FEDERAL CROP INSURANCE CORPORATION AGENT COMPENSATION TEMPLATE

Previous Reinsurance Year: 2018

Company: Data as of:

(1) (2) (10) (11) (12) (13) (14) (15) (3) (4) (5) (6) (7) (8) Total Compensation Processing Base Compensation Excess Payments to Base and Payments to Processing Excess base Profit sharing profit sharing Total Excess total processing agents and Base Purchases of Gross premium agents and allowance affiliates for compensation compensation payments to compensation compensation compensation payments sales and Total (Column limit (80% of (Column 9 -(CAT and Buy- A&O subsidy affiliates for computers, Total (Column (5% times (Column 9 + limit (100% of (Column 13 -(Column 5 - 6, agents and and CAT LAE 7 + 8) Column 2) affiliates 12) Column 2) 14, if > 0) State processing etc. for agents 3 + 4)Column 2) if > 0) service 10, if > 0) Alabama Alaska Arizona Arkansas California Colorado Connecticut Delaware Florida Georgia Hawaii Idaho Illinois Indiana Iowa Kansas Kentucky Louisiana Maine Maryland Massachusetts Michigan Minnesota Mississippi Missouri Montana Nebraska Nevada New Hampshire New Jersey New Mexico New York North Carolina North Dakota Ohio Oklahoma Oregon Pennsylvania Rhode Island South Carolina South Dakota Tennessee Texas Utah Vermont Virginia Washington West Virginia Wisconsin Wyoming Total

FEDERAL CROP INSURANCE CORPORATION AGENT COMPENSATION TEMPLATE

Current Reinsurance Year: 2019

Company: Data as of:

| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) | (11) | (12) | (13) | (14) | (15) |
|----------------|---------------|-------------|----------------|-----------------|---------------|------------|----------------|----------------|---------------|---------------|---------------|-------------|----------------|----------------|--------------|
| | | | | | Processing | | | | Base Con | npensation | | | Total Cor | npensation | |
| | | | | | | | Excess | Payments to | | | | | Base and | _ | |
| | | | Payments to | | | Processing | processing | agents and | | Base | Excess base | | profit sharing | | Excess total |
| | Gross premium | | agents and | Purchases of | | allowance | payments | affiliates for | | compensation | compensation | payments to | compensation | compensation | compensation |
| | (CAT and Buy- | A&O subsidy | affiliates for | computers, | Total (Column | (5% times | (Column 5 - 6, | sales and | Total (Column | limit (80% of | (Column 9 - | agents and | (Column 9 + | limit (100% of | (Column 13 |
| State | up) | and CAT LAE | processing | etc. for agents | 3 + 4) | Column 2) | if > 0) | service | 7 + 8) | Column 2) | 10, if > 0) | affiliates | 12) | Column 2) | 14, if > 0) |
| Alabama | | | | | - | - | - | | - | - | - | | - | - | - |
| Alaska | | | | | - | - | - | | - | - | - | | - | - | - |
| Arizona | | | | | - | - | - | | - | - | - | | - | - | - |
| Arkansas | | | | | - | - | - | | - | - | - | | - | - | - |
| California | | | | | - | - | - | | - | - | - | | - | - | - |
| Colorado | | | | | - | - | - | | - | - | - | | - | - | - |
| Connecticut | | | | | - | - | - | | - | - | - | | - | - | - |
| Delaware | | | | | - | - | - | | - | - | _ | | - | - | - |
| Florida | | | | | - | - | - | | - | - | - | | - | - | - |
| Georgia | | | | | - | - | - | | - | - | - | | - | - | - |
| Hawaii | | | | | - | - | - | | - | - | - | | - | - | - |
| Idaho | | | | | - | - | - | | - | - | - | | - | - | - |
| Illinois | | | | | - | - | - | | - | - | - | | - | - | - |
| Indiana | | | | | - | - | - | | - | - | - | | - | - | - |
| Iowa | | | | | - | - | - | | - | - | - | | - | - | - |
| Kansas | | | | | - | - | - | | - | - | - | | - | - | - |
| Kentucky | | | | | - | - | - | | - | - | - | | - | - | - |
| Louisiana | | | | | - | - | - | | - | - | - | | - | - | - |
| Maine | | | | | - | - | - | | - | - | - | | - | - | - |
| Maryland | | | | | - | - | - | | - | - | - | | - | - | - |
| Massachusetts | | | | | - | - | - | | - | - | - | | - | - | - |
| Michigan | | | | | - | - | - | | - | - | - | | - | - | - |
| Minnesota | | | | | - | - | - | | - | - | - | | - | - | - |
| Mississippi | | | | | - | - | - | | - | - | - | | - | - | - |
| Missouri | | | | | - | - | - | | - | - | - | | - | - | - |
| Montana | | | | | - | - | - | | - | - | - | | - | - | - |
| Nebraska | | | | | - | - | - | | - | - | - | | - | - | - |
| Nevada | | | | | - | - | - | | - | - | - | | - | - | - |
| New Hampshire | | | | | - | - | - | | - | - | - | | - | - | - |
| New Jersey | | | | | - | - | - | | - | - | - | | - | - | - |
| New Mexico | | | | | - | - | - | | - | - | - | | - | - | - |
| New York | | | | | - | - | - | | - | - | - | | - | - | - |
| North Carolina | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| North Dakota | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Ohio | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Oklahoma | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Oregon | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Pennsylvania | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Rhode Island | | | | | - | - | - | | - | - | - | | - | - | - |
| South Carolina | | | | | - | - | - | | - | - | - | | - | - | - |
| South Dakota | | | | | - | - | - | | - | - | - | | - | - | - |
| Tennessee | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Texas | | | | | - | - | - | | - | - | - | | - | - | - |
| Utah | | | | | - | - | - | | - | - | - | | - | - | - |
| Vermont | | | | | - | - | - | | - | - | - | | - | - | - |
| Virginia | | | | | - | - | - | | - | - | - | | - | - | - |
| Washington | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| West Virginia | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Wisconsin | | 1 | | | - | - | - | | - | - | - | 1 | - | - | - |
| Wyoming | | | | | - | - | - | | - | - | - | | - | - | - |
| Total | - | _ | I | | | | _ | - | | _ | _ | - | | | |

FEDERAL CROP INSURANCE CORPORATION AGENT COMPENSATION TEMPLATE

Upcoming Reinsurance Year: 2020

Company: Data as of:

| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) | (11) | (12) | (13) | (14) | (15) |
|----------------|---------------|-------------|----------------|-----------------|---------------|-------------|----------------|----------------|---------------|---------------|---------------|----------------|----------------|----------------|---------------|
| | | | | | Processing | | | | Base Con | npensation | | | | npensation | |
| | | | | | | | Excess | Payments to | | | | | Base and | | |
| | | | Payments to | | | Processing | processing | agents and | | Base | Excess base | Profit sharing | profit sharing | Total | Excess total |
| | Gross premium | | agents and | Purchases of | | allowance | payments | affiliates for | | compensation | compensation | payments to | compensation | compensation | compensation |
| | (CAT and Buy- | A&O subsidy | affiliates for | computers. | Total (Column | (5% times | (Column 5 - 6, | sales and | Total (Column | limit (80% of | (Column 9 - | agents and | (Column 9 + | limit (100% of | (Column 13 - |
| State | up) | and CAT LAE | processing | etc. for agents | | Column 2) | if > 0) | service | 7 + 8) | Column 2) | 10, if > 0) | affiliates | 12) | Column 2) | 14, if > 0) |
| Alabama | ир) | and CAT LAL | processing | ctc. for agents | - 3 1 4) | - Column 2) | n > 0) | SCIVICC | 7 1 0) | - | 10, 11 > 0) | arrinates | - | - | 14, 11 > 0) |
| Alaska | | | | | - | - | - | | - | - | | | - | - | - |
| | | | | | _ | - | - | | - | - | - | | _ | - | _ |
| Arizona | | | | | - | - | - | | - | - | - | | - | - | - |
| Arkansas | | | | | - | - | - | | - | - | - | | - | - | - |
| California | | | | | - | - | - | | - | - | - | | - | - | - |
| Colorado | | | | | - | - | - | | - | - | - | | - | - | - |
| Connecticut | | | | | - | - | - | | - | - | - | | - | - | - |
| Delaware | | | | | - | - | - | | - | - | - | | - | - | - |
| Florida | | | | | - | - | - | | - | - | - | | - | - | - |
| Georgia | | | | | - | - | - | | - | - | - | | - | - | - |
| Hawaii | | | | | - | - | - | | - | - | - | | - | - | - |
| Idaho | I | | | | _ | - | _ | | - | - | _ |] | - | - | _ |
| Illinois | 1 | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| Indiana | 1 | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| Iowa | 1 | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| Kansas | | | | | _ | | _ | | _ | | | | _ | _ | |
| Kentucky | | | | | _ | _ | - | | _ | = | _ | | _ | _ | _ |
| | | | | | _ | - | - | | - | - | - | | _ | - | - |
| Louisiana | | | | | - | - | - | | - | - | | | - | - | - |
| Maine | | | | | - | - | - | | - | - | - | | - | - | - |
| Maryland | | | | | - | | - | | - | | - | | - | | |
| Massachusetts | | | | | - | - | - | | - | - | - | | - | - | - |
| Michigan | | | | | - | - | - | | - | - | - | | - | - | - |
| Minnesota | | | | | - | - | - | | - | - | - | | - | - | - |
| Mississippi | | | | | - | - | - | | - | - | - | | - | - | - |
| Missouri | | | | | - | - | - | | - | - | - | | - | - | - |
| Montana | | | | | - | - | - | | - | - | - | | - | - | - |
| Nebraska | | | | | - | - | - | | - | - | - | | - | - | - |
| Nevada | | | | | - | - | _ | | - | - | | | - | - | _ |
| New Hampshire | | | | | - | - | - | | - | - | - | | - | - | _ |
| New Jersey | | | | | _ | _ | 2 | | _ | _ | 2 | | _ | _ | 2 |
| New Mexico | | | | | - | - | _ | | - | - | _ | | - | _ | _ |
| New York | 1 | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| North Carolina | | | | | | | _ | | | | _ | | _ | | |
| North Dakota | 1 | | | | _ | _ | | | _ | _ | | | _ | _ | |
| Ohio | 1 | | | | | _ | _ | | | - | - | | | - | |
| Oklahoma | I | | | | · - | - | - | | _ | - | - |] | · - | - | - |
| | 1 | | | | _ | - | - | | _ | - | - | | _ | - | - |
| Oregon | 1 | | | | _ | - | - | | _ | - | - | | - | - | - |
| Pennsylvania | | | | | - | - | - | | - | - | - | | - | - | - |
| Rhode Island | | | | | - | - | - | | - | - | - | | - | - | - |
| South Carolina | ļ | | | | - | - | - | | - | - | - | | - | - | |
| South Dakota | 1 | | | | - | - | - | | - | - | - | | - | - | - |
| Tennessee | I | | | | - | - | - | | - | - | - |] | - | - | - |
| Texas | 1 | | | | - | - | - | | - | - | - | | - | - | - |
| Utah | 1 | | | | - | - | - | | - | - | - | | - | - | - |
| Vermont | 1 | | | | - | - | - | | - | - | - | | - | - | - |
| Virginia | I | | | | - | - | - | | - | - | - |] | - | - | - |
| Washington | 1 | | | | - | - | - | | - | - | - | | - | - | _ |
| West Virginia | I | | | | _ | _ | _ | | _ | _ | _ |] | _ | _ | _ |
| Wisconsin | 1 | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| Wyoming | 1 | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| Total | - | - | - | - | - | | | _ | - | - | | - | | | |
| 1 Otal | _ | - | - | - | | - | - | - | - | - | - | _ | - | - | - |