

508 Compliant Tables for Portfolio Analysis-Market Penetration and Potential June 2013

Chart 1-page 3      Liability: Actual and Normalized to Average of 2002-2006 Major Commodity Prices

Liability	1999	2000	2001	2002
Actual Liability	\$30,939,449,791	\$34,443,753,124	\$36,728,587,401	\$37,299,303,042
Normalized Liability	\$30,979,875,929	\$35,045,998,497	\$37,639,187,864	\$39,447,638,473

2003	2004	2005	2006	2007
\$40,620,507,477	\$46,602,279,778	\$44,258,915,365	\$49,919,480,133	\$67,339,911,091
\$41,000,263,256	\$43,054,764,768	\$45,174,130,265	\$48,730,779,586	\$50,324,561,917

2008	2009	2010	2011	2012
\$89,896,533,956	\$79,573,598,694	\$78,102,478,870	\$114,221,026,260	\$116,647,752,739
\$52,130,534,777	\$53,992,724,899	\$55,183,637,533	\$58,405,614,618	\$62,448,063,644

Chart 2 Page 3      Livestock Program Book of Business as of January 11, 2013  
All Livestock Experience Data from Federal Crop Insurance  
Pulled January 11 2013

Year	Liability	Premium	Indemnity
2005	155,412,863	5,067,399	1,838,726
2006	189,529,859	4,927,801	2,887,094
2007	109,511,064	3,205,044	2,332,570
2008	244,497,751	7,619,444	9,757,765
2009	107,860,581	4,157,358	8,434,371
2010	185,784,534	6,229,575	2,108,614
2011	1,066,786,768	34,128,241	4,123,000
2012	1,150,667,026	29,851,570	36,737,320
2013	709,126,718	18,082,321	12,444,308

Crop	2012 Market Penetration	2000 Market Penetration
Barley	80%	68%
Corn	84%	71%
Cotton	94%	95%
Cotton Ex Long Staple	93%	88%
Grain Sorghum	74%	69%
Peanuts	80%	90%
Potatoes	100%	69%
Rice	77%	75%
Soybeans	84%	74%
Tobacco	87%	71%
Wheat	83%	73%
<b>Grand Total</b>	<b>84%</b>	<b>74%</b>

Page 7 2012 and 2000 Percent Buy-Up Insurance:

<b>Crop</b>	<b>2012 Percent Buy-Up</b>	<b>2000 Percent Buy-Up</b>
Barley	71%	52%
Corn	80%	58%
Cotton	84%	68%
Cotton Ex Long Staple	42%	13%
Grain Sorghum	70%	55%
Peanuts	68%	69%
Potatoes	47%	33%
Rice	47%	26%
Soybeans	80%	56%
Tobacco	85%	61%
Wheat	78%	61%
<b>Grand Total</b>	<b>79%</b>	<b>58%</b>

Page 9 Graph 1. Other Field Crops with High Market Penetration

Crop	Market Penetration
CANOLA	98%
DRY PEAS	98%
FLAX	98%
SUNFLOWERS	98%
SUGAR BEETS	91%
MILLET	81%
DRY BEANS	80%
SUGARCANE	75%
SAFFLOWER	69%
MUSTARD	69%
COFFEE	61%
MINT	29%
OATS	16%
ALFALFA SEED	15%
FORAGE SEEDING	9%
SILAGE SORGHUM	8%
SWEET POTATOES	6%
GRASS SEED	4%
RYE	2%

Page 10 Other Field Crops Buy-Up Percentages

Crop	Percent Buy-Up
CANOLA	99%
CULTIVATED WILD RICE	99%
SUNFLOWERS	98%
MUSTARD	97%
FLAX	95%
SESAME	95%
SUGAR BEETS	95%
MILLET	94%
BUCKWHEAT	93%
COFFEE	93%
DRY PEAS	93%
DRY BEANS	93%
POPCORN	92%
FORAGE SEEDING	91%
HYBRID CORN SEED	85%
SILAGE SORGHUM	83%
OATS	80%
RYE	79%
ALFALFA SEED	64%
SAFFLOWER	54%
MINT	50%
HYBRID SORGHUM SEED	47%
SUGARCANE	19%
GRASS SEED	16%
SWEET POTATOES	0%

Fruit	Market Penetration
PAPAYA	4%
BANANA	33%
WALNUTS	53%
FRESH APRICOTS	53%
PEARS	56%
AVOCADOS	64%
FIGS	65%
FRESH NECTARINES	66%
PEACHES	68%
GRAPES	68%
TANGELOS/MANDARINS	70%
APPLES	72%
PLUMS	74%
CHERRIES	74%
LEMONS	77%
BLUEBERRIES	80%
MACADAMIA NUTS	80%
CRANBERRIES	83%
ALMONDS	84%
GRAPEFRUIT	85%
ORANGES	90%
PRUNES	94%

Vegetable	Market Penetration
FRESH MARKET BEANS	3%
PEPPERS	14%
CHILE PEPPERS	15%
FRESH MARKET SWEET CORN	21%
CABBAGE	25%
FRESH MARKET TOMATOES	51%
PROCESSING BEANS	54%
ONIONS	60%
SWEET CORN	60%
GREEN PEAS	75%
TOMATOES	96%

Fruit	Percent Buy-Up
ALL OTHER GRAPEFRUIT	100%
CHERRIES	100%
CITRUS TREES III	100%
LATE ORANGES	91%
CITRUS TREES II	91%
CITRUS TREES I	91%
CITRUS VII	90%
CITRUS TREES IV	89%
SWEET ORANGES	89%
MACADAMIA TREES	88%
MACADAMIA NUTS	87%
PROCESSING FREESTONE	87%
PRUNES	86%
NAVEL ORANGES	83%
CITRUS V	83%
PROCESSING APRICOTS	82%
CITRUS VIII	81%
VALENCIA ORANGES	80%
PROCESSING CLING PEACHES	77%
PECANS	75%
PEACHES	75%
CITRUS IV	73%
CITRUS TREES V	70%
MANDARINS	70%

Fruit	Percent Buy-Up
MINNEOLA TANGELOS	69%
FRESH APRICOTS	63%
EARLY & MIDSEASON ORANGES	61%
RUBY RED GRAPEFRUIT	61%
CRANBERRIES	60%
PEARS	59%
CITRUS III	58%
GRAPEFRUIT	56%
ALMONDS	54%
PLUMS	54%
APPLES	49%
CITRUS II	49%
CITRUS I	48%
GRAPES	46%
FIGS	46%
RIO RED & STAR RUBY	40%
LEMONS	39%
FRESH NECTARINES	33%
BLUEBERRIES	32%
WALNUTS	25%
TABLE GRAPES	23%
AVOCADOS	22%
FRESH FREESTONE PEACHES	22%
PAPAYA	6%
BANANA	2%
ORLANDO TANGELOS	0%

Vegetable Crop	Percent Buy-Up
PUMPKINS	100%
TOMATOES	88%
GREEN PEAS	86%
PROCESSING BEANS	86%
SWEET CORN	85%
FRESH MARKET SWEET CORN	66%
FRESH MARKET BEANS	56%
ONIONS	54%
CABBAGE	51%
FRESH MARKET TOMATOES	51%
PEPPERS	49%
CHILE PEPPERS	3%