CPH Testimony

From:	mailinglist@capitol.hawaii.gov
Sent:	Monday, January 30, 2017 8:02 PM
То:	CPH Testimony
Cc:	waihoalow@gmail.com
Subject:	Submitted testimony for SB399 on Jan 31, 2017 09:00AM
Categories:	Late

SB399

Submitted on: 1/30/2017 Testimony for CPH on Jan 31, 2017 09:00AM in Conference Room 229

Submitted By	Organization	Testifier Position	Present at Hearing
Wai Low	Institute of Clinical Acupuncture	Support	Yes

Comments: Please pass this bill, it's been long overdue. Acupuncture can provide so much relief for many disorders and should be entitled a pay raise. Acupuncture students graduate with 3200 hours of education and training along with student loans. They are providing excellent and effective treatments to injured Hawaii residents and lowering dependency on pain medication. Thank you for the opportunity to testify. Respectfully, Dr. Wai Hoa Low, DAOM, L.Ac.

Please note that testimony submitted <u>less than 24 hours prior to the hearing</u>, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

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Institute of Clinical accupuncture - Dr. Wai Hou Lou, DAOM



LATE



Overview of the 2015 Insurance Market In Hawaii



Line of Business	Line of Business Premium Written	State Rank	% of U.S.
Automobile	\$797,403,397	43	0.35%
Homeowners multiple peril	\$368,754,863	42	0.41%
Other	\$274,182,140	40	0.42%
Workers' compensation	\$261,805,218	44	0.42%
Commercial multi peril	\$174,298,333	45	0.44%
Ocean & Inland Marine	\$113,355,781	41	0.49%
Allied lines	\$92,177,898	34	0.74%
Fire	\$68,301,821	36	0.55%
Surety	\$39,707,418	38	0.71%
Federal flood	\$32,890,571	14	1.15%
Medical professional liability	\$27,272,107	46	0.29%
Mortgage guaranty	\$20,724,750	42	0.43%
Accident & Health	\$13,674,837	49	0.24%
Earthquake	\$11,556,671	29	0.51%
Aircraft (all perils)	\$11,052,918	40	0.75%
Products liability	\$9,309,704	45	0.26%
Credit	\$5,694,895	43	0.34%
Boiler and machinery	\$5,425,332	50	0.33%
Fidelity	\$5,116,489	39	0.42%
Financial guaranty	\$4,107,589	14	0.93%
Farm	\$1,837,735	48	0.01%
Burglary and theft	\$619,588	46	0.22%
Crop	\$0	43	0.00%
Total	\$2,339,270,048	43	0.40%



* Figures include Life, Annuities, Deposit Type Funds, and Other Considerations from the NAIC Life, and Fraternal financial statements.
** Figures include Health data from the NAIC Health. Life. and Fraternal financial statements and California Insurance data.

Figures include data from State Funds where applicable.

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Private Passenger Auto Total 2014 Profitability Report

(1) (2)		(3)	Pe (4)	Percent of Direct Premiums Earned (5) (6) (7) (8)	Direct Pr (6)	remiums (7)		(8A)	(8B)	(8C)	Ч (6)	ercent of (10)	Percent of Net Worth (10) (11)	h (12)
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Incurred Exnense Exnense	Fxnense]			·	Haer D		Profit	Tranc	Cn Ins	Un Ins	To Net	On Net	On Net	On Net
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64.1 10.7 5.4	5.4		-	[63	2.1	0.5	1.0	3,4	1.2	3.1	98.5	4.2	1.1	6.2
61.7 9.8 5.3	5.3			17.6	2.9	03	23	2.8	1.5	3.6	107.1	43	1.1	7.0
63.2 11.3		5.4		17.2	2.5	1.1	(0:2)	33	0.6	2.0	98.6	4.2	1.1	5.1
83.1 13.9 5.4	4.7		- •		1.4	0.7	(20.6)	4.0	(62)	(10.4)	92.1	4.2	1.1	(6.5)
	4.0			50	7.1	0.7	(7.4)	4.7	0.4	1.9	83.8	4.2	1.1	4.7
0.00 II.9 5.4	4.5			[5.]	2.2	0.4	(0.5)	4.I	0.9	2.7	91.2	4.2	1.1	5.5
t 61.7 · 9.5 5.3	53			2.9	2.5	0.7	7.4	3.4	3.5	73	1003	4.2	1.1	10.4
68.2 I.CI 2.4	5.4			5.8	1.4	0.4	(63)	4.0	(1.2)	(12)	93.0	4.2	1.1	2.0
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63.5 11.0 5.4	5.4			6.7.9	١ß	0.1	0.0	3.5	1.2	3.2	96.8	4.2	1.1	6.2
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64.5 0.11 0.40	5.4			513	2.4	0.2	(0.7)	3.4	0.6	2.0	98.9	4.2	1.1	5.1
12.7 5.4	4.0		- ,	0.0	3.0	03	(6.4)	3.4	(13)	(1.6)	99.2	4.2	1.1	1.5
04./ 10.4 5.3	5.5			83	23	0.4	(1.5)	3.7	0.4	1.8	93.2	43	1.1	4.8
00.4 11.0 5.4	5.4			15.2	2.2	0.5	(0:0)	3.5 2	0.7	2.2	98.0	4.2	1.1	5.2
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2014 Profitability Report Private Passenger Auto Total

(12)	Return On Not	Worth	2.6	7.5	63	8.U 4.2	4-7 6 4	13.1	8	10.01	86	2.3	90	(6.0)	6.6		44	54		7.3	5	V [1				7.7	8.D 6	202	43
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Percent of Net Worth (10) (11)	Inv Gain] On Net	Worth	4.2	4.2	4.4	4.4	42	43	43	43	4.2	4.2	4.2	4.2	4.3	42	4.2	43	4.2	4.2	4.2	43	4.2	C 7	i r t r	t∡ j∠	4 4	5 4	4.2
(6) B	Earned Prem To Net	Worth	92.3	913	70.7		102.4	103.9	100.9	103.6	96.2	853	86.9	<i>L</i> .66	100.1	103.1	106.6	953	96.0	6.00	89.68	100.9	90.5	1 101	040	0.50	0.02	108.2	87.2
(8C)	Profit On Ins	Trans	(0.0)	4.8	4.6 7 2	1.5	3.2	9.6	4.9	9.9	5.7	(0.1)	6.0	(3.5)	(12.4)	5.0	1.2	2.4	(2.1)	4.2	2.2	8.2	1.4	9.6	2.7	5		24.0	13
(8B)	Tax On Ins	Trans	(0.8)	2.1	0, f - (0.1	I.J	4.8	2.2	3.2	2.6	(12)	(0.1)	(2.3)	(1.1)	2.3	0.2	0.8	(1.6)	1.8	0.6	4.0	0.2	5) (r	15	6.0	12.6	0.1
(8A)	Invest Gain On Ins	Trans	4.0	8.2	0.00	4.8	3.1	2.9	3.2	3.0	3.6	4.6	4.4	33	33	3.1	2.8	3.6	35	33	4.2	3.1	4.1	3.2	- er	57		23	45
s Earned (8)	Under- Writing	Profit	(5.4)	3.2	(0.4) 3.6	(3.2)	1.4	11.4	4.0	6.8	4.7	(6.8)	(3.6)	(0.1)	(22.8)	4.2	(1.4)	(0.4)	(17)	2.7	(13)	9.1	(2.4)	2.0	6.9	(6.9)	(4.6)	34.4	(3.0)
Percent of Direct Premiums Earned (5) (6) (7) (8)	Taxes License Divs To		0.4 0.0	× -	1 SO	0.3	0.4	0.2	0.2	0.4	03	03	15	0.5	0.2	0.8	0.5	03	0.4	1.0	0.5	0.2	0.1	03	0.9	0.1	1.1	0.2	0.5
[Direct] (6)	Taxes License		n n	7.7	32	2.4	2.0	1.9	1.6	23	1.2	2.2	23	3.2	2.7	2.2	1.8	2.4	2.4	2.4	2.2	42	13	1.5	2.4	0.8	5.0	4.2	2.2
ercent of (5)	General Selling	EXI	2.01	C.01 7.21	16.1	15.5	17.3	18.9	18.6	18.0	16.7	17.9	15.2	16.8	18.8	16.8	17.2	18.1	17.1	153	16.6	17.5	17.8	17.2	31.6	25.6	17.5	32.8	16.9
(4)	General	Expense Expense]	4 0 4	. 4 7	5.4	5.4	53	53	Ω.	S. S.	5.4	5.4	5.4	5.4	53	53	53	4.0	53	Ω.	5.4	5.4	53	53	53	53	5.4	53	5.4
(3)	Loss Adjust	Expense	4.CI	14.0	10.5	13.7	9.8	8	10.1	9.8	10.7	11.8	11.0	11.7	13.2	10.4	11.0	10.3	11.2	10.5	11.8	93	11.0	10.4	10.9	9.9	11.9	3.7	12.0
(3)	Losses	Incurred	7.00	63.7	9.09	66.0	63.7	0.42	503	515	01.10	69.2	68.3	71.7	82.5	603	65.6	04.0	20.8	62.7	64.9 2.10	Х Л	66.8	63.3	42.0	65.1	63.7	19.5	66.1
(1)	S	(000s) (000s) (000s)	017'000'1 770 A83	6.925.330	1,153,938	11,390,239	4,833,734	479,246	01/,040,0	7,27,8,237	08/'707'7	7,498,810	148,819	2,963,032	449,521	3319,008	15,970,837	1,459,/05	7.80 67.5	400,000,4	101,221,4	1,104,950	2,625,285	348,091	48,782	360,996	16,698	1,552	186,496,867
		State Nevada	New Hampshire	New Jersey*	New Mexico	New York	North Carolina		Oldohama	Oklanoma		Pennsylvania		South Carolina		I ennessee			Vermont	V ITGINIA Westerster	W asningion	west virginia	Wisconsin	Wyoming	Guam	Puerto Rico	U.S. Virgin Islands	N Mariana Islands	Countrywide - Direct

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& State Farm[•]

2015 ANNUAL REPORT TO STATE FARM® MUTUAL POLICYHOLDERS



For nearly 94 years, State Farm has been there when customers need us most.

During 2015, we maintained our financial strength, which enables us to keep this promise. We ended the year profitable, primarily due to an investment gain that offset an underwriting loss.

The A.M. Best Co., which provides an independent opinion of an insurance company's ability to meet obligations to policyholders, continues to give its highest rating (A++) to State Farm Mutual.

Thank you for putting your trust in State Farm. We are proud to serve you.

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Michael L. Tipsord Vice Chairman, President and Chief Executive Officer

Notice of Annual Meeting

The annual meeting of State Farm Mutual Automobile Insurance Company is held each year at 10 a.m. on the second Monday of June at the Company's Corporate Headquarters, One State Farm Plaza, Bloomington, illinois. All members may participate in the annual meeting, and the first named insured has a right to vote by proxy or in person. You may receive a proxy by writing to Customer Service, One State Farm Plaza, Bloomington, Illinois 61710. Please include your State Farm Mutual Automobile Insurance Company policy number in your request. Proxies must be on file with the Corporate Secretary 20 days before the annual meeting.

State Farm Mutual Automobile Insurance Company Bloomington, ${\rm IL}$

Please see statefarm.com[®] for additional information about the Company.

153-9000.44

STATE FARM MUTUAL AUTOMOBILE INSURANCE COMPANY

Statement of Condition (In Millions of Dollars)

Assets Cash and Short Term Investments Bonds Unaffiliated Common & Preferred Stocks Equity in Insurance Subsidiaries Other Assets Liabilities	2015 1,345 41,766 43,120 34,842 <u>17,422</u> \$138,495	2014 \$ 1,397 43,834 47,863 31,529 <u>14,175</u> \$138,798
Claims and Claim Expenses Unearned Premiums Other Liabilities	\$28,566 11,518 15,780	\$ 28,534 11,101 19,286
Surplus Funds for Protection of State Farm Mutual Policyholders Investment Fluctuation Reserve	\$ 22,884 20,618	\$ 19,568 24,933
Funds Assigned for Protection of Customers of Subsidiaries Funds Assigned for Catastrophe Reinsurance Assumed from Affiliates	36,632 <u>2,497</u>	33,246 <u>2,130</u>
Total Liabilities and Surplus	\$138,495	\$138,798

Summary of Operating Data (In Millions of Dollars)

	2015	2014
Premium Earned	\$ 37,094	\$ 36,297
Less: Dollars for Claims	25,379	23,771
Expenses for Paying Claims	6,272	6,283
Service and Administrative Fees	9.649	9,201
Underwriting Gain or (Loss)	(4,206)	(2,958)
Plus: Investment Gain ¹ and Other Income	5.340	3,512
Income before Dividends and Taxes	1,134	554
Less: Dividends to Policyholders	0	0
Income Taxes Incurred (Recoverable)	(1.003)	(492)
Net Income	\$ 2.137	\$ 1.046

Investment Gain is reported net of capital gains tax.

The financial statements of the Company are audited by an independent public accounting firm.

Board of Directors

Dan E. Arvizu – Director Emeritus, National Renewable Energy Laboratory Christopher C. DeMuth – Distinguished Fellow, Hudson Institute

- W. Steven Jones Professor of Organizational Behavior and Strategy,
- University of North Carolina W. H. Knight, Jr. – Professor of Law and Distinguished Academic in Residence,
- Seattle University School of Law Allan R. Landon – Former Chairman of the Board and Chief Executive Officer of Bank of Hawaii Corporation
- Gary L. Perlin Former Chief Financial Officer of Capital One Financial Corporation
- Susan M. Phillips Professor Emeritus of Finance, Georga Washington University in Washington, D.C.
- Edward B. Rust Jr. Chairman of the Board, State Farm Mutual
- Paul T. Stecko Non-Executive Chairman, Packaging Corporation of America Pamela B. Strobel – Former Executive Vice President and Chief Administrative Officer, Exelon Corporation
- Michael L. Tipsord Vice Chairman, President and Chief Executive Officer, State Farm Mutual

Join D. Zeglis – Former Chairman of the Board and Chief Executive Officer, AT&T Wireless

153-9000.44

PROPERTY AND CASUALTY INSURANCE CONCEPTS SIMPLIFIED A NEW BOOK, BY CHRIS BOGGS





View this article online: http://www.insurancejournal.com/news/national/2014/08/04/336610.htm

Berkshire Profit Soars; Geico, Gen Re Profits Up

Net income for Berkshire-Hathaway soared nearly 41 percent to \$6.4 billion in second-quarter 2014, with nearly \$2.0 billion of investment gains lifting the total, while underwriting profits for Berkshire-Hathaway's property/casualty operations dipped 1.6 percent (before taxes).

Pretax underwriting profits overall—for both life and P/C units together—dropped 22.9 percent to \$637 million in the quarter, with the bulk of the decline attributable from Berkshire Hathaway Reinsurance Group.

Investment income, coming in at nearly \$1.5 billion, brought operating income for insurance and reinsurance operations up to \$2.1 billion for the quarter before taxes, or \$1.5 billion, after taxes—roughly 7.9 percent lower than last year's second-quarter.

Noting that investment decisions are the responsibility of Chairman and CEO Warren Buffett, while individual unit managers are responsible for underwriting decisions, Berkshire reports underwriting results by division but investment income overall, with no allocation to individual units.

Operating income for all of Berkshire-Hathaway, including earnings from non-insurance operations in retail, railroads and other businesses, rose 10.5 percent to \$4.3 billion.

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EICO	393	336	17.0%	5,081	4,597	10.5%	92.3	92.7	(0.4
ieneral Re	61	(34)	279.4%	- 799 8	735	·*** 8.7%	92.4	104.6	(12.3
erkshire Hathaway Remsurance Group	90	315	-71,4%	384	1,206 7	-32.3%	89.8	75.9	13.9
lerkshire Hathaway Primary Group	137	75	82.7%	1,501	1,543	1.2.7%	90,9	95.1	(4,3
otal Property/Casualty Insurance	530	411	29.0%	6,582	6,140	7,2%	91,9	93.3	{1,-
otal Property/Casualty Reinsurance	151	281	-46.3%	1,683	1.2,041	-17.5%	91.0	86.2	4.8
otal Property/Casualty	681	592	1.6%	8.265	48,181	1.0%	91.8	91.5	0.2
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fotal Property/Casualty Ex BHRG	591	377	1 1 1 1 1 1	7,3810	6. S. L.	7.4%	92.0	9415	1. 14 A. 1
otal Property/Casualty Ex BHRG			1 1 1 1 1 1	7,3810	6,875	Stand of State	the service Ale	9415 222	(2,5
otal Property/Casualty Ex BHRG	591	377 11-11-1	56.8%	73810. Diane 1	6,675	7.4%	92.0		(2.5 (2.5 (0.8
otal Property/Casualty Ex BHRG	591 11	377 11.11711 502	56.8%	7 <u>381</u> 077621 9,965	6,675 11,177 3,996	7.4% 10.8%	92.0 92.5	94:5 93-3	(2,5
otal Property/Casualty Ex BHRG	591 746 157	377 11 11 11 502 62	56.8% 23.9% 153.2%	7,381 9,965 1,587	6,575 (511 - 270) 9,996 1,493	7.4% 10.8% 6.3% 2519%	92.0 92.5 90.1	94:5 93.3 95.8	(2.5 (0.8 (5.7
otal Property/Casualty Ex BHRG	591 746 157 328	377 711 11 11 502 62 976	56.8% 23.9% 153.2% -66.4%	7 381 9,965 1,587 2,313	6,575 3,996 1,493 3,120	7.4% 10.8% 6.3% 2519%	92.0 92.5 90.1 85.8	9415 93.3 95.8 68.7	(2.5 (0.8 (5.7 17.1
otal Property/Casualty Ex BHRG FICO IERCRA RE- erkshire Hathaway Reinsurance Group erkshire Hathaway Primary Group. otal Property/Casualty Insurance.	591 746 157 328 236	377 31 1071 502 62 975 129	56.8% 23.9% 153.2% -66.4% 82.9%	7,331 9,965 1,587 2,313 2,002	6,875 3,996 1,493 3,120 1,529 10,525	7.4% 10.8% 6.3% 2519%	92.0 92.5 90.1 85.8 88.2	94.5 93.3 95.8 68.7 91.6	{2.5 {0.3 {5.7 17.1 {3.4 {1.3
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Breaking down the insurance underwriting results, Berkshire Hathaway Reinsurance Group posted the only underwriting loss of the Berkshire insurance and reinsurance units in the quarter—a \$9 million loss in the quarter, consisting of a \$99 million loss for life and annuity business and \$90 million of profit for P/C business.

While the \$90 million of profit for Berkshire Hathaway Reinsurance Group was lower than last year's \$315 million underwriting gain in the second-quarter, Berkshire's other P/C reinsurance operation—General Re—saw underwriting profits climb in the quarter.

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GEICO THE TOP AND A STATE OF A	393	336	17.0%		4.597		10.41
General Re	61	(34)	279.4%	799	735 8.7%	3	12.3)
Berkshire Hathaway Reinsurance Group	90	315	-71.4%	884	- 1,306 in (+-32,3%	89.8 75.9	13,9
Berkshire Hathaway Primary Groups	137	75	82.7%	1,501	1,543	90.9 95.1	(4.3)
Total Property/Casualty Insurance	530	411	29.0%	6,582	6,140 . 7:2%	91.9 93.3	(1.4)
Total Property/Cesualty Reinsurance (151	281	-46.3%	1,683	2,041 17.5%	91.0 86.2	4.8
Iotal Property/Casualty	681	692	-1.6%	8,265	8,181,51,1.0%	91,8 91.5	0.2
Total Property/Casualty Ex.BHRG	591	377	56.6%	7,381	6,875 7.49	92.0 94.5	{2.5}
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FICO	745	602		9,965	8.996		(0,3)
Seneral Re	157	62	10.	1.587	1.493		(S,7)
erkshire Hathavyay Reinsurance Group!	328	976	-56.4%	2 313	s 3.120 ⁴ ° t-25.9%	.	17.1
erksbire Hathaway Primary Group	235	129	82.9%	2 002	1:529 30.9%		(3.4)
Total Property/Casualty Insurance	982	731	34.3%	1,967	10,525 13.7%		(1.3)
otal Property/Casualty Reinsurance	485	1,038	•53.3%	3,900	4,613 15.5%		1.01
Intal Property/Casualty	1,467	1,769	-17.1%	15,867	15,138	90.8 88.3	2.4
otal Property/Casuality Ex BHRG	1,139	793	43.6%	13,554	12,018 12.8%	91.6 93.4	(1.8)
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Gen Re also reported an 8.7 percent jump in earned premiums.

Eclipsing that, Berkshire's GEICO reported double-digit jumps in earned premiums and underwriting profits for the quarter.

The other primary insurance units—making up Berkshire Hathaway Primary Group—reported a 2.7 percent drop in premiums to \$1.5 billion.

Across all the P/C businesses—insurance and reinsurance—earned premiums reached \$8.3 billion for the second-quarter, just 1.0 percent higher than last year's second-quarter.

For the first half, P/C earned premiums rose 4.8 percent to \$15.9 billion, while underwriting profits fell 17.1 percent.

For both the quarter and the six month periods, Berkshire's 10-Q filing notes that large gains for Berkshire Hathaway Reinsurance Group in 2013, which weren't repeated in 2014, explain overall declines in underwriting results for both periods.

Overall, the P/C combined ratio is still more than nine points better than breakeven, coming in at roughly 90.8 for the first six months of 2014.