 07-01-2018    | \$5,059,109             | \$3,165,295             | \$1,893,814           | 37%  | \$2,507,214      | 50%        |
| Tri City Construction Council                             | 07-01-2017    | \$5,582,622             | \$4,250,414             | \$1,332,208           | 24%  | \$3,547,515      | 64%        |
| Tri City Construction Council                             | 07-01-2016    | \$6,211,847             | \$6,662,055             | (\$450,208)           | -7%  | \$5,887,487      | 95%        |
| Vigilant  | 07-01-2018    | \$28,064,726            | \$16,256,128            | \$11,808,598          | 42%  | \$13,458,815     | 48%        |
| Vigilant  | 07-01-2017    | \$27,961,733            | \$25,509,796            | \$2,451,937           | 9%   | \$22,006,030     | 79%        |
| Vigilant  | 07-01-2016    | \$29,661,455            | \$24,032,848            | \$5,628,607           | 19%  | \$21,117,117     | 71%        |
| WA Association of Sewer & Water Districts                 | 07-01-2018    | \$1,185,712             | \$665,697               | \$520,015             | 44%  | \$283,770        | 24%        |
| WA Association of Sewer & Water Districts                 | 07-01-2017    | \$1,152,354             | \$581,800               | \$570,554             | 50%  | \$242,722        | 21%        |
| WA Association of Sewer & Water Districts                 | 07-01-2016    | \$1,108,017             | \$1,202,991             | (\$94,974)            | -9%  | \$666,020        | 60%        |
| WA Food Industry Association                              | 07-01-2018    | \$18,434,479            | \$13,681,444            | \$4,753,035           | 26%  | \$11,608,403     | 63%        |
| WA Food Industry Association                              | 07-01-2017    | \$19,110,694            | \$15,421,503            | \$3,689,191           | 19%  | \$13,310,073     | 70%        |
| WA Food Industry Association                              | 07-01-2016    | \$18,668,400            | \$12,522,888            | \$6,145,512           | 33%  | \$10,761,858     | 58%        |
| WA Health Care Association                                | 07-01-2018    | \$25,547,017            | \$19,135,135            | \$6,411,882           | 25%  | \$16,374,794     | 64%        |
| WA Health Care Association                                | 07-01-2017    | \$28,556,913            | \$17,376,852            | \$11,180,061          | 39%  | \$14,647,734     | 51%        |
| WA Health Care Association                                | 07-01-2016    | \$31,316,403            | \$21,920,793            | \$9,395,610           | 30%  | \$18,576,212     | 59%        |
| WA Manufacturers Council (WMC)                            | 07-01-2018    | \$8,247,657             | \$4,433,944             | \$3,813,713           | 46%  | \$3,581,920      | 43%        |
| WA Manufacturers Council (WMC)                            | 07-01-2017    | \$9,085,293             | \$6,085,752             | \$2,999,541           | 33%  | \$5,140,204      | 57%        |
| WA Manufacturers Council (WMC)                            | 07-01-2016    | \$12,183,070            | \$8,107,407             | \$4,075,663           | 33%  | \$6,863,865      | 56%        |
| WA Retail Association                                     | 07-01-2018    | \$12,030,767            | \$9,916,953             | \$2,113,814           | 18%  | \$8,428,281      | 70%        |
| WA Retail Association                                     | 07-01-2017    | \$12,603,197            | \$8,804,430             | \$3,798,767           | 30%  | \$7,401,132      | 59%        |
| WA Retail Association                                     | 07-01-2016    | \$12,663,162            | \$10,540,167            | \$2,122,995           | 17%  | \$9,070,913      | 72%        |
| WA Retail Association - Automotive                        | 07-01-2018    | \$5,889,411             | \$4,736,436             | \$1,152,975           | 20%  | \$3,865,867      | 66%        |
| WA Retail Association - Automotive                        | 07-01-2017    | \$5,269,756             | \$4,418,267             | \$851,489             | 16%  | \$3,769,520      | 72%        |

| <i>Projected results</i> as of 9-26-2019 quarterly report |               |                         |                         |                       |      |                  |            |
|---|---------------|-------------------------|-------------------------|-----------------------|------|------------------|------------|
| Organization Name   | Coverage Year | Standard Premium Amount | Projected Retro Premium | Refund / (Assessment) |      | Developed Losses | Loss Ratio |
|   |               |                         |                         | \$                    | %    |                  |            |
| WA Retail Association - Automotive                        | 07-01-2016    | \$4,623,789             | \$3,525,001             | \$1,098,788           | 24%  | \$2,996,833      | 65%        |
| WA State Auto Delaers Association                         | 01-01-2018    | \$24,821,104            | \$19,752,191            | \$5,068,913           | 20%  | \$16,866,580     | 68%        |
| WA State Auto Delaers Association                         | 01-01-2017    | \$24,233,072            | \$20,076,929            | \$4,156,143           | 17%  | \$17,655,191     | 73%        |
| WA State Auto Delaers Association                         | 01-01-2016    | \$22,678,602            | \$24,133,994            | (\$1,455,392)         | -6%  | \$16,302,739     | 72%        |
| WA State McDonalds Operators Association                  | 01-01-2018    | \$4,093,564             | \$3,014,772             | \$1,078,792           | 26%  | \$2,513,436      | 61%        |
| WA State McDonalds Operators Association                  | 01-01-2017    | \$3,764,610             | \$3,337,516             | \$427,094             | 11%  | \$2,920,202      | 78%        |
| WA State McDonalds Operators Association                  | 01-01-2016    | \$3,684,687             | \$1,841,668             | \$1,843,019           | 50%  | \$1,540,021      | 42%        |
| WA Hospitality Association                                | 01-01-2018    | \$55,458,888            | \$48,765,013            | \$6,693,875           | 12%  | \$42,228,010     | 76%        |
| WA Hospitality Association                                | 01-01-2017    | \$56,629,480            | \$48,008,953            | \$8,620,527           | 15%  | \$40,566,361     | 72%        |
| WA Hospitality Association                                | 01-01-2016    | \$55,003,912            | \$42,588,928            | \$12,414,984          | 23%  | \$35,781,598     | 65%        |
| WA State Farm Bureau                                      | 07-01-2018    | \$37,571,754            | \$29,407,489            | \$8,164,265           | 22%  | \$25,021,378     | 67%        |
| WA State Farm Bureau                                      | 07-01-2017    | \$45,633,243            | \$44,858,303            | \$774,940             | 2%   | \$38,702,980     | 85%        |
| WA State Farm Bureau                                      | 07-01-2016    | \$54,055,103            | \$51,056,990            | \$2,998,113           | 6%   | \$33,634,672     | 62%        |
| WA State Pharmacy Association                             | 04-01-2019    | \$90,092                | \$0                     | \$90,092              | 100% | \$859            | 1%         |
| WA State Pharmacy Association                             | 04-01-2018    | \$416,063               | \$140,412               | \$275,651             | 66%  | \$66,726         | 16%        |
| WA Manufacturers Council Platimum (WMC Platinum)          | 07-01-2018    | \$4,431,575             | \$3,964,533             | \$467,042             | 11%  | \$3,135,862      | 71%        |
| WA Manufacturers Council Platimum (WMC Platinum)          | 07-01-2017    | \$3,493,783             | \$2,525,707             | \$968,076             | 28%  | \$2,113,953      | 61%        |