FEDERAL CROP INSURANCE CORPORATION

AGENT COMMISSION/COMPENSATION TEMPLATE

Previous Reinsurance Year: 2010

Company: Data as of:

| | Revenue | | | | All Other | | | | CAT | | | | TOTAL MPCI | | | |
|----------------|---------|------------|--------------|-------------|-----------|------------|--------------|--------------|---------|------------|-----------|--------------|------------|------------|--------------|--------------|
| | | Commission | | Average | | Commission | | Average | | Commission | All Other | Average | | Commission | | Average |
| | Gross | and Salary | All Other | Compensatio | Gross | and Salary | All Other | Compensation | Gross | and Salary | | Compensation | Gross | and Salary | All Other | Compensation |
| State | Premium | Paid | Compensation | n Rate | Premium | Paid | Compensation | Rate | Premium | Paid | n | Rate | Premium | Paid | Compensation | Rate |
| Alabama | | | | | | | | | | | | | - | - | - | İ |
| Alaska | | | | | | | | | | | | | - | - | - | İ |
| Arizona | | | | | | | | | | | | | - | - | - | İ |
| Arkansas | | | | | | | | | | | | | - | - | - | İ |
| California | | | | | | | | | | | | | - | - | - | İ |
| Colorado | | | | | | | | | | | | | _ | - | - | |
| Connecticut | | | | | | | | | | | | | - | - | - | İ |
| Delaware | | | | | | | | | | | | | - | - | - | İ |
| Florida | | | | | | | | | | | | | - | - | - | İ |
| Georgia | | | | | | | | | | | | | - | - | - | İ |
| Hawaii | | | | | | | | | | | | | - | - | - | İ |
| Idaho | | | | | | | | | | | | | - | - | - | İ |
| Illinois | | | | | | | | | | | | | - | - | - | |
| Indiana | | | | | | | | | | | | | - | - | - | İ |
| Iowa | | | | | | | | | | | | | - | - | - | |
| Kansas | | | | | | | | | | | | | - | - | - | |
| Kentucky | | | | | | | | | | | | | _ | - | - | |
| Louisiana | | | | | | | | | | | | | _ | - | - | |
| Maine | | | | | | | | | | | | | - | - | - | İ |
| Maryland | | | | | | | | | | | | | - | - | - | İ |
| Massachusetts | | | | | | | | | | | | | - | - | - | İ |
| Michigan | | | | | | | | | | | | | - | - | - | İ |
| Minnesota | | | | | | | | | | | | | - | - | - | İ |
| Mississippi | | | | | | | | | | | | | - | - | - | İ |
| Missouri | | | | | | | | | | | | | - | - | - | İ |
| Montana | | | | | | | | | | | | | - | - | - | |
| Nebraska | | | | | | | | | | | | | - | - | - | |
| Nevada | | | | | | | | | | | | | - | - | - | |
| New Hampshire | | | | | | | | | | | | | - | - | - | ļ |
| New Jersey | | | | | | | | | | | | | - | - | - | ļ |
| New Mexico | | | | | | | | | | | | | - | - | - | ļ |
| New York | | | | | | | | | | | | | - | - | - | ļ |
| North Carolina | | | | | | | | | | | | | - | - | - | ļ |
| North Dakota | | | | | | | | | | | | | - | - | - | ļ |
| Ohio | | | | | | | | | | | | | - | - | - | ļ |
| Oklahoma | | | | | | | | | | | | | - | - | - | |
| Oregon | | | ļ | | | | | | | | | | - | - | - | |
| Pennsylvania | | | ļ | | | | | | | | | | - | - | - | |
| Rhode Island | | | ļ | | | | | | | | | | - | - | - | |
| South Carolina | | | | | | | | | | | | | - | - | - | |
| South Dakota | | | ļ | | | | | | | | | | - | - | - | |
| Tennessee | | | | | | | | | | | | | - | - | - | |
| Texas | | | ļ | | | | | | | | | | - | - | - | |
| Utah | | | ļ | | | | | | | | | | - | - | - | ļ |
| Vermont | | | ļ | | | | | | | | | | - | - | - | |
| Virginia | | | ļ | | | | | | | | | | - | - | - | ļ |
| Washington | | | ļ | | | | | | | | | | - | - | - | |
| West Virginia | | | | | | | | | | | | | - | - | - | ļ |
| Wisconsin | | | | | | | | | | | | | - | - | - | ļ |
| Wyoming | | | | | | | | | | | | | - | - | - | |
| TOTAL | - | - | - | | - | - | - | | - | - | - | | - | - | - | |

FEDERAL CROP INSURANCE CORPORATION AGENT COMPENSATION TEMPLATE Current Reinsurance Year: 2011

Company: Data as of:

(1) (2) (3) (4) (5) (6) (7) (8) (9) (10) (11) (12) (13) (14) (15) Processing Base Compensation Total Compensation Excess Payments to Base and Profit sharing profit sharing Payments to Processing agents and Base Excess base Total Excess total processing affiliates for Gross premium agents and Purchases of allowance payments 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 and CAT LAE 3 + 4)7 + 8) Column 2) 10, if > 0)affiliates 12) Column 2) 14, if > 0) processing etc. for agents Column 2) if > 0) service State 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 Upcoming Reinsurance Year: 2012

Company:

Data as of:

| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) | (10) | (11) | (12) | (13) | (14) | (15) |
|--------------------------------|---------------|-------------|----------------|-----------------|---------------|------------|----------------|----------------|----------|---------------|---------------|----------------|----------------|----------------|--------------|
| - | (1) | (2) | (3) | (4) | Processing | (0) | (7) | (0) | | npensation | (11) | (12) | | npensation | (13) |
| | | | | | | | 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 | compensation |
| | | A&O subsidy | affiliates for | computers, | Total (Column | (5% times | (Column 5 - 6, | sales and | | 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 | | | | | _ | | - | | <u> </u> | | | <u> </u> | <u> </u> | | |
| Idaho | | | | | _ | - | _ | | _ | _ | _ | 1 | _ | - | _ |
| Illinois | | | | | _ | - | _ | | _ | _ | _ | 1 | _ | - | _ |
| Indiana | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| Iowa | | | | | - | - | - | | - | - | _ | 1 | - | - | _ |
| Kansas | | | | | - | - | - | | - | - | - | | - | - | - |
| Kentucky | | | | | - | - | - | | - | - | - | | - | - | - |
| Louisiana | | | | | - | - | - | | - | - | - | | - | - | - |
| Maine | | | | | - | - | - | | - | - | - | | - | - | - |
| Maryland | | | | | - | - | - | | - | - | - | | - | - | - |
| Massachusetts | | | | | - | - | - | | - | - | - | | - | - | - |
| Michigan | | | | | - | - | - | | - | - | - | | - | - | - |
| Minnesota | | | | | = | = | - | | - | - | - | | - | = | - |
| Mississippi Missouri | | | | | - | - | - | | - | - | - | | - | - | - |
| Montana | | | | | - | - | - | | - | - | - | | _ | - | - |
| Nebraska | | | | | - | - | - | | - | - | - | | _ | - | - |
| Nevada | | | | | _ | | | | _ | _ | 1 | | 1 - | | |
| New Hampshire | | | | | _ | _ | _ | | _ | _ | _ | | _ | _ | _ |
| New Jersey | | | | | _ | - | _ | | _ | _ | _ | | _ | _ | _ |
| New Mexico | | | | | - | - | - | | - | - | - | | - | - | - |
| New York | | | | | - | - | _ | | - | - | _ | 1 | - | - | _ |
| North Carolina | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| North Dakota | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| Ohio | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| Oklahoma | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| Oregon | | | | | - | - | = | | - | - | - | 1 | - | - | = |
| Pennsylvania | | | | | - | - | = | | - | - | - | 1 | - | - | = |
| Rhode Island | | | | | - | - | - | | - | - | - | 1 | - | - | - |
| South Carolina South Dakota | | | | | - | - | <u> </u> | | - | - | <u> </u> | - | - | <u> </u> | - |
| Tennessee | | | | | - | - | - | | _ | - | - | 1 | _ | - | - |
| Tennessee Texas | | | | | - | - | _ | | _ | - | - | 1 | _ | - | - |
| Utah | | | | | | - | - | | | - | - | 1 | I - | - | - |
| Vermont | | | | | _ | - | - | | | - | _ | 1 | I - | - | - |
| Virginia | | | | | _ | - | _ | | _ | _ | _ | 1 | _ | - | _ |
| Washington | | | | | - | - | _ | | - | _ | _ | 1 | _ | - | _ |
| West Virginia | | | | | - | - | - | | - | - | - | 1 | - | - | _ |
| Wisconsin | | | | | - | - | - | | - | - | _ | 1 | - | - | - |
| Wyoming | | | | | _ | | <u>-</u> | | _ | | _ | | <u> </u> | | |
| Total | - | - | - | - | - | - | - | - | - | - | - | - | - | - | _ |