

LOSS COSTS – IMPLEMENTATION

JULY 10, 2019

COMMERCIAL AUTOMOBILE

LI-CA-2019-178

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## TENNESSEE REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED; NEW FILING FORMAT

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### KEY MESSAGE

Loss costs representing a +8.4% statewide change to be implemented.

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### BACKGROUND

In circular [LI-CA-2019-112](#), we provided you with information about the Commercial Auto loss cost level experience review.

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### ISO ACTION

We filed CA-2019-BRLA1, which presents a review of Commercial Auto loss cost experience.

Refer to the attached explanatory material for complete details about the filing.

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### IMPORTANT NOTE

#### Change in Format

The filing has been restructured. All explanatory text, for all sections of the filing, appears first; all exhibits are grouped together and appear thereafter; followed by the manual pages. We invite customers to share feedback on this revised format and suggestions for further enhancements by contacting the individuals listed in the Contact Information block.

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### SUPPLEMENTARY INFORMATION

We are including supplementary information for Tennessee, which provides additional information on the attached loss cost level experience review.

NOTE: This supplementary information is **not** part of the experience review document and, in states where we are making a filing, is **not** part of the filing.

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### EFFECTIVE DATE

The ISO revision is subject to the following rule of application:

These changes are applicable to all policies written on or after February 1, 2020.

This effective date applies only to those insurers who have filed their Commercial Auto loss cost adjustments to be automatically applicable to future ISO loss cost revisions.

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## IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of February 1, 2020, the multiplier must be based on the relationship between your gross rates and the ISO advisory prospective loss costs contained in this circular.

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## COMPANY ACTION

You must independently determine the final rates you will use. The action, if any, you must take in response to this filing is dependent upon how you filed to have your loss cost adjustments apply to subsequent revisions of ISO loss costs. Any submission you make with respect to this revision must comply with applicable regulatory filing requirements.

For guidance on submission requirements, consult the ISO State Filing Handbook.

WE WILL SUBMIT OUR REFERENCE FILING TO THE INSURANCE DEPARTMENT ON JANUARY 3, 2020. ANY SUBMISSION YOU MAY MAKE WITH THE INSURANCE DEPARTMENT WITH RESPECT TO THIS FILING SHOULD NOT BE SUBMITTED PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Reference Filing Number CA-2019-BRLA1, NOT this circular number.

CAUTION: This reference filing revises only certain advisory prospective loss costs for Commercial Auto in this state. In determining whether or not to revise your rates, you should consider the application of your loss cost adjustments to any loss costs not included in this revision.

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## RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

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## POLICYHOLDER NOTIFICATION

If you decide to implement this revision, you should check all applicable laws for the state(s) to which this revision applies, to determine whether or not a specific policyholder notice requirement may apply. Please note that circular [LI-CL-2018-044](#) contains the ISO Guide To Renewals With Changed Conditions For Commercial Lines, which is available only as a guide to assist participating companies in complying with various conditional renewal statutes or regulations, for the major commercial lines of insurance serviced by ISO. The information in the Guide does not necessarily reflect all requirements or exceptions that may apply, and it is not intended as a substitute for your review of all applicable statutes and regulations concerning policyholder notification.

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## FUTURE ISO ACTION

We will provide a status report for this and other Basic Limits Loss Costs (BRLA1) revisions. Please refer to the Insurance Lines Services web site ([www.verisk.com/ils](http://www.verisk.com/ils)). In addition to other information, this web site contains copies of major multistate filing status reports that are updated approximately every two weeks.

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## REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 2-20 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

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## REFERENCE(S)

- [LI-CA-2019-112](#) (06/05/2019) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2018-044](#) (11/27/2018) Revised Lead Time Requirements Listing

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## ATTACHMENT(S)

- Filing CA-2019-BRLA1
- Supplementary Information

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## FILES AVAILABLE FOR DOWNLOAD

To download all files associated with this circular, including attachments in the full circular PDF and/or any additional files not included in the PDF, search for the circular number on [ISOnet Circulars](#). Then click the Word/Excel link under the Full Circular column on the Search Results screen.

Please note that in some instances, not all files listed in the Attachment(s) block (if applicable) are included in the PDF.

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## DATA QUALITY

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification procedures so that only valid data would be used for ratemaking. Subsequent to this initial data submission review, additional analyses on the statistical plan data involving an even more customized data review for this line was performed by staff. During these processes, various data records were excluded from the review. The ISO staff responsible for this circular also reviewed the data for reasonableness.

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## ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS

The American Academy of Actuaries' "Qualifications Standards for Actuaries Issuing Statements of Actuarial Opinion in the United States" requires that an actuary issuing a Statement of Actuarial Opinion should include an acknowledgment with the opinion that he/she has met the qualification standards of the AAA. ISO considers this loss cost review a Statement of Actuarial Opinion; therefore, we are including the following acknowledgment:

I, David Terné, am a Managing Director of Strategic Actuarial Operations for ISO and I, James Davidson, am an Actuarial Director for Commercial Auto for ISO. We are jointly responsible for the content of this Statement of Actuarial Opinion. We are both members of the American Academy of Actuaries and we meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

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## CONTACT INFORMATION

If you have any questions concerning:

- The actuarial content of this circular, please contact:

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- Other issues for this circular, please contact Customer Support:

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Callers outside the United States, Canada, and the Caribbean may contact us using our global toll-free number (International Access Code + 800 48977489). For information on all ISO products, visit us at [www.verisk.com/iso](http://www.verisk.com/iso). To keep abreast of the latest Insurance Lines Services updates, view [www.verisk.com/ils](http://www.verisk.com/ils).

TENNESSEE

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2019-BRLA1

EXECUTIVE SUMMARY

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PURPOSE

This document:

- revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 8.4% statewide change from the loss costs currently in effect.
  - provides the analyses used to derive these advisory loss costs.
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DEFINITION OF  
THE ISO ADVISORY  
PROSPECTIVE  
LOSS COSTS

Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”

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OPTIONAL CLASS  
PLAN LOSS COSTS

The loss costs contained in this filing CA-2019-BRLA1 are intended for use with the class plan in our standard manual. The prospective loss costs in this filing have also been used as the basis to develop the loss costs for the Optional Class Plan, which are located in companion filing CA-2019-BRLB1.

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CHANGE IN  
FORMAT

In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through C-25, the exhibits are labeled EXHIBIT A1 through EXHIBIT C17, and the revised prospective loss cost pages are numbered D-1 through D-37.

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AUTO DEALERS  
LIABILITY  
COVERAGE

The Auto Dealers Liability coverage is not being reviewed this year.

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REVISED LOSS  
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors &amp; Trailers</u>	<u>Indicated</u>	<u>Filed</u>
Liability		
Single Limit Liability	12.0%	12.0%
Physical Damage		
Other than Collision	2.5%	N.C.
Collision	1.7%	N.C.
Total Trucks, Tractors & Trailers	9.6%	9.1%
<u>Private Passenger Types</u>		
Liability		
Single Limit Liability	5.9%	5.9%
Physical Damage		
Other than Collision	4.8%	4.8%
Collision	-0.1%	N.C.
Total Private Passenger Types	4.4%	4.4%
<u>Grand Total</u>	8.8%	8.4%

Loss cost level changes are relative to the current loss costs.

INDICATED VS.  
FILED

Indicated changes are based on standard ISO methodology, utilizing a 2/1/2020 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: No Change (N.C.) was selected for Trucks, Tractors & Trailers Other Than Collision, Trucks, Tractors & Trailers Collision and Private Passenger Types Collision due to the modest indications.

PRIOR ISO  
REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2018-BRLA1	CA-2017-BRLA1	CA-2016-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	2/1/2019	2/1/2018	2/1/2017
<u>Changes</u>			
Indicated	1.3%	13.4%	2.7%
Filed	1.3%	13.4%	1.2%
Approved	1.3%	13.4%	1.2%

HISTORICAL  
SOURCE DATA

The sources of the data underlying this loss cost review are:

- ISO companies reporting voluntary automobile experience under the Commercial Automobile modules of ISO's statistical plans.
- Accident year data through year ended 06/30/2018 for all coverages.

ADJUSTMENTS TO  
REPORTED  
EXPERIENCE

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Loss Trend

To adjust the loss data to levels expected to prevail during the period when the revised loss costs will be in effect, historical losses have been multiplied by trend factors. These trend factors are based on the changes in claim cost and claim frequency that are expected to arise between the historical experience period and the prospective period during which the revised loss costs are anticipated to be in effect. Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form  $Y=A(B^X)$  does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

Claim cost trend data through second quarter 2018 and claim frequency trend data through first quarter 2018 were used in selecting the following annual liability trend factors:

<u>Coverage</u>	<u>Annual Trend Factor</u>
Trucks, Tractors, and Trailers Liability:	
Bodily Injury	+4.0%
Property Damage	+4.1%
Private Passenger Types Liability:	
Bodily Injury	+4.0%
Property Damage	+4.1%
Trucks, Tractors & Trailers OTC	+7.0%
Trucks, Tractors & Trailers Collision	+4.5%
Private Passenger Types OTC	+7.0%
Private Passenger Types Collision	+4.5%

OCN Trend

To recognize the trend in the Original Cost New (OCN) relativities for Trucks, Tractors & Trailers and Private Passenger Type's physical damage, aggregate loss costs at current level have been multiplied by trend factors. The selected annual OCN trend factors for Trucks, Tractors & Trailers are +1.0% and +1.5% for OTC and Collision respectively. For Private Passenger Types, the OCN Trend factors are +1.0% and +0.6% for OTC and Collision respectively.

Standard actuarial procedures have been used in calculating the loss costs including adjusting the losses to ultimate settlement level, reflecting all loss adjustment expenses.

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TEN LARGEST COMPANIES/ GROUPS IN THIS REVIEW

LIABILITY (ASLOB 19.3 & 19.4)

1. Travelers Indemnity Company
2. Cherokee Insurance Company
3. Zurich American Insurance Company
4. Cincinnati Insurance Company
5. Westfield Insurance Company
6. American International Group
7. Liberty Mutual Insurance Company
8. Tokio Marine Companies
9. Hartford Accident & Indemnity Co.
10. Selective Insurance Co. of America

PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Cincinnati Insurance Company
3. Cherokee Insurance Company
4. Liberty Mutual Insurance Company
5. Zurich American Insurance Company
6. Westfield Insurance Company
7. Sentry Insurance A Mutual Company
8. Motors Insurance Corporation
9. Hartford Accident & Indemnity Co.
10. National Trust Insurance Company

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2017 for the Annual Statement Line of Business (ASLOB) indicated.

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MARKET SHARE

The market share of ISO participating insurers used in this review as measured by Annual Statement Page 15 written premium for the year ending 12/31/2017 is:

Liability (ASLOB 19.3 & 19.4)  
47.6%

Physical Damage (ASLOB 21.2)  
32.2%

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COMPANY DECISION

We encourage each insurer to decide independently whether the judgments made and the procedures or data used by ISO in developing the loss costs contained herein are appropriate for its use. We have included within this document the information upon which ISO relied in order to make such independent judgments.

The data underlying the enclosed material comes from companies reporting to Insurance Services Office, Inc. Therefore, the ISO experience permits the establishment of a much broader statistical ratemaking base than could be employed by using any individual company's data. A broader data base enhances the validity of ratemaking analysis derived therefrom. At the same time, however, an individual company may benefit from a comparison of its own experience to the aggregate ISO experience, and may reach valid conclusions with respect to the manner in which its own costs can be expected to differ from ISO's projections based on the aggregate data.

Some calculations included in this document involve areas of ISO staff judgment. Each company should carefully review and evaluate its own experience in order to determine whether the ISO selected loss costs are appropriate for its use.

The material has been developed exclusively by the staff of Insurance Services Office, Inc.

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TENNESSEE  
COMMERCIAL AUTOMOBILE  
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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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**INTRODUCTION** Commercial Automobile advisory prospective loss costs are determined by evaluating the adequacy of the current ISO loss costs to pay for our best estimate of losses and all loss adjustment expenses that will be incurred in the prospective (or future) period. This evaluation is done separately by coverage for the major classes.

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**STEP 1:  
DETERMINATION  
OF STATEWIDE  
LOSS COST  
INDICATION** The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change."

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**STEP 2:  
DISTRIBUTION TO  
TERRITORIES** For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average.

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**STEP 3:  
APPLICATION OF  
PERCENT CHANGES** The last step is the calculation of the ISO advisory prospective loss costs. This is achieved by applying either the filed statewide or territorial changes to the current ISO loss costs. For liability, the percentage change is applied at the basic limit; for physical damage, it is applied at the base OCN, age and deductible. The resulting Loss Costs are displayed in Section D.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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**OBJECTIVE** The objective of this procedure is to determine the indicated statewide advisory loss cost level change. This procedure answers the question: what percentage changes must be made on average to the current ISO loss costs in order for them to be adequate to cover indemnity losses and all loss adjustment expenses incurred in the prospective period in which the revised loss costs are assumed to be in effect?

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**DESCRIPTION** This procedure compares the developed and trended incurred losses and loss adjustment expenses with the aggregate loss costs at current ISO loss cost level, which is the aggregate amount that would have been collected if the current ISO loss costs were used during the experience period. This experience ratio (losses and all loss adjustment expenses divided by aggregate loss costs) is calculated for several years and a weighted average is calculated. The weights are determined as a function of the credibility or volume of claim experience. The average experience ratio is then credibility weighted with the expected experience ratio in order to minimize the impact of random variation in the observed losses. This credibility weighted experience ratio is the indicated statewide advisory loss cost level change in decimal form.

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**EXPERIENCE BASE** The experience used in this review is the latest available as reported under the ISO Commercial Statistical Plan. All coverages are on an accident year basis. For liability, the review is conducted on a \$100,000 basic limits basis - indemnity losses are limited to \$100,000 per occurrence.

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**AGGREGATE LOSS COSTS (Item 1)** The aggregate loss costs at current ISO loss cost level are the loss-related revenue that would have been collected if the current ISO loss costs were used during the experience period. It is calculated by extending the exposures by the current ISO loss costs. For liability, the \$100,000 basic limit loss costs are used. For Trucks, Tractors, and Trailers and Private Passenger Types Physical Damage, loss costs are on an all deductibles combined basis.

Trucks, Tractors & Trailers and Private Passenger Types physical damage aggregate loss costs are placed on the prospective OCN relativity level by the application of OCN trend factors.

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INCURRED  
LOSSES & LAE  
(Item 2)

The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses using the claim frequency and severity levels ISO expects to occur during the prospective period for which the revised loss costs will be used.

For the liability coverages, the reported incurred losses and allocated loss adjustment expenses are subject to the following adjustments:

- Incurred indemnity losses are capped at the basic limit;
- Developed to an ultimate settlement basis by the application of loss development factors;
- Loaded for unallocated loss adjustment expenses;
- Placed on the prospective cost/frequency levels by the application of trend factors.

For the physical damage coverages, the reported paid (accident year) losses are subject to the following adjustments:

- Paid Other Than Collision losses are adjusted using an Excess Wind and Water procedure;
- Developed to an ultimate settlement basis by the application of loss development factors;
- Loaded for all loss adjustment expenses;
- Placed on the prospective cost/frequency levels by the application of trend factors.

Refer to Section C for the support for these loss related adjustments.

---

EXPERIENCE  
RATIO  
(Item 3)

The experience ratio is the ratio of the incurred losses and loss adjustment expenses to the aggregate loss costs at current ISO loss cost level. It measures the adequacy of the current ISO loss costs for the prospective period.

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YEAR WEIGHTS  
(Item 4)

The number of years of experience used and year weights are determined by the total number of claims in the experience period. To the extent there is adequate credibility, ISO uses fewer years and gives greater weight to the most recent years. Refer to the credibility pages of Section C for the methodology used to arrive at both the number of years used and the year weights.

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**EXPECTED  
EXPERIENCE  
RATIO  
(Item 7)**

The expected experience ratio is our best prediction of the experience ratio if the most recent data was not available. For this review we have assumed that the current loss costs were adequate when implemented and will be inadequate for the prospective period to the extent of the net trend. It is calculated as the combined trend factor projected for the number of years between the last revision (or review) and this revision.

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**CREDIBILITY**

Credibility is based upon the number of claims for all years in the experience period. The procedure for assigning credibility is outlined in the credibility pages of Section C.

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**CREDIBILITY  
WEIGHTED  
EXPERIENCE  
RATIO**

The average experience ratio is credibility weighted with the expected experience ratio. The resulting credibility weighted experience ratio, converted to a percentage, is the indicated change to the current ISO loss costs.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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**OBJECTIVE** The objective of this procedure is to distribute the statewide loss cost indication by territory. In other words, what percentage changes by territory should be made in order to equitably achieve an adequate statewide prospective loss cost level?

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**TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE** For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost.

EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY TERRITORY DEVELOPMENT

---

COLUMN (1)  
EARNED CAR  
YEARS

Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).

---

COLUMN (2)  
\$100,000 LOSS  
COST

Average \$100,000 loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the \$100,000 basic limit at the present ISO manual level.

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COLUMN (3)  
5 YEAR ENDED  
EXPERIENCE  
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is Bodily Injury and Property Damage combined and is trended and developed to an ultimate settlement basis including all loss adjustment expenses.

---

COLUMN (4)  
EXPERIENCE  
RATIO LOSS  
COST

For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average \$100,000 loss cost at present ISO manual level. [Col. (3) / Col. (2)]

---

COLUMN (5)  
CREDIBILITY

The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).

---

COLUMN (6)  
FORMULA  
EXPERIENCE  
RATIO

The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:

$$\begin{aligned} & [\text{Terr. Group Col. (4) x Terr. Group Col. (5)}] \\ & + [\text{SW Total Col. (4) x (1.0 - Terr. Group Col. (5))}] \end{aligned}$$

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COLUMN (7)  
INDEX TO  
STATE

Territory indices to state are calculated by dividing the territory formula experience ratio by the statewide average formula experience ratio

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [ Col. (1) x Col. (2) ] as weights.)

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COLUMN (8)  
BASE CLASS  
LOSS COST

Present ISO \$100,000 base class loss cost.

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COLUMN (9)  
INDICATED BASE  
LOSS COST

Indicated base class loss cost for a particular territory. It is calculated by applying the product of the statewide loss cost level change and the territory index [Col. (7)] to the present ISO loss cost.

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COLUMN (10)  
REVISED BASE  
LOSS COST

Revised \$100,000 base loss cost.

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COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

Percentage change from the present \$100,000 base loss cost to the revised \$100,000 base loss cost.

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EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND  
PRIVATE PASSENGER TYPES  
PHYSICAL DAMAGE TERRITORY DEVELOPMENT

---

COLUMN (1)  
EARNED CAR  
YEARS

Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).

---

COLUMN (2)  
UNDERLYING  
LOSS COST

Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the present ISO manual loss cost trended to a prospective OCN level by the application of OCN factors.

---

COLUMN (3)  
5 YEAR ENDED  
EXPERIENCE  
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is trended and include all loss adjustment expenses.

---

COLUMN (4)  
EXPERIENCE  
RATIO LOSS  
COST

For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average loss cost at present ISO manual level. [Col. (3) / Col. (2)]

---

COLUMN (5)  
CREDIBILITY

The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).

---

COLUMN (6)  
FORMULA  
EXPERIENCE  
RATIO

The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:

$$\begin{aligned} & [\text{Terr. Group Col. (4) x Terr. Group Col. (5)}] \\ & + [\text{SW Total Col.(4) x (1.0 - Terr. Group Col. (5))}] \end{aligned}$$

---

COLUMN (7)  
INDEX TO  
STATE

Territory indices to state are calculated by dividing the territory formula experience ratio by the statewide average formula experience ratio

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [ Col. (1) x Col. (2) ] as weights.)

---

COLUMN (8)  
BASE CLASS  
LOSS COST

Present ISO base class loss cost.

---

COLUMN (9)  
INDICATED BASE  
LOSS COST

Indicated base class loss cost for a particular territory. It is calculated by applying the product of the statewide loss cost level change and the territory index [Col. (7)] to the present ISO loss cost.

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COLUMN (10)  
REVISED BASE  
LOSS COST

Revised base loss cost.

---

COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

Percentage change:  
[Col. (10) / Col. (8)]

---

## LOSS ADJUSTMENT EXPENSE FACTORS

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### OBJECTIVE

The reported indemnity losses must be loaded for any loss adjustment expenses (LAE) that are not reported in statistical detail to ISO.

---

### LIABILITY COVERAGES

For the liability coverages, allocated loss adjustment expenses are reported in detail to ISO under the Commercial Statistical Plan. Unallocated loss adjustment expenses must be loaded into the losses. A factor representing the ratio of the sum of the incurred indemnity losses plus all LAE to the sum of the incurred indemnity losses plus allocated LAE was selected based on multistate financial data from a Special Call Submission for available writers.

---

### PHYSICAL DAMAGE COVERAGES

For the physical damage coverages, accident year paid indemnity losses are reported. All loss adjustment expenses must be loaded into the reported losses. A factor representing the ratio of incurred losses plus all LAE to incurred losses was selected based on multistate financial data from the Insurance Expense Exhibits for agency and direct writers.

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## AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

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**OBJECTIVE** The application of the average annual change in losses to historical data recognizes that advisory loss costs are being made for use in a future period based on historical experience. Due to economic and social factors, claim cost and frequency levels continue to change from those underlying the historical data.

---

**DETERMINATION OF HISTORICAL AVERAGE CLAIM COST TREND** To determine the historical average claim cost trend, ISO makes use of the Least Squares Method fitted to the reported time series data; specifically, an exponential curve represented by the equation  $Y=A(B^X)$  is fitted to the paid claim cost data. The parameters A and B are calculated by regressing Y, which is the applicable claim cost on X, which is the unit of time. The resulting fitted curve allows the determination of a historical average trend for the data under review.

---

**LIABILITY LOSS TREND** The historical average annual change in claim costs for both Bodily Injury and Property Damage coverages are measured in this document using a credibility-weighted mix of multistate and statewide data. Prospective average annual changes for claim frequency have been selected based on the historical multistate data, as well as other relevant factors. Combining the state credibility-weighted claim cost trends with the selected claim frequency trends results in the selected Bodily Injury and Property Damage pure premium trend used to adjust the losses to a prospective level.

---

**TREND CREDIBILITY FOR LIABILITY CLAIM SEVERITY** Trend credibility is based on a full credibility standard of 975,000 claims for BI and 390,000 claims for PD. These standards were developed using a Bayesian analysis. Partial credibility is determined by the following formula:

$$A = C/(C+K)$$

where C equals the number of claims for the latest year ended point and K equals 25,000 for bodily injury and 10,000 for property damage. The resulting table of partial credibilities is shown in this section.

---

LIABILITY:  
FREQUENCY  
TREND

---

The data underlying the claim frequency trend selections is shown on the attached claim frequency exhibits. The exhibits include quarterly points for Multistate incurred frequency trend separately for Trucks, Tractors, and Trailers and Private Passenger Types. As can be seen from these exhibits (and corresponding graphs), frequency for both bodily injury and property damage has generally changed from year to year in an unpredictable manner.

Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form  $Y=A(B^X)$  does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

---

PHYSICAL  
DAMAGE:  
LOSS TREND

Data Selections

- In our Physical Damage Trend review, we try to include as much data as possible for each deductible level that we analyze. With this goal in mind, for a given deductible level, we include all losses written at or below that deductible level. For example, consider an event causing \$1,500 of damage on a policy written with a \$250 deductible. This would be reported as a \$1,250 loss. In order to include as much data as possible in our review, we would generate 3 different records for this loss, one at each deductible that we analyze:

At \$250 deductible: \$1,250 loss

At \$500 deductible: \$1,000 loss

At \$1,000 deductible: \$500 loss

Each of these deductible levels is analyzed independently of the other levels, so that there are no instances of double-counting loss records.

- Wind and Water losses are removed from our Other Than Collision trend reviews due to the high variability of these types of losses from year to year.

Data Adjustments

In our Physical Damage trend review, we employ two adjustments to the data with the objective of diminishing distortions in the trend that we do not wish to measure. Our goal is to only measure inflationary effects.

1) All losses are divided by the appropriate class plan and age factors that correspond to that record in order to diminish the effect that variations in these factors from one year to the next have on the trend calculation.

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

For example, consider 12 Truck exposures reported with Age Code 1 (current model year, age factor of 1.00). Each exposure experiences a loss of \$500. The average severity of the losses for these 12 exposures is \$500.

Now consider these 12 exposures 5 years in the future. The exposures are now reported with Age Code A (6th preceding model year, age factor of 0.80). Assume that there is 10% inflation per year on all severities. Also assume that each of these 12 exposures experience the same amount of damage as they did 5 years ago. The average severity of the losses for these 12 exposures is now \$644 (taking into account both inflation and the older age of the vehicles).

If we analyze the severity trend without dividing each loss by its corresponding age factor, we get an annual trend of  $(\$644/\$500)^{1/5} - 1 = 5.2\%$

If we first divide each loss by its corresponding age factor, we get an annual trend of  $((\$644/0.80) / (\$500/1.00))^{1/5} - 1 = 10.0\%$

The first calculated severity is not equal to the assumed inflation because the calculation includes the decrease in average severity caused by aging of the vehicles. By dividing each loss record by its corresponding class plan and age factors, we remove distortions on the severity trend caused by the change in the distribution of classes and ages from one year to the next.

2) All Other Than Collision losses are adjusted to correct for the distortion on trend results created by a change in the distribution of types of loss from one year to the next. The Other Than Collision severity is a weighted-average of the severities for each type of loss (glass, fire, theft, etc.). Since each type of loss has a different severity (for example, glass losses have a much smaller severity than other types of loss), then variations in the distribution of types of loss may lead to changes in the severity that we do not want to measure (if one year 5% of losses are glass losses, and the next year 30% of losses are glass losses, we would expect the average severity of all Other Than Collision losses to decrease). To correct this, we calculate the proportion of losses for each type of loss averaged over all years in the experience period.

Consider the following example, where an adjustment is NOT made to the data. Assume 10% annual inflation for all losses:

Type of Loss	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Claims	10	3	15	5
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$500	\$3,000	\$825	\$5,500

Average severity of losses in Year 1 is  $(\$500 + \$3,000) / 13 \text{ claims} = \$269$

Average severity of losses in Year 2 is  $(\$825 + \$5,500) / 20 \text{ claims} = \$316.25$

Average Severity trend =  $(\$316.25/\$269) - 1 = 17.6\%$

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

Now consider the same scenario, where an adjustment IS made to the data:

	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Type of Loss				
Claims	10	3	15	5
Percentage of Total Claims	10/13 = 77%	3/13 = 23%	15/20 = 75%	5/20 = 25%

Average Percentage of Claims for Glass losses:  $(77\% + 75\%) / 2 = 76\%$

Average Percentage of Claims for Fire losses:  $(23\% + 25\%) / 2 = 24\%$

The number of claims for each type of loss for each year is replaced by these averages:

	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Type of Loss				
Claims	76% x 13 = 9.88	24% x 13 = 3.12	76% x 20 = 15.2	24% x 20 = 4.8
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$494	\$3,120	\$836	\$5,280

Average severity of losses in Year 1 is  $(\$494 + \$3,120) / 13 \text{ claims} = \$278$

Average severity of losses in Year 2 is  $(\$836 + \$5,280) / 20 \text{ claims} = \$305.80$

Average Severity trend =  $(\$305.80 / \$278) - 1 = 10.0\%$

Note that the total number of claims each year remains unchanged from the total before the adjustment is made.

Year 1 claims =  $9.88 + 3.12 = 13 \text{ claims}$

Year 2 claims =  $15.2 + 4.8 = 20 \text{ claims}$

Although new claims totals by type of loss are used in the calculation, the impact of the adjustment is to change only the loss totals, so frequency figures are not changed. The result is equivalent to a re-weighting of the severities so that each type of loss has a consistent weight from year to year.

By keeping each type of loss' proportion of total claims constant from year to year, we remove distortions in the trend caused by changes in the distribution of types of loss.

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

For the OTC coverages, there is a change to how glass losses are handled when shifting from one deductible to another. ISO collects a coverage code indicating if the deductible is waived for glass losses or not ("full glass" and "non-full glass", respectively). However some insurers waive deductibles on glass losses even when the policy isn't a "full glass" coverage policy. Recently we began to also collect a Type of Loss code indicating if a deductible has been waived for the particular claim. In situations where a claim is reported with a coverage code and Type of Loss code that aren't consistent on how a glass loss was handled, we previously used the coverage code to determine how we interpreted the loss amount. Now this scenario is handled based on the information in the new Type of Loss code.

The trend selections for physical damage are based on the data in the attached exhibits. Each exhibit includes the distribution of losses, by deductible, for the most recent year. We analyze frequency trend and severity trend separately, using data at the \$250, \$500, and \$1,000 deductibles for OTC, and at the \$500, \$1,000, and \$2,000 deductibles for Collision.

Historically, claim frequency (like liability claim frequency) had been variable from year to year, often cyclical. As a result, an exponential curve of the form  $Y=A(B^x)$  did not fit the frequency data well. In the interest of long-term stability, we have selected 0.0% trend factors for frequency.

Based on this multistate experience and on the continued positive trends in the Consumer Price Index for Bodywork, ISO has selected the following annual trends:

	Trucks, Tractors & Trailers <u>Pure Premium</u>	Private Passenger Types <u>Pure Premium</u>
OTC:	+7.0%	+7.0%
COLL:	+4.5%	+4.5%

---

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
06/30/2015	2.804	2.795
09/30/2015	2.805	2.812
12/31/2015	2.831	2.830
03/31/2016	2.847	2.848
06/30/2016	2.866	2.866
09/30/2016	2.877	2.884
12/31/2016	2.913	2.903
03/31/2017	2.925	2.921
06/30/2017	2.942	2.940
09/30/2017	2.945	2.958
12/31/2017	2.966	2.977
03/31/2018	2.999	2.996
06/30/2018	3.016	3.015
09/30/2018	3.033	3.034
12/31/2018	3.061	3.053
03/31/2019	3.074	3.073
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9941	2.6%
12 Point Fit	0.9892	2.6%

## PHYSICAL DAMAGE OCN TREND

---

### OBJECTIVE

In Physical Damage for Trucks, Tractors & Trailers and Private Passenger Types, as new, higher-valued commercial automobiles are introduced, there is an increase in revenue due to the original cost new component of the rating procedure. In order to reflect the revenue impact of the higher-valued vehicles during the prospective period, ISO uses an OCN trend procedure. The effect of this procedure is to reduce the indicated loss costs for Trucks, Tractors & Trailers and Private Passenger Types physical damage coverages.

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### DESCRIPTION OF ORIGINAL COST NEW DATA

The average original cost new (OCN) relativities for Comprehensive and Collision are displayed on the following exhibits. The data is displayed by coverage. To determine the historical average trend for OCN, ISO makes use of the Least Squares Method to fit a curve to the reported time series data. Specifically, an exponential curve represented by the equation

$$Y = A(B^X)$$

is fitted to the average OCN relativities. Based on the results of these curves, ISO has selected annual OCN trends of 1.0% and 1.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. This trend is necessary to reflect the additional revenue generated by the shift in the OCN distribution as new, higher-priced automobiles are introduced.

For Private Passenger Types, OCN trends of 1.0% and 0.6% were selected for the OTC and Collision coverages respectively.

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## LOSS DEVELOPMENT FOR LIABILITY

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**OBJECTIVE** The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.

---

**DESCRIPTION OF EXPERIENCE PERIOD DATA** For Trucks, Tractors & Trailers and Private Passenger Types Liability, the incurred losses and allocated loss adjustment expenses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of September 30, 2018. In other words, accident year ended June 30, 2018 includes all losses and allocated loss adjustment expenses paid through September 30, 2018 on accidents occurring from July 1, 2017 to June 30, 2018 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2018, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended June 30, 2017 include all loss and loss adjustment expenses paid through September 30, 2018 on accidents occurring from July 1, 2016 to June 30, 2017 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2018, 27 months after the inception of the accident year. The immature experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor.

---

**DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY** For Bodily Injury Coverage, states are divided into two multistate groups. One group (No-Fault) consists of states with a no-fault law that has a tort threshold. The other group (Tort) contains the remaining states. The applicable multistate group for this state is used in this document. Losses are developed up to 123 months and are based on \$100,000 CSL data. Three-year averages for Trucks, Tractors & Trailers and Private Passenger Types are calculated for each link ratio based on a "best three of five" approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Beyond 123 months the loss development is assumed to be unity.

For Property Damage Coverage, one multistate group is used. Losses are developed up to 111 months and \$100,000 CSL data is used. Three-year averages for Trucks, Tractors & Trailers and Private Passenger Types are calculated for each link ratio based on a "best three of five" years approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Development beyond 111 months is assumed to be unity.

---

STATE  
CREDIBILITY  
WEIGHTED  
FACTORS

For Trucks, Tractors & Trailers and Private Passenger Types, statewide loss development factors are credibility weighted with multistate factors. A Bayesian credibility study was done on state 15 to 27 months and 27 to 39 months loss development factors. The study concluded that there is significant statewide variation for bodily injury through 39 months and for property damage through 27 months. For these link ratios, statewide credibility is determined by the formula  $Z = L/(L+K)$ , where Z is the credibility, and L is the 3-year total losses for the particular state (at the earliest of the two evaluations). The complement of credibility is assigned to multistate loss development factors. K is a constant that varies by coverage as follows:

Trucks, Tractors & Trailers

	<u>15 to 27</u>	<u>27 to 39</u>
Bodily Injury (tort)	\$ 2,500,000	\$ 11,000,000
Bodily Injury (no-fault)	900,000	3,000,000
Property Damage	1,500,000	-

Private Passenger Types

	<u>15 to 27</u>	<u>27 to 39</u>
Bodily Injury (tort)	\$ 1,500,000	\$ 4,000,000
Bodily Injury (no-fault)	700,000	1,700,000
Property Damage	600,000	-

TRUCKS,  
TRACTORS &  
TRAILERS AND  
PRIVATE  
PASSENGER  
TYPES

For Trucks, Tractors & Trailers and Private Passenger Types, Bodily Injury loss development factors to ultimate are calculated by accumulating the statewide credibility-weighted 15 to 27 month factor and 27 to 39 month factor, and the multistate average 39 to ultimate factor.

For the property damage coverage, loss development factors to ultimate are calculated by accumulating the statewide credibility-weighted 15-27 month factor and the multistate average 27 to ultimate factor.

## LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

---

**OBJECTIVE** The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.

---

**DESCRIPTION OF EXPERIENCE PERIOD DATA** For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of September 30, 2018. In other words, accident year ended June 30, 2018 includes all losses paid through September 30, 2018 on accidents occurring from July 1, 2017 to June 30, 2018. Similarly, the paid losses for accident year ended June 30, 2017 include all losses paid through September 30, 2018 on accidents occurring from July 1, 2016 to June 30, 2017. The immature paid loss experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor.

---

**DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY** For Collision and Other Than Collision coverages, one multistate group is used. Losses are developed to an ultimate settlement basis. Three-year averages are calculated for each age-to-age link ratio. These link ratios are accumulated to develop losses to 123 months. Development beyond 123 months is assumed to be 1.000.

---

## CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

---

**OBJECTIVE** The extent to which the state experience is reflected in the development of the prospective loss costs is determined by the credibility of the data for that state. Specifically, ISO credibility procedures are based upon the volume of claims for each coverage separately.

---

**METHODOLOGY** The standards for full credibility were determined from a credibility study using various size of loss distributions for liability, other than collision and collision respectively. Separate standards by coverage/major class for full credibility were calculated using the Mayerson, Jones and Bowers expansion formula.

---

**CREDIBILITY FOR EXPERIENCE LOSS RATIO** The assignment of credibility to the experience loss ratio is based on the total number of claims for the years used. For liability, the claims are based on BI and PD claims combined. For physical damage, credibility is determined separately for OTC and Collision. Partial credibility ( $Z$ ), as used for the experience loss ratio, is determined using the square root rule as follows:

$$Z = \sqrt{\frac{\text{Claims}}{X}}$$

Where  $X$  equals the full credibility standard, by line and coverage, as shown on the following pages of this section.

---

**YEAR WEIGHTS** The weights assigned to the loss ratio by year are based on the credibility of the average number of claims for the years of experience used. A maximum of five years of experience may be used. This procedure is described in detail in the flow chart on the following page. The claim standard used to determine the year weights is based on the credibility standard for each coverage. The schedules of the number of claims required for the year weight assignments are shown on the following pages.

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COMMERCIAL AUTOMOBILE LIABILITY  
FLOWCHART TO DETERMINE  
YEAR WEIGHTS AND  
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims  $\geq$  11,500,  
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims  $\geq$  1,380,  
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims  $<$  1,380,  
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
FLOWCHART TO DETERMINE  
YEAR WEIGHTS AND  
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims  $\geq$  Full Standard,  
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims  $\geq$  Intermediate Threshold,  
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims  $<$  Intermediate Threshold,  
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

<u>Coverage</u>	<u>Intermediate Threshold</u>	<u>Full Standard</u>
Trucks, Tractors & Trailers OTC	1,350	11,000
Trucks, Tractors & Trailers Collision	550	4,500
Private Passenger Types OTC	1,050	8,500
Private Passenger Types Collision	450	3,500

Tables For Use With Trend Data

Bodily Injury				Property Damage			
<u>Number of Claims</u>			<u>Cred.</u>	<u>Number of Claims</u>			<u>Cred.</u>
0	-	641	0.00	0	-	256	0.00
642	-	2027	0.05	257	-	810	0.05
2028	-	3571	0.10	811	-	1428	0.10
3572	-	5303	0.15	1429	-	2121	0.15
5304	-	7258	0.20	2122	-	2903	0.20
7259	-	9482	0.25	2904	-	3793	0.25
9483	-	12037	0.30	3794	-	4814	0.30
12038	-	14999	0.35	4815	-	5999	0.35
15000	-	18478	0.40	6000	-	7391	0.40
18479	-	22619	0.45	7392	-	9047	0.45
22620	-	27631	0.50	9048	-	11052	0.50
27632	-	33823	0.55	11053	-	13529	0.55
33824	-	41666	0.60	13530	-	16666	0.60
41667	-	51923	0.65	16667	-	20769	0.65
51924	-	65909	0.70	20770	-	26363	0.70
65910	-	86111	0.75	26364	-	34444	0.75
86112	-	117857	0.80	34445	-	47142	0.80
117858	-	174999	0.85	47143	-	69999	0.85
175000	-	308333	0.90	70000	-	123333	0.90
308334	-	974999	0.95	123334	-	389999	0.95
975000	-	and over	1.00	390000	-	and over	1.00

K = 25,000

K = 10,000

$$\text{CREDIBILITY FORMULA} = (\# \text{ CLAIMS}) / (\# \text{ CLAIMS} + K)$$

ALL LIABILITY COVERAGES  
CREDIBILITY TABLE  
NUMBER OF CLAIMS

<u>Credibility</u>			
0.00*	0	-	28
0.05	29	-	114
0.10	115	-	258
0.15	259	-	459
0.20	460	-	718
0.25	719	-	1,034
0.30	1035	-	1,408
0.35	1,409	-	1,839
0.40	1,840	-	2,328
0.45	2,329	-	2,874
0.50	2,875	-	3,478
0.55	3,479	-	4,139
0.60	4,140	-	4,858
0.65	4,859	-	5,634
0.70	5,635	-	6,468
0.75	6,469	-	7,359
0.80	7,360	-	8,308
0.85	8,309	-	9,314
0.90	9,315	-	10,378
0.95	10,379	-	11,499
1.00		>	11,499

The credibility for the loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

\*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period.

PHYSICAL DAMAGE  
CREDIBILITY TABLES  
NUMBER OF CLAIMS

OTHER THAN COLLISION

Cred	Trucks, Tractors & Trailers			Private Passenger Types		
0.00*	0	-	27	0	-	21
0.05	28	-	109	22	-	84
0.10	110	-	247	85	-	191
0.15	248	-	439	192	-	339
0.20	440	-	687	340	-	531
0.25	688	-	989	532	-	764
0.30	990	-	1,347	765	-	1,041
0.35	1,348	-	1,759	1,042	-	1,359
0.40	1,760	-	2,227	1,360	-	1,721
0.45	2,228	-	2,749	1,722	-	2,124
0.50	2,750	-	3,327	2,125	-	2,571
0.55	3,328	-	3,959	2,572	-	3,059
0.60	3,960	-	4,647	3,060	-	3,591
0.65	4,648	-	5,389	3,592	-	4,164
0.70	5,390	-	6,187	4,165	-	4,781
0.75	6,188	-	7,039	4,782	-	5,439
0.80	7,040	-	7,947	5,440	-	6,141
0.85	7,948	-	8,909	6,142	-	6,884
0.90	8,910	-	9,927	6,885	-	7,671
0.95	9,928	-	10,999	7,672	-	8,499
1.00		>	10,999		>	8,499

COLLISION

Cred	Trucks, Tractors & Trailers			Private Passenger Types		
0.00*	0	-	11	0	-	8
0.05	12	-	44	9	-	34
0.10	45	-	101	35	-	78
0.15	102	-	179	79	-	139
0.20	180	-	281	140	-	218
0.25	282	-	404	219	-	314
0.30	405	-	551	315	-	428
0.35	552	-	719	429	-	559
0.40	720	-	911	560	-	708
0.45	912	-	1,124	709	-	874
0.50	1,125	-	1,361	875	-	1,058
0.55	1,362	-	1,619	1,059	-	1,259
0.60	1,620	-	1,901	1,260	-	1,478
0.65	1,902	-	2,204	1,479	-	1,714
0.70	2,205	-	2,531	1,715	-	1,968
0.75	2,532	-	2,879	1,969	-	2,239
0.80	2,880	-	3,251	2,240	-	2,528
0.85	3,252	-	3,644	2,529	-	2,834
0.90	3,645	-	4,061	2,835	-	3,158
0.95	4,062	-	4,499	3,159	-	3,499
1.00		>	4,499		>	3,499

The credibility for loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

\*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period.

TENNESSEE  
CLAIMS PER TERRITORY  
LIABILITY

Territory	Trucks, Tractors & Trailers	Private Passenger Types
	Incurred Claims 5 Years Ending 06/30/2018 Combined BI and PD	Incurred Claims 5 Years Ending 06/30/2018 Combined BI and PD
101	2,171	596
102	3,105	504
103	1,161	280
104	1,387	315
106	89	16
109	1,293	213
112	354	60
120	12	0
121	293	49
122	81	15
123	405	79
124	360	35
125	2,109	420
126	2,084	326
127	253	82
128	692	132
129	299	55
130	228	31
SW Total	16,376	3,208

Claims for Trend

BI	PD
<u>998</u>	<u>3,054</u>

TENNESSEE  
CLAIMS PER TERRITORY  
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 06/30/2018		Private Passenger Types Paid Claims 5 Years Ending 06/30/2018	
	OTC	Coll	OTC	Coll
101	374	810	255	410
102	411	1,037	219	445
103	245	438	130	237
104	208	469	146	251
106	40	39	7	6
109	343	480	109	163
112	102	155	41	57
120	0	5	0	0
121	89	126	11	40
122	13	23	6	16
123	98	176	44	49
124	67	123	13	20
125	400	756	188	348
126	538	903	225	278
127	69	134	34	61
128	141	273	61	80
129	76	113	28	36
130	72	86	27	25
SW Total	3,286	6,146	1,544	2,522

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION

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OBJECTIVE

Other Than Collision losses which result from the perils of Wind and Water are relatively infrequent and do not affect each year similarly. While catastrophic incidents are rare, their impact on loss cost indications can be significant. The occurrence of a weather related catastrophe can result in a large positive indication, followed by an indicated decrease when the catastrophe leaves the experience period in subsequent reviews. This ultimately leads to loss cost instability.

In order to address this ratemaking problem, the Wind and Water procedure removes the Wind and Water losses that actually occur in a given year and replaces them with an expected Wind and Water provision, based on the state's long term history of Wind and Water losses. Due to the lower credibility of catastrophic loss experience, a longer experience period or a larger body of data is necessary to compensate.

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DESCRIPTION OF  
WIND AND WATER  
ADJUSTMENT  
PROCEDURE

The Wind and Water procedure begins by comparing Wind and Water losses to non-Wind and Water losses for each year in the long term review period. Wind and Water losses have been separately identified as losses reported under the Commercial Statistical Plan (CSP) using Type of Loss (TOL) codes 06 and 07. A ratio of Wind and Water to non-Wind and Water losses is calculated for each year.

The long term 'normal' Wind and Water to non-Wind and Water ratio is determined by calculating the average of the Wind and Water to non-Wind and Water ratios for all years for which data is currently available.

The variation from the long term normal Wind and Water to non-Wind and Water ratio is then determined by calculating the difference between the normal ratio and the Wind and Water ratio for each year.

The loss adjustment required in order to bring each year of experience to a normal Wind and Water level is determined by applying the variation factor (column (5)) to the reported non-Wind and Water losses (column (3)).

The major steps of the procedure are shown in the Exhibits on the following pages.

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INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
TENNESSEE

TRUCKS, TRACTORS, AND TRAILERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG(4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	27,239	2,104,070	2,076,831	0.013	0.183	380,060	2,484,130
1988	34,786	2,380,208	2,345,422	0.015	0.181	424,521	2,804,729
1989	89,877	2,904,501	2,814,624	0.032	0.164	461,598	3,366,099
1990	59,006	2,072,107	2,013,101	0.029	0.167	336,188	2,408,295
1991	238,585	2,364,904	2,126,319	0.112	0.084	178,611	2,543,515
1992	26,262	2,034,897	2,008,635	0.013	0.183	367,580	2,402,477
1993	178,299	2,389,622	2,211,323	0.081	0.115	254,302	2,643,924
1994	124,186	2,607,041	2,482,855	0.050	0.146	362,497	2,969,538
1995	458,784	2,753,574	2,294,790	0.200	-0.004	-9,179	2,744,395
1996	117,665	3,007,171	2,889,506	0.041	0.155	447,873	3,455,044
1997	224,298	3,404,670	3,180,372	0.071	0.125	397,547	3,802,217
1998	1,001,556	4,237,699	3,236,143	0.309	-0.113	-365,684	3,872,015
1999	230,744	3,761,155	3,530,411	0.065	0.131	462,484	4,223,639
2000	154,943	3,911,826	3,756,883	0.041	0.155	582,317	4,494,143
2001	126,117	3,927,096	3,800,979	0.033	0.163	619,560	4,546,656
2002	556,782	3,700,236	3,143,454	0.177	0.019	59,726	3,759,962
2003	1,012,605	3,293,012	2,280,407	0.444	-0.248	-565,541	2,727,471
2004	256,166	1,977,619	1,721,453	0.149	0.047	80,908	2,058,527
2005	85,828	1,730,316	1,644,488	0.052	0.144	236,806	1,967,122
2006	462,749	2,263,888	1,801,139	0.257	-0.061	-109,869	2,154,019
2007	42,893	1,572,218	1,529,325	0.028	0.168	256,927	1,829,145
2008	184,927	2,183,767	1,998,840	0.093	0.103	205,881	2,389,648
2009	100,137	1,822,998	1,722,861	0.058	0.138	237,755	2,060,753
2010	3,978,986	6,744,213	2,765,227	1.439	-1.243	-3,437,177	3,307,036
2011	3,578,122	6,223,136	2,645,014	1.353	-1.157	-3,060,281	3,162,855
2012	1,366,814	3,869,914	2,503,100	0.546	-0.350	-876,085	2,993,829
2013	193,997	2,235,066	2,041,069	0.095	0.101	206,148	2,441,214
2014	169,205	2,084,233	1,915,028	0.088	0.108	206,823	2,291,056
2015	158,592	2,464,611	2,306,019	0.069	0.127	292,864	2,757,475
2016	192,702	2,627,660	2,434,958	0.079	0.117	284,890	2,912,550
2017	553,290	3,564,444	3,011,154	0.184	0.012	36,134	3,600,578
2018	157,474	2,620,138	2,462,664	0.064	0.132	325,072	2,945,210

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.196

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
TENNESSEE

PRIVATE PASSENGER TYPES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG(4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	22,374	1,752,257	1,729,883	0.013	0.331	572,591	2,324,848
1988	45,488	1,442,812	1,397,324	0.033	0.311	434,568	1,877,380
1989	66,985	1,438,231	1,371,246	0.049	0.295	404,518	1,842,749
1990	80,296	1,253,347	1,173,051	0.068	0.276	323,762	1,577,109
1991	196,270	1,416,223	1,219,953	0.161	0.183	223,251	1,639,474
1992	29,747	1,064,203	1,034,456	0.029	0.315	325,854	1,390,057
1993	52,048	1,128,598	1,076,550	0.048	0.296	318,659	1,447,257
1994	143,541	1,338,407	1,194,866	0.120	0.224	267,650	1,606,057
1995	318,723	1,504,223	1,185,500	0.269	0.075	88,912	1,593,135
1996	145,578	1,624,632	1,479,054	0.098	0.246	363,847	1,988,479
1997	295,564	1,645,627	1,350,063	0.219	0.125	168,758	1,814,385
1998	748,975	2,324,014	1,575,039	0.476	-0.132	-207,905	2,116,109
1999	167,938	1,146,191	978,253	0.172	0.172	168,260	1,314,451
2000	95,286	1,224,560	1,129,274	0.084	0.260	293,611	1,518,171
2001	54,037	1,047,453	993,416	0.054	0.290	288,091	1,335,544
2002	362,313	1,146,963	784,650	0.462	-0.118	-92,589	1,054,374
2003	620,697	1,430,328	809,631	0.767	-0.423	-342,474	1,087,854
2004	127,211	618,394	491,183	0.259	0.085	41,751	660,145
2005	41,828	682,599	640,771	0.065	0.279	178,775	861,374
2006	338,408	751,301	412,893	0.820	-0.476	-196,537	554,764
2007	26,898	504,373	477,475	0.056	0.288	137,513	641,886
2008	109,146	678,567	569,421	0.192	0.152	86,552	765,119
2009	67,885	565,495	497,610	0.136	0.208	103,503	668,998
2010	492,131	964,297	472,166	1.042	-0.698	-329,572	634,725
2011	2,476,609	3,601,219	1,124,610	2.202	-1.858	-2,089,525	1,511,694
2012	1,078,864	1,726,536	647,672	1.666	-1.322	-856,222	870,314
2013	124,207	566,850	442,643	0.281	0.063	27,887	594,737
2014	45,830	516,928	471,098	0.097	0.247	116,361	633,289
2015	142,987	585,769	442,782	0.323	0.021	9,298	595,067
2016	129,469	710,384	580,915	0.223	0.121	70,291	780,675
2017	301,279	923,334	622,055	0.484	-0.14	-87,088	836,246
2018	29,742	625,560	595,818	0.050	0.294	175,170	800,730

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.344

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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COLUMN (1)  
OTC WIND AND  
WATER LOSSES

Dollar amount of Other Than Collision losses resulting from the perils of Wind and Water (Type of Loss Codes 06 & 07).

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COLUMN (2)  
OTC TOTAL  
LOSSES

Dollar amount of Other Than Collision losses resulting from all perils.

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COLUMN (3)  
OTC LOSSES  
OTHER THAN  
WIND AND WATER

Dollar amount of Other Than Collision losses resulting from all perils other than Wind and Water. Column (2) - Column (1).

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COLUMN (4)  
WIND AND WATER  
TO NON-WIND AND  
WATER RATIO

Ratio of Wind and Water losses to Non-Wind and Water losses.  
Column (1) ÷ Column (3)

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COLUMN (5)  
VARIATION FROM  
AVERAGE WIND  
RATIO

Variation from the long term average Wind and Water to non-Wind and Water ratio.  
Avg (4) - Column (4).

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COLUMN (6)  
WIND AND WATER  
ADJUSTMENT

Wind and Water loss adjustment to bring experience to average Wind and Water level.  
Column (3) \* Column (5).

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COLUMN (7)  
ADJUSTED OTC  
TOTAL LOSSES

Column (2) + Column (6).

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TERRITORIAL WIND AND WATER PROCEDURE  
OTHER THAN COLLISION

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OBJECTIVE

The statewide Wind and Water procedure removes the actual Wind and Water losses that occur in a given year and replaces them with an expected Wind and Water provision. The territorial excess Wind and Water procedure distributes the statewide expected Wind and Water loss provision to the individual territories in proportion to each territory's long-term Wind and Water loss experience.

---

DESCRIPTION OF  
TERRITORIAL WIND  
AND WATER  
PROCEDURE

The first step is to calculate long term Wind and Water to non-Wind and Water ratios by territory. The earliest year of historical Wind and Water experience available for Commercial Auto is 1987. As a new year becomes available, it is added to the procedure. For each year, the territorial ratios are calculated as Wind and Water losses divided by non-Wind and Water losses. An average is then taken of all the ratios for each territory to get the long term Wind and Water to non-Wind and Water ratio.

One potential problem with the average ratios is that a high Wind and Water ratio for one year can distort the average ratio for that territory. To mitigate the effect of unusually large ratios, the ratios are capped at 10 times the statewide median of the Wind and Water ratios before calculating the average. (The statewide median ratio is subject to a minimum value of 0.05.)

The territorial capped average Wind and Water ratios are multiplied by the latest 5 years non-Wind and Water losses for each territory to get the territorial expected Wind and Water losses. The territorial expected Wind and Water losses are divided by the statewide total expected Wind and Water losses to get the territorial expected Wind and Water distribution.

The statewide wind provision is calculated for each year from the statewide procedure by subtracting the non-Wind and Water losses from the total adjusted losses. The individual territorial Wind and Water provisions are then calculated by distributing the statewide wind provision to the territories based on the expected Wind and Water distribution.

Territorial adjusted total losses = territorial Wind and Water provision + territorial non-Wind and Water losses

Because the actual Wind and Water losses are replaced with an expected Wind and Water provision, the number of Wind and Water claims must be adjusted. The territorial Wind and Water provision is divided by the territory's average Wind and Water claim cost to produce the adjusted number of Wind and Water claims. The adjusted Wind and Water claims are added to the non-Wind and Water claims, resulting in the total adjusted claims.

A sample of the territory Wind and Water procedure is shown on the following page.

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METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

In order to develop 'Wind and Water Provisions' by territory, the statewide provision is distributed using each territory's 'expected' wind and water losses. This procedure is illustrated in the following example:

Territory	(1) Long-Term Capped* Ratio of Wind & Water to Non-Wind & Water Losses	(2) Non-Wind & Water Losses for Latest Five Years	(3) 'Expected' Wind & Water Losses for Latest Five Years (1) x (2)	(4) 'Expected' Wind & Water Distribution (3) / Total (3)
A	.250	500,000	125,000	.500
B	.750	100,000	75,000	.300
C	.200	250,000	50,000	.200

Territory	(5) Statewide Wind Provision for Year 20XX **	(6) Territory Wind Provision for Year 20XX (4) x (5)	(7) Non-Wind & Water Losses for Year 20XX	(8) Adjusted Total Losses for Year 20XX (6) + (7)
A	100,000	50,000	150,000	200,000
B		30,000	50,000	80,000
C		20,000	80,000	100,000

Territory	(9) Non-Wind & Water Claims for Year 20XX	(10) Five-Year Average Wind & Water Claim Cost	(11) Adjusted Wind & Water Claims for Year 20XX (6) / (10)	(12) Total Adjusted Claims for Year 20XX (9) + (11)
A	200	500	100	300
B	100	400	75	175
C	150	400	50	200

\* Average of yearly capped ratios of wind & water to non-wind & water losses, based on territory experience capped at 10 times the statewide median wind & water to non-wind & water ratio. The statewide median ratio is subject to a minimum value of 0.05.

\*\* The Statewide Wind Provision for year 20XX = Total Adjusted Losses for Year 20XX - Non-Wind & Water Losses for Year 20XX

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

SUMMARY OF PROSPECTIVE LOSS COST LEVEL CHANGES  
STATEWIDE LOSS COST LEVEL CHANGES (A)

Coverages	Aggregate Loss Cost at Current Level (B)	Loss Cost Changes (C)
TRUCKS, TRACTORS & TRAILERS (D)		
Liability		
Single Limit Liability	\$ 57,227,347	12.0%
Physical Damage		
Other Than Collision	4,780,973	N.C.
Collision	13,556,214	N.C.
Combined	18,337,187	N.C.
Total Trucks, Tractors & Trailers	75,564,534	9.1%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	9,309,662	5.9%
Physical Damage		
Other Than Collision	1,107,445	4.8%
Collision	3,143,911	N.C.
Combined	4,251,356	1.3%
Total Private Passenger Types	13,561,018	4.4%
GRAND TOTAL ALL COVERAGES	89,125,552	8.4%
TOTAL LIABILITY	66,537,009	11.1%
TOTAL PHYSICAL DAMAGE	22,588,543	0.2%

(A) An implementation date of 02/01/2020 is assumed for purposes of trending.

(B) Accident Year ending 06/30/2018 Aggregate Loss Cost at Current Level for all coverages. The Liability loss costs are on a Total Limits basis.

(C) Loss Cost changes are calculated on a \$100,000 CSL Basic Limits basis for Liability and on an all deductibles combined basis for Physical Damage.

(D) For Liability and Physical Damage, classes related to Trucks, Tractors & Trailers, such as the Public Automobile classes, are impacted by the Trucks, Tractors & Trailers loss cost level changes.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	11.1%	0.0%
102	19.3%	0.0%
103	8.5%	0.0%
104	7.0%	0.0%
106	10.0%	0.0%
109	12.8%	0.0%
112	12.4%	100.0%
120	11.1%	0.0%
121	8.4%	0.0%
122	9.3%	0.0%
123	8.9%	100.0%
124	12.5%	100.0%
125	11.2%	0.0%
126	13.4%	100.0%
127	9.3%	0.0%
128	8.2%	100.0%
129	8.9%	0.0%
130	10.1%	100.0%

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive (a)	Collision (b)	
101			
102			
103			
104			
106			
109			
112			
120			
121			
122			
123			
124			
125			
126			
127			
128			
129			
130			

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	\$500 Med Pay (a)	Physical Damage		Specified Causes of Loss (d)
			Comprehensive (b)	Collision (c)	
101	511	2	128	240	120
102	483	2	106	264	99
103	372	2	115	215	108
104	380	2	106	238	99
106	296	2	102	201	95
109	282	1	135	260	126
112	280	2	113	186	106
120	301	1	114	239	107
121	245	1	127	234	119
122	258	2	113	190	106
123	258	2	125	226	117
124	315	2	110	204	103
125	428	2	119	253	111
126	270	2	138	261	129
127	259	2	86	213	80
128	289	2	117	222	110
129	293	2	105	174	98
130	261	2	121	269	113

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Trucks, Tractors, and Trailers CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).

(b) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

(c) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

(d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.936 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	7.0%	0.0%
102	6.0%	0.0%
103	10.1%	0.0%
104	8.1%	0.0%
106	5.3%	0.0%
109	6.1%	0.0%
112	5.3%	0.0%
120	5.3%	0.0%
121	3.9%	0.0%
122	5.3%	0.0%
123	3.4%	100.0%
124	2.8%	0.0%
125	5.2%	0.0%
126	2.8%	0.0%
127	4.7%	0.0%
128	1.8%	0.0%
129	2.4%	0.0%
130	5.5%	100.0%

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Physical Damage	
	Comprehensive	Collision (a)
101	3.0%	
102	5.3%	
103	4.3%	
104	6.4%	
106	4.3%	
109	3.1%	
112	6.8%	
120	4.1%	
121	5.3%	
122	4.1%	
123	4.0%	
124	4.8%	
125	4.1%	
126	5.9%	
127	3.5%	
128	5.3%	
129	2.9%	
130	7.7%	

(a) For Private Passenger Types Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	\$500 Med Pay (a)	Physical Damage	
			Comprehensive (b)	Collision (c)
101	444	3	68	393
102	338	2	79	359
103	350	2	73	340
104	307	2	83	325
106	237	1	72	207
109	294	2	133	290
112	280	2	63	271
120	298	2	77	332
121	293	2	79	394
122	277	2	77	338
123	244	2	103	277
124	253	2	88	282
125	304	2	76	308
126	220	1	108	264
127	265	2	59	272
128	290	2	79	328
129	260	2	72	309
130	250	2	98	319

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Private Passenger Types CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).

(b) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

(c) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR VAN POOLS POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	11.2%	20.0%
102	19.2%	20.0%
103	8.3%	0.0%
104	6.9%	0.0%
106	9.9%	0.0%
109	12.8%	0.0%
112	12.3%	0.0%
120	11.1%	33.3%
121	8.6%	0.0%
122	9.3%	0.0%
123	8.7%	0.0%
124	12.6%	33.3%
125	11.1%	0.0%
126	13.4%	0.0%
127	9.3%	0.0%
128	8.2%	0.0%
129	8.9%	0.0%
130	10.1%	0.0%

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR VAN POOLS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive (a)	Collision (b)	
101			
102			
103			
104			
106			
109			
112			
120			
121			
122			
123			
124			
125			
126			
127			
128			
129			
130			

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR VAN POOLS POLICY COVERAGES

Territory Code	Liability	\$500	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
101	767	6	131	305	122
102	725	6	108	335	101
103	558	4	117	273	110
104	570	4	108	302	101
106	444	3	104	255	97
109	423	3	138	330	129
112	420	3	115	236	108
120	452	4	116	304	109
121	368	3	130	297	121
122	387	3	115	241	108
123	387	3	128	287	119
124	473	4	112	259	105
125	642	5	121	321	113
126	405	3	141	331	132
127	389	3	88	271	82
128	434	3	119	282	112
129	440	3	107	221	100
130	392	3	123	342	115

- (a) The loss costs for Van Pools have been calculated by a relativity of 1.50 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Van Pools CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 1.27 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 1.02 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	11.1%	13.6%
102	19.3%	15.0%
103	8.4%	5.9%
104	7.0%	5.9%
106	10.0%	7.7%
109	12.8%	16.7%
112	12.4%	16.7%
120	11.1%	15.4%
121	8.4%	9.1%
122	9.4%	9.1%
123	8.9%	9.1%
124	12.5%	7.1%
125	11.2%	10.5%
126	13.4%	8.3%
127	9.3%	18.2%
128	8.3%	7.7%
129	8.9%	7.7%
130	10.1%	18.2%

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive (a)	Collision (b)	
101			
102			
103			
104			
106			
109			
112			
120			
121			
122			
123			
124			
125			
126			
127			
128			
129			
130			

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Liability	\$500	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
101	3168	25	131	305	122
102	2995	23	108	335	101
103	2306	18	117	273	110
104	2356	18	108	302	101
106	1835	14	104	255	97
109	1748	14	138	330	129
112	1736	14	115	236	108
120	1866	15	116	304	109
121	1519	12	130	297	121
122	1600	12	115	241	108
123	1600	12	128	287	119
124	1953	15	112	259	105
125	2654	21	121	321	113
126	1674	13	141	331	132
127	1606	13	88	271	82
128	1792	14	119	282	112
129	1817	14	107	221	100
130	1618	13	123	342	115

- (a) The loss costs for Taxis and Limousines have been calculated by a relativity of 6.20 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Taxis and Limousines CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 1.27 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 1.02 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	11.1%	0.0%
102	19.3%	0.0%
103	8.5%	0.0%
104	7.2%	50.0%
106	10.1%	50.0%
109	12.3%	50.0%
112	12.4%	50.0%
120	11.4%	0.0%
121	8.9%	0.0%
122	9.2%	0.0%
123	9.2%	0.0%
124	12.3%	50.0%
125	10.8%	0.0%
126	13.7%	0.0%
127	9.2%	0.0%
128	8.2%	0.0%
129	8.8%	50.0%
130	10.8%	0.0%

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive (a)	Collision (b)	
101			
102			
103			
104			
106			
109			
112			
120			
121			
122			
123			
124			
125			
126			
127			
128			
129			
130			

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Liability	\$500	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
101	281	3	90	156	84
102	266	3	74	172	69
103	205	3	81	140	76
104	209	3	74	155	69
106	163	3	71	131	67
109	155	3	95	169	88
112	154	3	79	121	74
120	166	2	80	155	75
121	135	2	89	152	83
122	142	2	79	124	74
123	142	2	88	147	82
124	173	3	77	133	72
125	235	3	83	164	78
126	149	2	97	170	90
127	142	2	60	138	56
128	159	2	82	144	77
129	161	3	74	113	69
130	144	2	85	175	79

- (a) The loss costs for School and Church Buses have been calculated by a relativity of 0.55 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the School and Church Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.65 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.70 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$500 Med Pay
101	11.1%	7.1%
102	19.2%	15.4%
103	8.5%	7.7%
104	7.0%	0.0%
106	10.1%	10.0%
109	12.8%	8.3%
112	12.5%	9.1%
120	11.1%	10.0%
121	8.4%	9.1%
122	9.3%	0.0%
123	8.8%	9.1%
124	12.5%	8.3%
125	11.1%	18.2%
126	13.5%	9.1%
127	9.2%	9.1%
128	8.2%	9.1%
129	8.9%	8.3%
130	10.1%	9.1%

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive (a)	Collision (b)	
101			
102			
103			
104			
106			
109			
112			
120			
121			
122			
123			
124			
125			
126			
127			
128			
129			
130			

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected due to the modest indication.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Liability	\$500	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
101	1942	15	90	156	84
102	1835	15	74	172	69
103	1414	14	81	140	76
104	1444	13	74	155	69
106	1125	11	71	131	67
109	1072	13	95	169	88
112	1064	12	79	121	74
120	1144	11	80	155	75
121	931	12	89	152	83
122	980	9	79	124	74
123	980	12	88	147	82
124	1197	13	77	133	72
125	1626	13	83	164	78
126	1026	12	97	170	90
127	984	12	60	138	56
128	1098	12	82	144	77
129	1113	13	74	113	69
130	992	12	85	175	79

- (a) The loss costs for All Other Buses have been calculated by a relativity of 3.80 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the All Other Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.65 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.70 to the corresponding Trucks, Tractors, and Trailers loss cost.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/16	\$32,721,756	\$35,591,848	1.088	20%	3,439
06/30/17	\$33,579,241	\$38,526,129	1.147	30%	3,484
06/30/18	\$33,942,673	\$38,107,135	1.123	50%	3,530
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.124
(7)	EXPECTED EXPERIENCE RATIO (D).				1.040
(8)	CREDIBILITY (E).				0.95
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.120
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				12.0%
(11)	FILED CHANGE.				12.0%
(A)	TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 3 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				



INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - TRUCKS, TRACTORS AND TRAILERS (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	06/30/14	\$4,522,701	\$4,181,067	0.924	10%	616
	06/30/15	\$4,545,379	\$4,701,963	1.034	15%	648
	06/30/16	\$4,713,385	\$4,640,569	0.985	20%	667
	06/30/17	\$4,773,889	\$5,367,850	1.124	25%	712
	06/30/18	\$4,780,973	\$4,219,113	0.882	30%	643
COLL.	06/30/16	\$12,732,222	\$13,479,558	1.059	20%	1,230
	06/30/17	\$13,079,392	\$11,861,247	0.907	30%	1,236
	06/30/18	\$13,556,214	\$14,417,616	1.064	50%	1,326

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	0.990	1.016
(7)	EXPECTED EXPERIENCE RATIO (D).	1.059	1.030
(8)	CREDIBILITY (E).	0.50	0.90
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).	1.025	1.017
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	2.5%	1.7%
(11)	FILED CHANGE.	N.C.	N.C.
(A)	TRUCK, TRACTOR AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.		
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).		
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.		
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).		
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 11,000 CLAIMS FOR O.T.C. AND 4,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).		

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
TRUCKS, TRACTORS AND TRAILERS  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/14	\$2,291,058	----
	06/30/15	\$2,757,474	----
	06/30/16	\$2,912,552	\$9,544,966
	06/30/17	\$3,600,580	\$8,822,087
	06/30/18	\$2,945,213	\$11,475,993
(2) DEVELOPED LOSSES AND	06/30/14	\$2,588,896	----
ALL LOSS ADJUSTMENT	06/30/15	\$3,115,946	----
EXPENSES (A)	06/30/16	\$3,291,184	\$10,775,026
	06/30/17	\$4,072,724	\$9,909,145
	06/30/18	\$3,424,605	\$12,591,804
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.0%	4.5%
(4) TRENDED LOSSES AND	06/30/14	\$4,181,067	----
ALL LOSS ADJUSTMENT	06/30/15	\$4,701,963	----
EXPENSES (B)	06/30/16	\$4,640,569	\$13,479,558
	06/30/17	\$5,367,850	\$11,861,247
	06/30/18	\$4,219,113	\$14,417,616
(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:			
1 - LOSS ADJUSTMENT EXPENSE FACTORS:		O.T.C	COLL.
		1.130	1.130
2 - LOSS DEVELOPMENT FACTORS:	YEAR ENDING	O.T.C.	COLL.
	06/30/14	1.000	-----
	06/30/15	1.000	-----
	06/30/16	1.000	0.999
	06/30/17	1.001	0.994
	06/30/18	1.029	0.971
(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	1/1/14	7.083	-----
06/30/15	1/1/15	6.083	-----
06/30/16	1/1/16	5.083	5.083
06/30/17	1/1/17	4.083	4.083
06/30/18	1/1/18	3.083	3.083

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
TRUCKS, TRACTORS AND TRAILERS  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE TRENDED  
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	06/30/14	\$4,215,006	----
AT CURRENT LEVEL	06/30/15	\$4,280,018	----
	06/30/16	\$4,480,404	\$11,800,020
	06/30/17	\$4,585,868	\$12,304,226
	06/30/18	\$4,637,219	\$12,947,673
(2) SELECTED ANNUAL OCN			
TREND (SEE TREND		1.0%	1.5%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	06/30/14	\$4,522,701	----
LOSS COSTS AT	06/30/15	\$4,545,379	----
CURRENT LEVEL (A)	06/30/16	\$4,713,385	\$12,732,222
	06/30/17	\$4,773,889	\$13,079,392
	06/30/18	\$4,780,973	\$13,556,214

(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) \* ((1.0 + (2)) \*\* N),  
WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF  
WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF  
02/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	7/1/13	7.083	-----
06/30/15	7/1/14	6.083	-----
06/30/16	7/1/15	5.083	5.083
06/30/17	7/1/16	4.083	4.083
06/30/18	7/1/17	3.083	3.083

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/14	\$5,869,937	\$6,793,835	1.157	10%	684
06/30/15	\$5,745,005	\$5,957,153	1.037	15%	630
06/30/16	\$5,635,254	\$5,699,392	1.011	20%	684
06/30/17	\$5,560,232	\$5,975,762	1.075	25%	582
06/30/18	\$5,511,937	\$6,128,287	1.112	30%	628
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.077
(7)	EXPECTED EXPERIENCE RATIO (D).				1.040
(8)	CREDIBILITY (E).				0.50
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				1.059
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				5.9%
(11)	FILED CHANGE.				5.9%
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
PRIVATE PASSENGER TYPES  
AUTOMOBILE LIABILITY INSURANCE  
DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	06/30/14	\$3,066,779	\$1,649,321	
ALLOCATED LOSS	06/30/15	\$2,670,293	\$1,590,978	
ADJUSTMENT EXPENSES	06/30/16	\$2,118,757	\$2,014,063	
	06/30/17	\$2,560,793	\$1,763,931	
	06/30/18	\$2,505,247	\$1,717,089	
(2) DEVELOPED LOSSES AND	06/30/14	\$3,316,568	\$1,817,882	
ALL LOSS ADJUSTMENT	06/30/15	\$2,927,976	\$1,755,326	
EXPENSES (A)	06/30/16	\$2,432,545	\$2,224,331	
	06/30/17	\$3,121,735	\$1,961,668	
	06/30/18	\$3,466,072	\$1,956,795	
(3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		4.0%	4.1%	4.0%
EXHIBIT IN SECTION C)				
(4) TRENDED LOSSES AND	06/30/14	\$4,377,870	\$2,415,965	\$6,793,835
ALL LOSS ADJUSTMENT	06/30/15	\$3,715,602	\$2,241,551	\$5,957,153
EXPENSES (B)	06/30/16	\$2,970,137	\$2,729,254	\$5,699,392
	06/30/17	\$3,664,917	\$2,310,845	\$5,975,762
	06/30/18	\$3,913,195	\$2,215,092	\$6,128,287

(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: B.I. 1.075 P.D. 1.100

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	B.I.	P.D.
06/30/14	1.006	1.002
06/30/15	1.020	1.003
06/30/16	1.068	1.004
06/30/17	1.134	1.011
06/30/18	1.287	1.036

(B) TRENDED LOSSES ARE EQUAL TO (2) \* ( (1.0 + (3)) \*\* N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/14	1/1/14	7.083
06/30/15	1/1/15	6.083
06/30/16	1/1/16	5.083
06/30/17	1/1/17	4.083
06/30/18	1/1/18	3.083

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - PRIVATE PASSENGER TYPES (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	06/30/14	\$1,206,051	\$1,155,721	0.958	10%	319
	06/30/15	\$1,177,011	\$1,014,694	0.862	15%	299
	06/30/16	\$1,130,850	\$1,243,850	1.100	20%	315
	06/30/17	\$1,125,833	\$1,246,700	1.107	25%	304
	06/30/18	\$1,107,445	\$1,140,382	1.030	30%	307
COLL.	06/30/16	\$3,373,143	\$3,302,235	0.979	20%	530
	06/30/17	\$3,272,419	\$2,989,309	0.913	30%	467
	06/30/18	\$3,143,911	\$3,164,083	1.006	50%	469

	O.T.C.	COLLISION
(6) AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.031	0.973
(7) EXPECTED EXPERIENCE RATIO (D).	1.059	1.039
(8) CREDIBILITY (E).	0.40	0.60
(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).	1.048	0.999
(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	4.8%	-0.1%
(11) FILED CHANGE.	4.8%	N.C.

- (A) PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 8,500 CLAIMS FOR O.T.C. AND 3,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
PRIVATE PASSENGER TYPES  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/14	\$633,289	----
	06/30/15	\$595,069	----
	06/30/16	\$780,675	\$2,338,335
	06/30/17	\$836,246	\$2,227,853
	06/30/18	\$800,729	\$2,582,343
(2) DEVELOPED LOSSES AND	06/30/14	\$715,617	----
ALL LOSS ADJUSTMENT	06/30/15	\$672,428	----
EXPENSES (A)	06/30/16	\$882,163	\$2,639,676
	06/30/17	\$945,903	\$2,497,334
	06/30/18	\$925,635	\$2,763,391
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.0%	4.5%
(4) TRENDED LOSSES AND	06/30/14	\$1,155,721	----
ALL LOSS ADJUSTMENT	06/30/15	\$1,014,694	----
EXPENSES (B)	06/30/16	\$1,243,850	\$3,302,235
	06/30/17	\$1,246,700	\$2,989,309
	06/30/18	\$1,140,382	\$3,164,083

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

O.T.C	COLL.
1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
06/30/14	1.000	-----
06/30/15	1.000	-----
06/30/16	1.000	0.999
06/30/17	1.001	0.992
06/30/18	1.023	0.947

(B) TRENDED LOSSES ARE EQUAL TO (2) \* ((1.0 + (3)) \*\* N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 02/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	1/1/14	7.083	-----
06/30/15	1/1/15	6.083	-----
06/30/16	1/1/16	5.083	5.083
06/30/17	1/1/17	4.083	4.083
06/30/18	1/1/18	3.083	3.083

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
PRIVATE PASSENGER TYPES  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE TRENDED  
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	06/30/14	\$1,123,999	---
AT CURRENT LEVEL	06/30/15	\$1,108,297	---
	06/30/16	\$1,074,952	\$3,271,720
	06/30/17	\$1,081,492	\$3,192,604
	06/30/18	\$1,074,146	\$3,085,290
(2) SELECTED ANNUAL OCN			
TREND (SEE TREND		1.0%	0.6%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	06/30/14	\$1,206,051	----
LOSS COSTS AT	06/30/15	\$1,177,011	----
CURRENT LEVEL (A)	06/30/16	\$1,130,850	\$3,373,143
	06/30/17	\$1,125,833	\$3,272,419
	06/30/18	\$1,107,445	\$3,143,911

(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) \* ((1.0 + (2)) \*\* N),  
WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF  
WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF  
02/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/14	7/1/13	7.083	-----
06/30/15	7/1/14	6.083	-----
06/30/16	7/1/15	5.083	5.083
06/30/17	7/1/16	4.083	4.083
06/30/18	7/1/17	3.083	3.083

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 COMMERCIAL AUTOMOBILE INSURANCE  
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	ADV
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2018	COST	06/30/2018	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	9037	509.53	547.21	1.074	0.40	1.075	0.991	460	511	511	11.1%
102	12563	452.35	557.14	1.232	0.50	1.154	1.064	405	483	483	19.3%
103	5993	377.26	374.93	0.994	0.30	1.051	0.969	343	372	372	8.5%
104	7433	380.07	357.72	0.941	0.30	1.036	0.955	355	380	380	7.0%
106	663	286.80	238.65	0.832	0.05	1.064	0.981	269	296	296	10.0%
109	10853	261.95	295.26	1.127	0.30	1.091	1.006	250	282	282	12.8%
112	2754	271.41	317.78	1.171	0.15	1.090	1.005	249	280	280	12.4%
120	106	252.03	384.90	1.527	0.00	1.076	0.992	271	301	301	11.1%
121	2584	249.88	224.25	0.897	0.15	1.049	0.967	226	245	245	8.4%
122	946	265.05	198.11	0.747	0.05	1.060	0.977	236	258	258	9.3%
123	3503	268.18	248.99	0.928	0.15	1.054	0.971	237	258	258	8.9%
124	2167	301.54	353.04	1.171	0.15	1.090	1.005	280	315	315	12.5%
125	10772	408.66	439.41	1.075	0.40	1.076	0.992	385	428	428	11.2%
126	17399	249.72	283.73	1.136	0.40	1.100	1.014	238	270	270	13.4%
127	1869	242.31	221.78	0.915	0.10	1.060	0.977	237	259	259	9.3%
128	5805	288.00	267.87	0.930	0.20	1.047	0.965	267	289	289	8.2%
129	2783	291.78	275.77	0.945	0.15	1.056	0.973	269	293	293	8.9%
130	2041	288.56	288.47	1.000	0.10	1.068	0.984	237	261	261	10.1%
SW	99271	341.92	367.97	1.076		1.085					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 12.0 PERCENT.

\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 COMMERCIAL AUTOMOBILE INSURANCE  
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T E R R	EARNED CAR YRS YR ENDED 06/30/2018	\$100000 UND LOSS COST	EXPER LOSS COST 5 YRS END 06/30/2018	EXPER RATIO	CRED	FORM RATIO	INDEX (6) TO STATE	BASE CLASS LOSS COST PRES	BASE CLASS LOSS COST IND*	BASE CLASS LOSS COST REV	ADV LOSS COST CHG**
101	2481	422.00	490.35	1.162	0.20	1.091	1.011	415	444	444	7.0%
102	2675	324.49	361.07	1.113	0.20	1.081	1.002	319	338	338	6.0%
103	1346	320.19	450.07	1.406	0.15	1.123	1.041	318	350	350	10.1%
104	1779	288.08	363.77	1.263	0.15	1.102	1.021	284	307	307	8.1%
106	134	230.48	337.38	1.464	0.00	1.073	0.994	225	237	237	5.3%
109	1453	277.43	325.15	1.172	0.10	1.083	1.004	277	294	294	6.1%
112	410	269.89	286.38	1.061	0.05	1.072	0.994	266	280	280	5.3%
120	10	303.60	0.00	0.000	0.00	1.073	0.994	283	298	298	5.3%
121	385	283.42	230.40	0.813	0.05	1.060	0.982	282	293	293	3.9%
122	102	267.09	203.16	0.761	0.00	1.073	0.994	263	277	277	5.3%
123	601	240.49	167.40	0.696	0.05	1.054	0.977	236	244	244	3.4%
124	305	248.21	153.43	0.618	0.05	1.050	0.973	246	253	253	2.8%
125	2203	291.04	309.28	1.063	0.15	1.072	0.994	289	304	304	5.2%
126	2401	214.20	193.66	0.904	0.15	1.048	0.971	214	220	220	2.8%
127	470	258.24	247.84	0.960	0.05	1.067	0.989	253	265	265	4.7%
128	897	288.08	206.01	0.715	0.10	1.037	0.961	285	290	290	1.8%
129	579	255.73	108.71	0.425	0.05	1.041	0.965	254	260	260	2.4%
130	279	236.18	267.31	1.132	0.05	1.076	0.997	237	250	250	5.5%
SW	18510	297.78	319.42	1.073		1.079					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 5.9 PERCENT.

\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COMPREHENSIVE

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T E R R I T O R Y	EARNED CAR YRS YR ENDED 06/30/2018	UND LOSS COST	EXPER LOSS COST 5 YRS END 06/30/2018	EXPER RATIO	CRED	FORM RATIO	INDEX (6) TO STATE	BASE CLASS LOSS COST PRES	BASE CLASS LOSS COST IND*
101	5344	89.99	71.79	0.798	0.15	0.957	0.978	128	128
102	8493	76.18	73.04	0.959	0.15	0.981	1.002	106	109
103	3971	77.82	115.74	1.487	0.10	1.035	1.057	115	125
104	4358	70.26	60.41	0.860	0.10	0.973	0.994	106	108
106	417	70.09	93.13	1.329	0.05	1.002	1.023	102	107
109	5636	80.29	88.90	1.107	0.15	1.003	1.025	135	142
112	1591	78.72	78.79	1.001	0.05	0.986	1.007	113	117
120	49	76.44	0.00	0.000	0.00	0.985	1.006	114	118
121	1500	86.22	122.84	1.425	0.05	1.007	1.029	127	134
122	433	71.55	55.25	0.772	0.00	0.985	1.006	113	117
123	1902	80.56	75.58	0.938	0.05	0.983	1.004	125	129
124	1336	73.42	119.01	1.621	0.05	1.017	1.039	110	117
125	7204	81.37	69.00	0.848	0.15	0.964	0.985	119	120
126	10056	87.73	73.90	0.842	0.20	0.956	0.977	138	138
127	1251	56.51	56.76	1.004	0.05	0.986	1.007	86	89
128	3488	73.84	69.71	0.944	0.10	0.981	1.002	117	120
129	1873	71.81	64.22	0.894	0.05	0.980	1.001	105	108
130	1078	78.24	123.53	1.579	0.05	1.015	1.037	121	129
SW	59980	79.71	78.54	0.985		0.979			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 2.5 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE  
INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COLLISION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T E R R	EARNED CAR YRS YR ENDED 06/30/2018	UND LOSS COST	EXPER LOSS COST 5 YRS END 06/30/2018	EXPER RATIO	CRED	FORM RATIO	INDEX (6) TO STATE	BASE CLASS LOSS COST PRES	BASE CLASS LOSS COST IND*
101	5527	225.38	239.67	1.063	0.40	1.012	1.039	240	254
102	8810	267.00	253.31	0.949	0.45	0.965	0.991	264	266
103	4173	186.60	193.30	1.036	0.30	0.995	1.022	215	223
104	4700	201.08	184.27	0.916	0.30	0.959	0.985	238	238
106	428	164.42	115.42	0.702	0.05	0.964	0.990	201	202
109	5982	225.11	206.10	0.916	0.30	0.959	0.985	260	261
112	1645	170.53	183.61	1.077	0.15	0.993	1.020	186	193
120	48	172.41	106.41	0.617	0.00	0.978	1.004	239	244
121	1597	209.94	224.73	1.070	0.15	0.992	1.018	234	242
122	357	157.69	87.04	0.552	0.05	0.957	0.983	190	190
123	1950	194.37	206.87	1.064	0.15	0.991	1.017	226	234
124	1213	194.37	199.67	1.027	0.15	0.985	1.011	204	210
125	7550	228.30	244.21	1.070	0.40	1.015	1.042	253	268
126	10513	222.83	189.57	0.851	0.40	0.927	0.952	261	253
127	1246	164.69	226.01	1.372	0.15	1.037	1.065	213	231
128	3424	181.92	153.28	0.843	0.20	0.951	0.976	222	220
129	1745	189.31	167.81	0.886	0.15	0.964	0.990	174	175
130	1221	243.75	386.36	1.585	0.10	1.039	1.067	269	292
SW	62129	218.19	213.46	0.978		0.974			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.7 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE  
INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
 COMMERCIAL AUTOMOBILE INSURANCE  
 PHYSICAL DAMAGE - COMPREHENSIVE

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T E R R	EARNED CAR YRS YR ENDED 06/30/2018	UND LOSS COST	EXPER LOSS COST 5 YRS END 06/30/2018	EXPER RATIO	CRED	FORM RATIO	INDEX (6) TO STATE	BASE CLASS LOSS COST PRES	BASE CLASS LOSS COST IND*	BASE CLASS LOSS COST REV	ADV LOSS COST CHG**
101	1716	72.90	65.06	0.892	0.15	1.005	0.980	66	68	68	3.0%
102	1982	80.85	88.60	1.096	0.15	1.036	1.010	75	79	79	5.3%
103	1012	76.57	80.10	1.046	0.10	1.027	1.001	70	73	73	4.3%
104	1183	87.77	109.00	1.242	0.10	1.047	1.020	78	83	83	6.4%
106	103	80.09	177.49	2.216	0.00	1.025	0.999	69	72	72	4.3%
109	837	128.83	110.00	0.854	0.10	1.008	0.982	129	133	133	3.1%
112	318	63.67	95.17	1.495	0.05	1.049	1.022	59	63	63	6.8%
120	6	53.27	0.00	0.000	0.00	1.025	0.999	74	77	77	4.1%
121	263	84.72	13.07	0.154	0.00	1.025	0.999	75	79	79	5.3%
122	76	71.45	155.57	2.177	0.00	1.025	0.999	74	77	77	4.1%
123	378	110.06	96.91	0.881	0.05	1.018	0.992	99	103	103	4.0%
124	165	90.12	62.24	0.691	0.00	1.025	0.999	84	88	88	4.8%
125	1643	82.48	84.86	1.029	0.10	1.025	0.999	73	76	76	4.1%
126	1589	107.39	116.32	1.083	0.15	1.034	1.008	102	108	108	5.9%
127	374	58.86	37.79	0.642	0.05	1.006	0.981	57	59	59	3.5%
128	588	80.95	86.63	1.070	0.05	1.027	1.001	75	79	79	5.3%
129	383	68.92	45.83	0.665	0.05	1.007	0.981	70	72	72	2.9%
130	183	97.22	153.82	1.582	0.05	1.053	1.026	91	98	98	7.7%
SW	12799	86.53	88.68	1.025		1.026					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 4.8 PERCENT.

\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COLLISION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T E R R	EARNED CAR YRS YR ENDED 06/30/2018	UND LOSS COST	EXPER LOSS COST 5 YRS END 06/30/2018	EXPER RATIO	CRED	FORM RATIO	INDEX (6) TO STATE	BASE CLASS LOSS COST PRES	BASE CLASS LOSS COST IND*
101	1548	334.53	382.21	1.143	0.30	1.024	1.047	393	411
102	1885	292.19	262.95	0.900	0.35	0.947	0.968	359	347
103	939	281.99	325.33	1.154	0.25	1.018	1.041	340	354
104	1111	274.44	283.76	1.034	0.25	0.988	1.010	325	328
106	107	174.73	28.37	0.162	0.00	0.973	0.995	207	206
109	785	222.29	212.91	0.958	0.20	0.970	0.992	290	287
112	297	214.59	220.38	1.027	0.10	0.978	1.000	271	271
120	6	172.38	0.00	0.000	0.00	0.973	0.995	332	330
121	205	326.42	271.10	0.831	0.10	0.959	0.981	394	386
122	48	268.40	335.23	1.249	0.05	0.987	1.009	338	341
123	327	229.32	266.42	1.162	0.10	0.992	1.014	277	281
124	167	219.01	186.83	0.853	0.05	0.967	0.989	282	279
125	1567	259.92	252.83	0.973	0.30	0.973	0.995	308	306
126	1461	205.76	188.91	0.918	0.25	0.959	0.981	264	259
127	364	204.46	145.30	0.711	0.10	0.947	0.968	272	263
128	555	268.84	176.34	0.656	0.15	0.925	0.946	328	310
129	357	230.43	213.06	0.925	0.10	0.968	0.990	309	306
130	169	251.24	156.79	0.624	0.05	0.956	0.978	319	312
SW	11898	264.24	257.12	0.973		0.978			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF -0.1 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE  
INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

## INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE LIABILITY INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Unallocated Loss Adjustment Expense Factor

		<u>Bodily Injury</u> (000's)					3 YR.	5 YR.
<u>ITEM</u>		<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>AVG</u>	<u>AVG</u>
(1)	Direct Losses Incurred	4,201,981	4,808,966	5,392,813	5,762,768	6,343,079		
(2)	Allocated Loss Adjustment Expenses Incurred	480,882	516,366	609,253	669,634	692,813		
(3)	Unallocated Loss Adjustment Expense Incurred	431,513	471,206	478,672	478,481	509,596		
(4)	Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	9.2%	8.8%	8.0%	7.4%	7.2%	7.6%	8.1%
(5)	Selected Factor							7.5%

		<u>Property Damage</u> (000's)					3 YR.	5 YR.
<u>ITEM</u>		<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>AVG</u>	<u>AVG</u>
(1)	Direct Losses Incurred	965,963	1,036,103	1,144,361	1,240,811	1,278,538		
(2)	Allocated Loss Adjustment Expenses Incurred	70,743	69,240	85,269	72,162	83,354		
(3)	Unallocated Loss Adjustment Expense Incurred	113,312	129,347	129,840	127,728	134,901		
(4)	Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	10.9%	11.7%	10.6%	9.7%	9.9%	10.1%	10.6%
(5)	Selected Factor							10.0%

All items are from Special Call Submission for available writers.

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Factor to Include all Loss Adjustment Expenses

		(000's)					3 YR.	5 YR.
ITEM	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>AVG</u>	<u>AVG</u>	
(1) Direct Losses Incurred	3,615,666	4,009,807	4,293,030	4,806,080	5,434,351			
(2) Loss Adjustment Expenses Incurred	581,191	657,537	578,445	622,951	702,920			
(3) Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.161	1.164	1.135	1.130	1.129	1.131	1.144	
(4) Selected							1.130	

Items (1) and (2) are from the Insurance Expense Exhibits for agency and direct writers.

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY  
 DETERMINATION OF FACTORS TO ADJUST ACCIDENT YEAR  
 LOSS RATIOS FOR SUBSEQUENT CHANGES

AVERAGE PAID CLAIM COST DATA

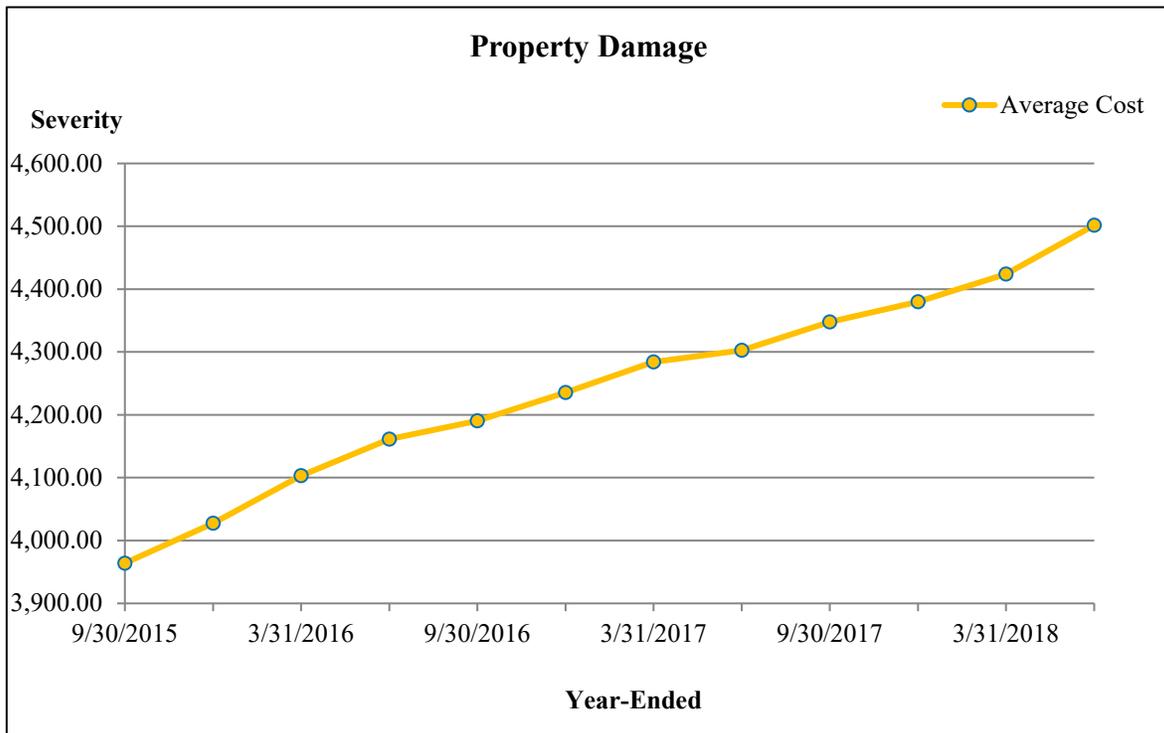
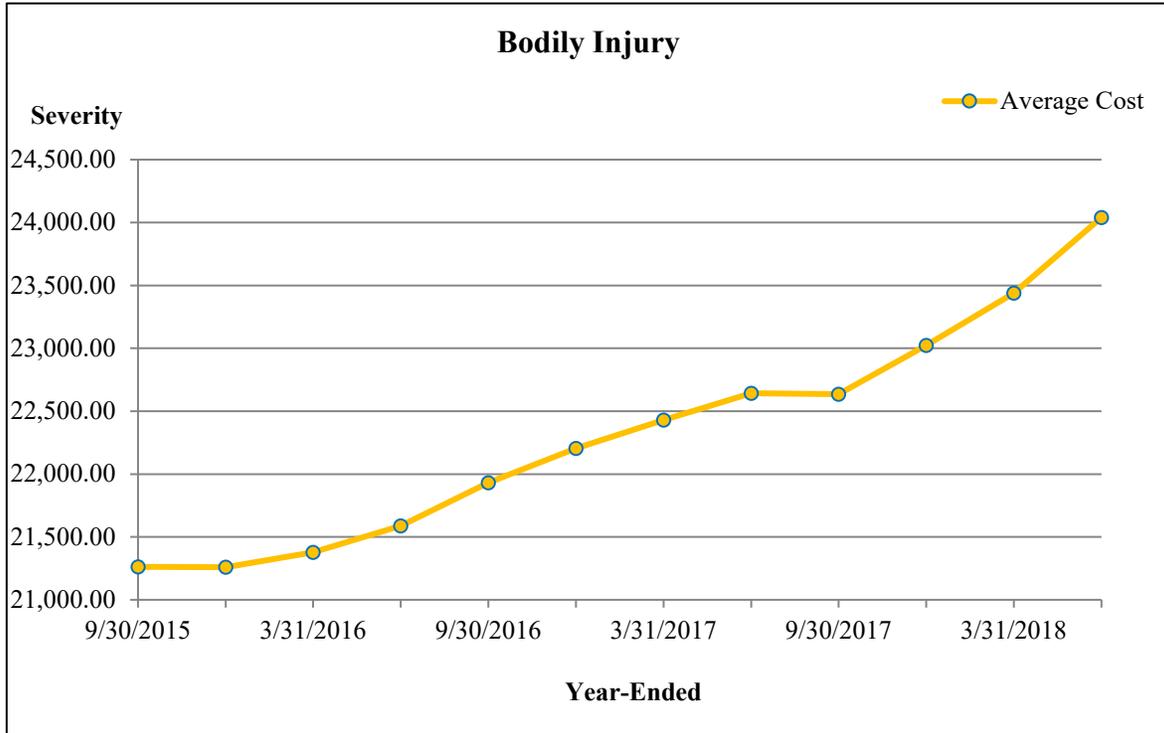
YEAR ENDED	TENNESSEE				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
9/30/2015	17957.52	18353.14	3905.48	4133.93	21261.31	21015.45	3963.97	4002.25
12/31/2015	18909.18	18211.16	4056.87	4169.15	21258.97	21243.88	4027.73	4044.58
3/31/2016	18536.82	18070.28	4254.37	4204.67	21376.81	21474.80	4103.35	4087.36
6/30/2016	17712.96	17930.49	4494.20	4240.49	21588.22	21708.23	4161.47	4130.59
9/30/2016	17360.61	17791.78	4448.82	4276.61	21930.55	21944.20	4190.36	4174.28
12/31/2016	17651.95	17654.15	4450.30	4313.04	22203.36	22182.74	4235.66	4218.43
3/31/2017	17610.64	17517.58	4346.60	4349.78	22430.72	22423.86	4284.35	4263.05
6/30/2017	17507.21	17382.06	4267.62	4386.84	22643.31	22667.61	4302.58	4308.14
9/30/2017	16795.98	17247.60	4382.97	4424.21	22633.82	22914.00	4347.57	4353.70
12/31/2017	16526.77	17114.17	4495.92	4461.90	23023.23	23163.08	4379.75	4399.75
3/31/2018	16957.14	16981.78	4455.86	4499.91	23439.05	23414.86	4423.88	4446.29
6/30/2018	17643.45	16850.41	4463.42	4538.25	24040.61	23669.38	4501.57	4493.31

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) TENNESSEE	-3.1%	3.5%
	(B) MULTISTATE	4.4%	4.3%
(10)	CREDIBILITY	0.05	0.25
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS { (10) * (9A) } + { (1.0 - (10)) * (9B) }	4.0%	4.1%
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	4.0%	4.1%

\* EXCLUDES MASSACHUSETTS

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile Liability  
Average Paid Claim Cost Experience  
Multistate\*



\*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY  
INCURRED CLAIM FREQUENCY

MULTISTATE\*

TRUCKS, TRACTORS, AND TRAILERS

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
6/30/2012	0.7612		2.7500	
9/30/2012	0.7516		2.7127	
12/31/2012	0.7534		2.6945	
3/31/2013	0.7484		2.7279	
6/30/2013	0.7589	-0.3% &	2.7639	0.5% &
9/30/2013	0.7694		2.8018	
12/31/2013	0.7702		2.8210	
3/31/2014	0.7840	4.8%	2.9082	6.6%
6/30/2014	0.7754		2.9083	
9/30/2014	0.7723		2.9127	
12/31/2014	0.7767		2.9117	
3/31/2015	0.7684	-2.0%	2.8802	-1.0%
6/30/2015	0.7757		2.8858	
9/30/2015	0.7839		2.9125	
12/31/2015	0.7967		2.9307	
3/31/2016	0.8078	5.1%	2.9037	0.8%
6/30/2016	0.8187		2.9153	
9/30/2016	0.8285		2.9235	
12/31/2016	0.8284		2.9209	
3/31/2017	0.8331	3.1%	2.9050	0.0%
6/30/2017	0.8390		2.8925	
9/30/2017	0.8304		2.8497	
12/31/2017	0.8272		2.8305	
3/31/2018	0.8280	-0.6%	2.8239	-2.8%

\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

&amp; CHANGE BASED ON YEAR ENDING 6/30/2013 divided by 6/30/2012

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY  
INCURRED CLAIM FREQUENCY

MULTISTATE\*

PRIVATE PASSENGER TYPES

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
6/30/2012	0.9028		3.2712	
9/30/2012	0.8854		3.2480	
12/31/2012	0.8634		3.1989	
3/31/2013	0.8516		3.1670	
6/30/2013	0.8458	-6.3% &	3.1241	-4.5% &
9/30/2013	0.8564		3.1394	
12/31/2013	0.8597		3.1663	
3/31/2014	0.8569	0.6%	3.2033	1.1%
6/30/2014	0.8583		3.2016	
9/30/2014	0.8479		3.1575	
12/31/2014	0.8453		3.1345	
3/31/2015	0.8264	-3.6%	3.1008	-3.2%
6/30/2015	0.8104		3.0724	
9/30/2015	0.8069		3.1098	
12/31/2015	0.8050		3.1191	
3/31/2016	0.8165	-1.2%	3.1152	0.5%
6/30/2016	0.8254		3.1415	
9/30/2016	0.8437		3.1337	
12/31/2016	0.8323		3.1157	
3/31/2017	0.8323	1.9%	3.0593	-1.8%
6/30/2017	0.8307		3.0153	
9/30/2017	0.8033		2.9280	
12/31/2017	0.8032		2.8939	
3/31/2018	0.8080	-2.9%	2.8799	-5.9%

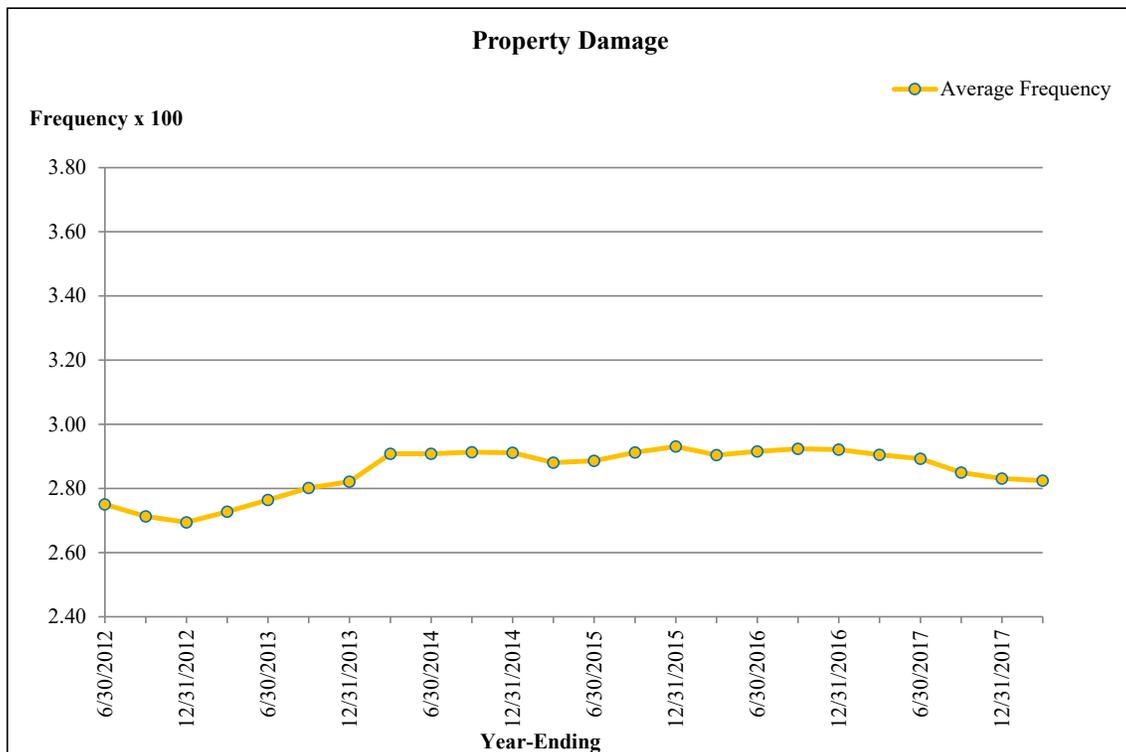
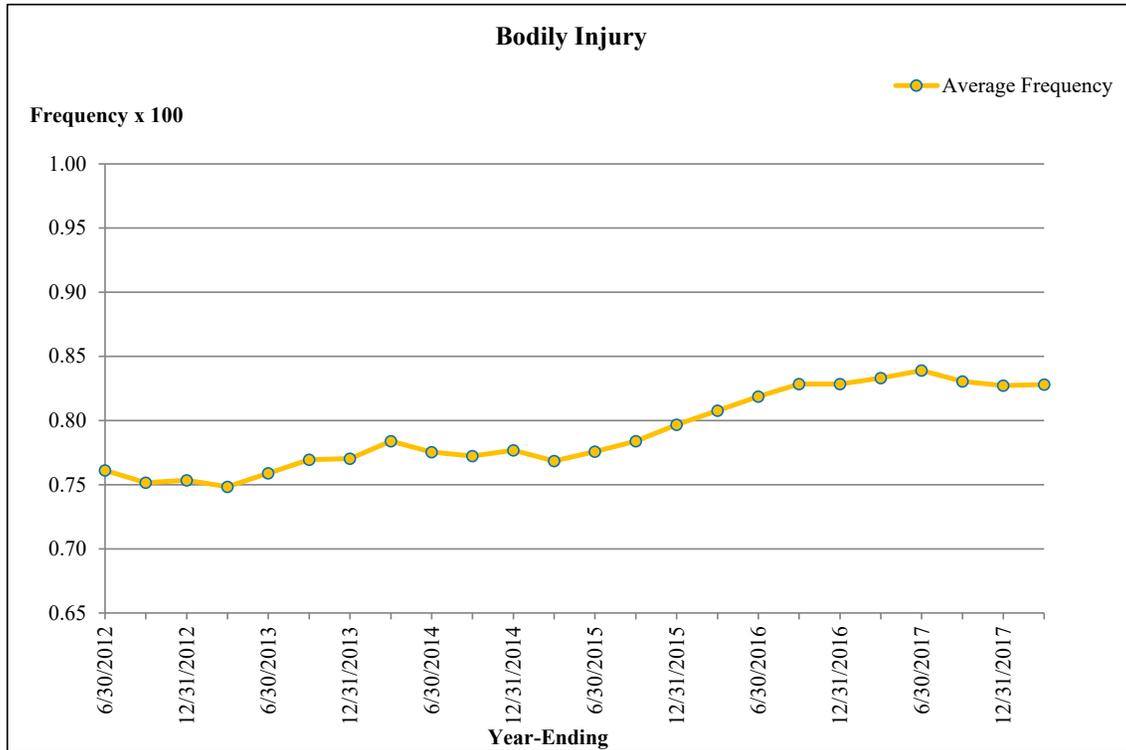
\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

&amp; CHANGE BASED ON YEAR ENDING 6/30/2013 divided by 6/30/2012

INSURANCE SERVICES OFFICE, INC.

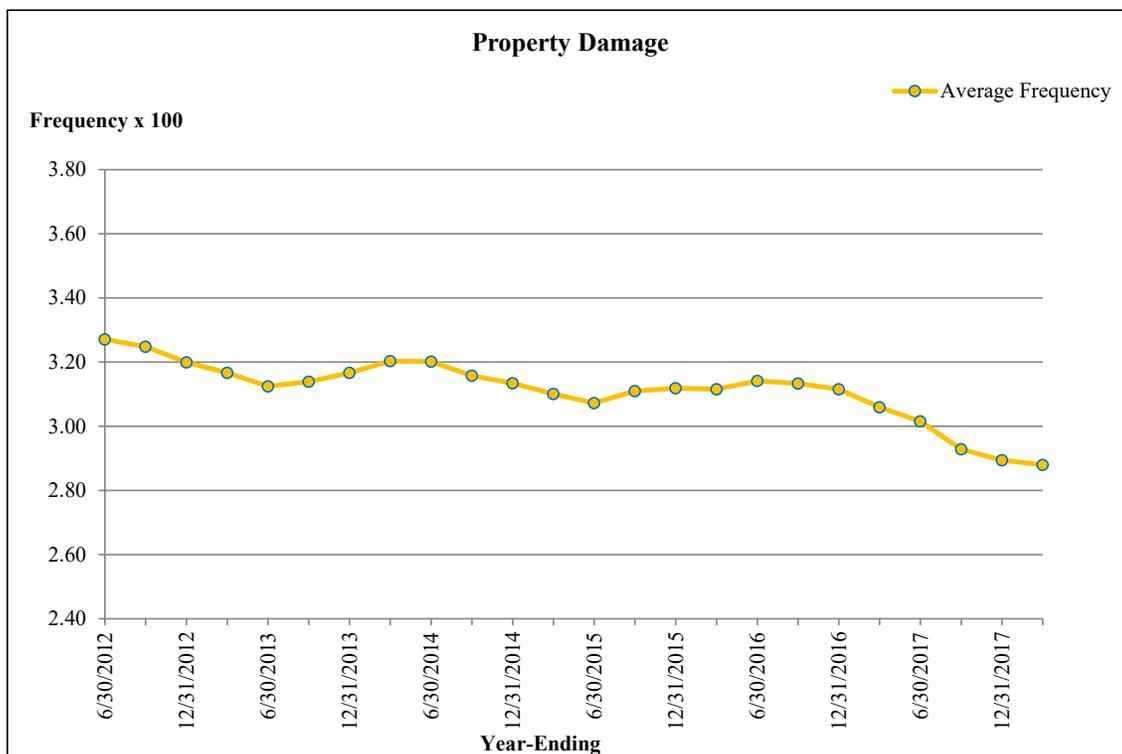
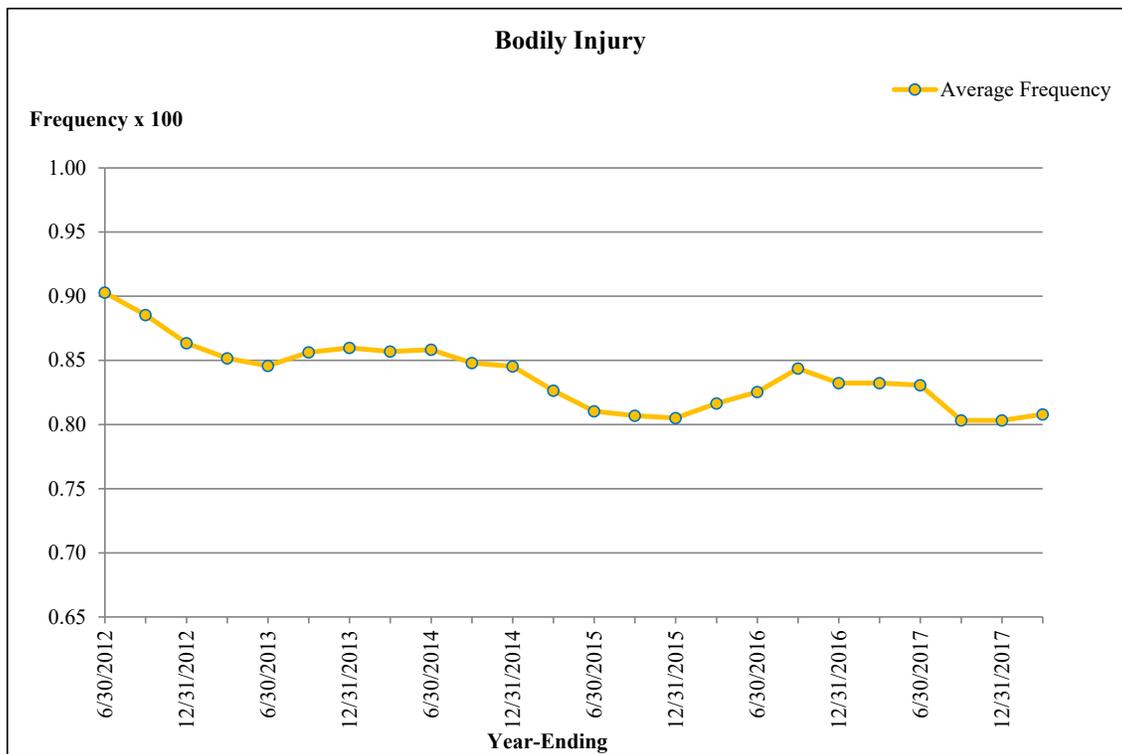
Commercial Automobile Liability  
 Incurred Claim Frequency Experience  
 Trucks, Tractors, and Trailers  
 Multistate\*



\*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile Liability  
 Incurred Claim Frequency Experience  
 Private Passenger Types  
 Multistate\*



\*Excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$250 Deductible		\$500 Deductible		\$1,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	2.39		1.39		0.92	
6/30/2014	2.48		1.40		0.91	
12/31/2014	2.44		1.37		0.90	
6/30/2015	2.33	-6.0%	1.35	-3.6%	0.89	-2.2%
12/31/2015	2.26		1.34		0.90	
6/30/2016	2.18	-6.4%	1.33	-1.5%	0.91	2.2%
12/31/2016	2.20		1.34		0.90	
6/30/2017	2.20	0.9%	1.36	2.3%	0.89	-2.2%
12/31/2017	2.22		1.39		0.92	
6/30/2018	2.28	3.6%	1.44	5.9%	0.93	4.5%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
Full	0.4%
\$50	0.5%
\$100	2.5%
\$200	0.2%
\$250	9.2%
\$500	38.1%
\$1,000	43.0%
\$2,000	3.9%
\$3,000	0.6%
\$5,000	1.6%

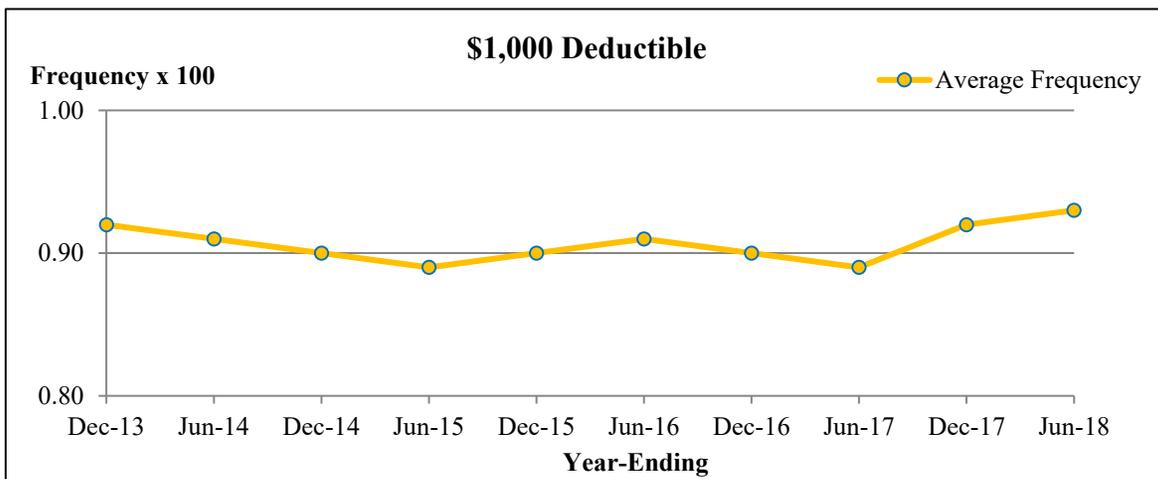
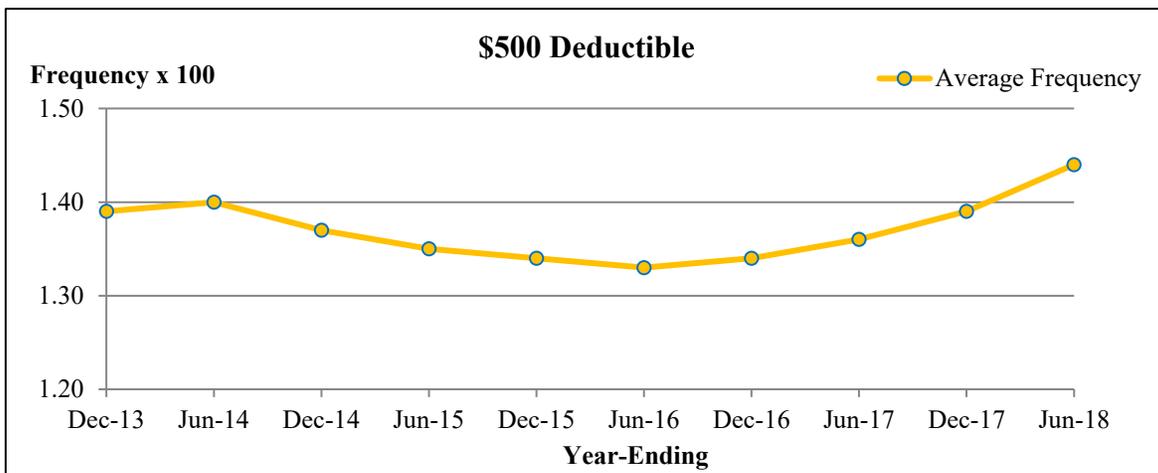
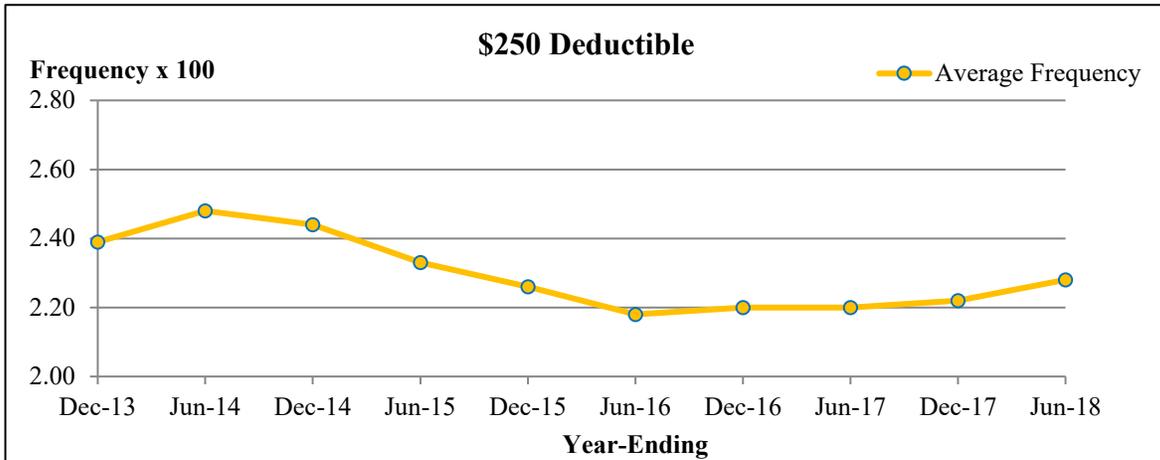
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$1,000, totaling 6.1% of losses, are excluded from the trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Trucks, Tractors & Trailers Physical Damage  
Other Than Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Other Than Collision

Severity Trend

Year Ending:	\$250 Deductible	\$500 Deductible	\$1,000 Deductible
12/31/2013	2,759.29	4,709.75	6,967.25
6/30/2014	2,863.12	4,929.48	7,272.90
12/31/2014	2,999.27	5,071.70	7,417.23
6/30/2015	3,070.47	5,129.15	7,426.77
12/31/2015	3,200.02	5,418.14	7,692.02
6/30/2016	3,449.12	5,614.54	8,017.54
12/31/2016	3,500.87	5,663.75	8,384.22
6/30/2017	3,588.48	5,949.85	8,752.41
12/31/2017	3,791.00	6,284.14	9,139.41
6/30/2018	3,811.56	6,272.76	9,239.69

Average Annual Change Using Exponential Fits:

10 point fit:	7.9%	6.8%	6.7%
8 point fit:	7.6%	6.9%	7.4%
6 point fit:	7.0%	6.6%	8.0%

Selected severity trend:	7.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	7.0%

\* Multistate data excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors, & Trailers Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	2.24		1.92		1.52	
6/30/2014	2.30		1.97		1.57	
12/31/2014	2.29		1.97		1.58	
6/30/2015	2.26	-1.6%	1.96	-0.5%	1.58	0.8%
12/31/2015	2.28		1.98		1.61	
6/30/2016	2.26	-0.2%	1.98	1.4%	1.62	2.2%
12/31/2016	2.35		2.06		1.67	
6/30/2017	2.38	5.2%	2.05	3.4%	1.68	3.8%
12/31/2017	2.32		2.00		1.65	
6/30/2018	2.33	-2.0%	2.03	-1.0%	1.70	1.1%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	1.9%
\$500	35.8%
\$1,000	52.4%
\$2,000	4.9%
\$3,000	1.4%
\$5,000	3.3%

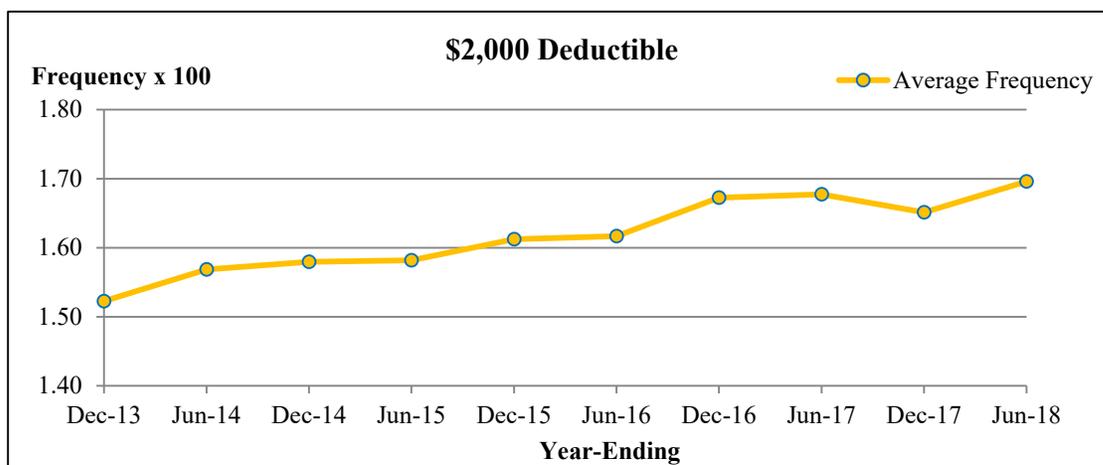
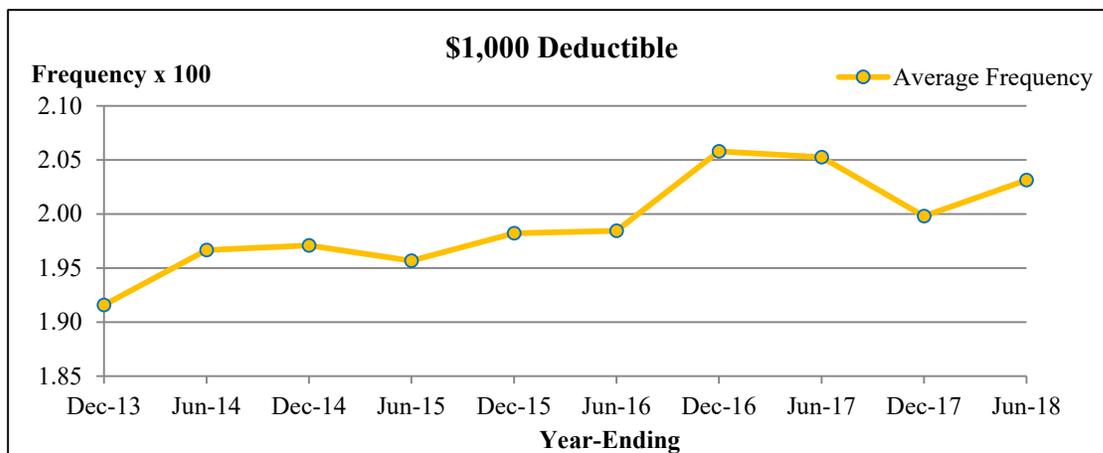
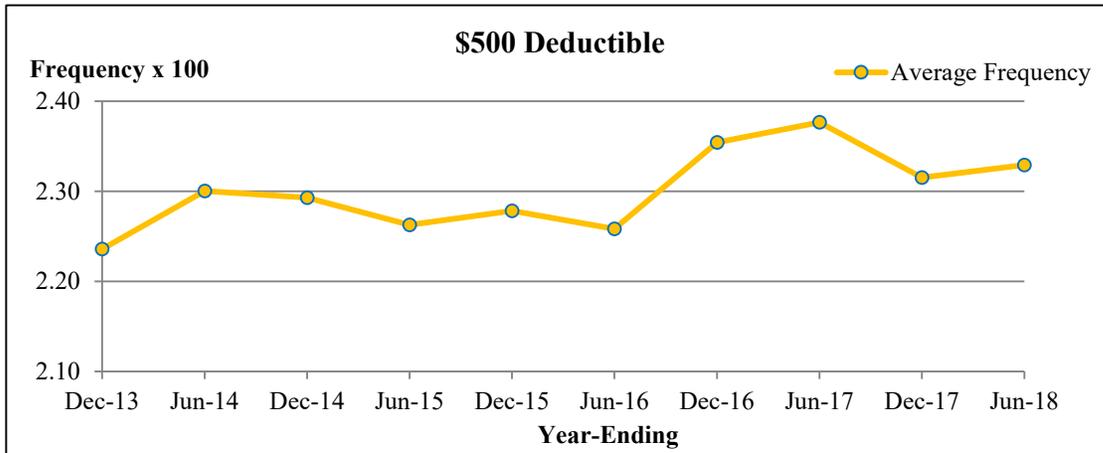
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 4.7% of losses, are excluded from trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Trucks, Tractors & Trailers Physical Damage  
Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
12/31/2013	7,869.70	9,516.59	10,293.45
6/30/2014	8,049.97	9,784.88	10,658.49
12/31/2014	8,348.08	10,113.58	11,064.67
6/30/2015	8,630.24	10,330.32	11,221.83
12/31/2015	8,762.94	10,520.79	11,416.54
6/30/2016	9,152.40	10,850.05	11,782.10
12/31/2016	9,316.56	11,031.25	11,963.07
6/30/2017	9,328.76	11,047.18	11,942.35
12/31/2017	9,693.23	11,349.54	12,246.10
6/30/2018	10,086.95	11,771.16	12,639.35

Average Annual Change Using Exponential Fits:

10 point fit:	5.4%	4.5%	4.2%
8 point fit:	5.2%	4.1%	3.7%
6 point fit:	5.1%	4.1%	3.6%

Selected severity trend:	4.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.5%

\* Multistate data excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$250 Deductible		\$500 Deductible		\$1,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	5.19		3.11		1.87	
6/30/2014	5.47		3.25		1.94	
12/31/2014	5.30		3.20		1.93	
6/30/2015	4.94	-9.7%	3.08	-5.3%	1.90	-2.1%
12/31/2015	4.95		3.15		1.96	
6/30/2016	4.96	0.3%	3.19	3.8%	1.98	4.6%
12/31/2016	4.97		3.10		1.92	
6/30/2017	4.83	-2.6%	3.00	-6.2%	1.88	-5.1%
12/31/2017	4.76		3.02		1.92	
6/30/2018	4.90	1.5%	3.11	4.0%	1.97	4.4%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
Full	0.3%
\$50	0.4%
\$100	3.2%
\$200	1.0%
\$250	12.1%
\$500	44.5%
\$1,000	36.1%
\$2,000	1.4%
\$3,000	0.4%
\$5,000	0.6%

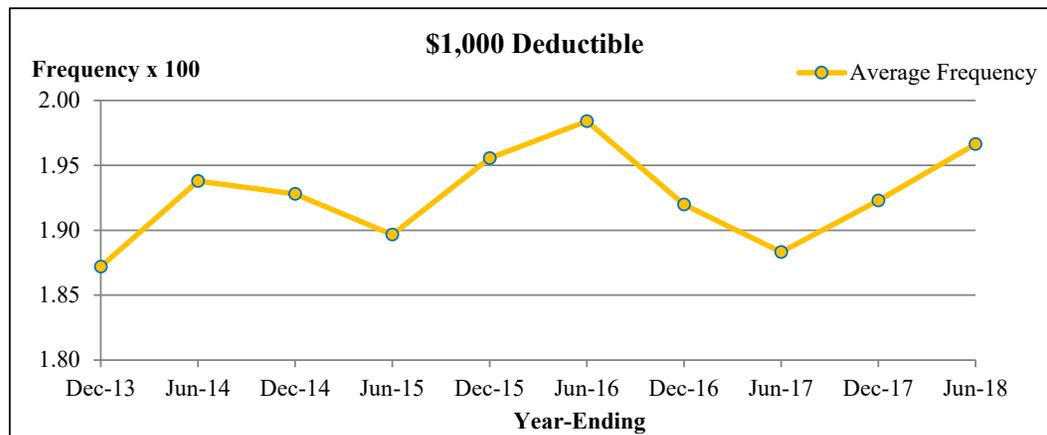
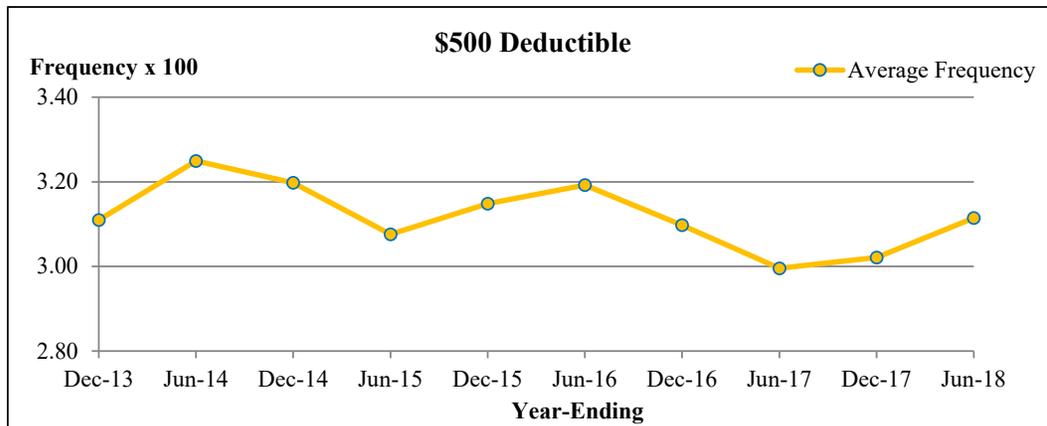
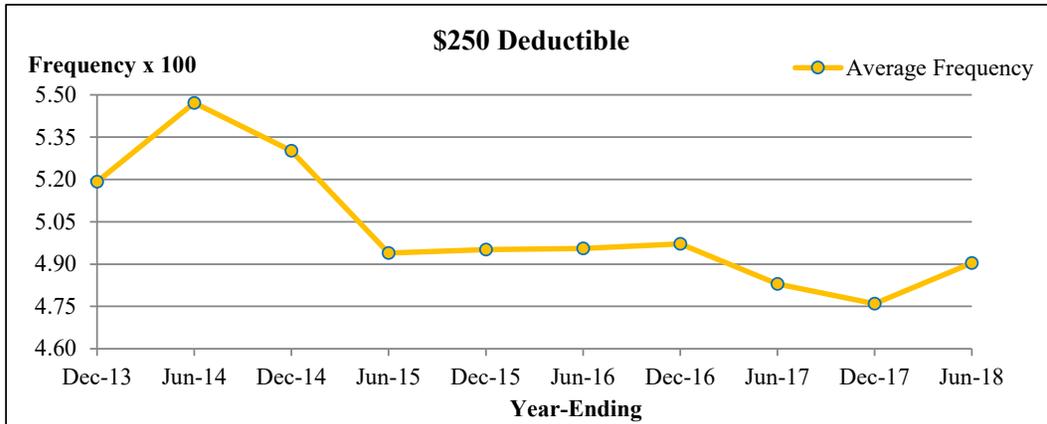
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$1,000, totaling 2.4% of losses, are excluded from trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
 Private Passenger Types Physical Damage  
 Other Than Collision Frequency Trend  
 Multistate\*



\*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Other Than Collision

Severity Trend

Year Ending:	\$250 Deductible	\$500 Deductible	\$1,000 Deductible
12/31/2013	1,360.85	1,872.54	2,571.50
6/30/2014	1,343.25	1,915.97	2,642.42
12/31/2014	1,436.90	2,012.16	2,777.64
6/30/2015	1,546.27	2,073.87	2,811.07
12/31/2015	1,646.83	2,190.04	2,886.66
6/30/2016	1,741.74	2,306.11	3,004.93
12/31/2016	1,745.09	2,316.15	3,009.07
6/30/2017	1,782.22	2,359.76	3,063.93
12/31/2017	1,875.72	2,532.30	3,358.84
6/30/2018	1,874.46	2,602.86	3,520.00

Average Annual Change Using Exponential Fits:

10 point fit:	8.5%	7.7%	6.6%
8 point fit:	7.6%	7.5%	6.7%
6 point fit:	5.2%	6.9%	8.0%

Selected severity trend:	7.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	7.0%

\* Multistate data excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2013	5.09		4.19		3.00	
6/30/2014	5.25		4.35		3.14	
12/31/2014	5.29		4.43		3.22	
6/30/2015	5.24	-0.2%	4.37	0.4%	3.21	2.2%
12/31/2015	5.26		4.41		3.26	
6/30/2016	5.16	-1.6%	4.37	0.1%	3.24	1.0%
12/31/2016	5.22		4.43		3.30	
6/30/2017	5.21	0.9%	4.41	0.8%	3.31	2.2%
12/31/2017	5.18		4.34		3.29	
6/30/2018	5.22	0.3%	4.44	0.6%	3.41	3.0%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
\$100	0.2%
\$200	0.2%
\$250	2.4%
\$500	45.3%
\$1,000	49.6%
\$2,000	1.3%
\$3,000	0.2%
\$5,000	0.7%

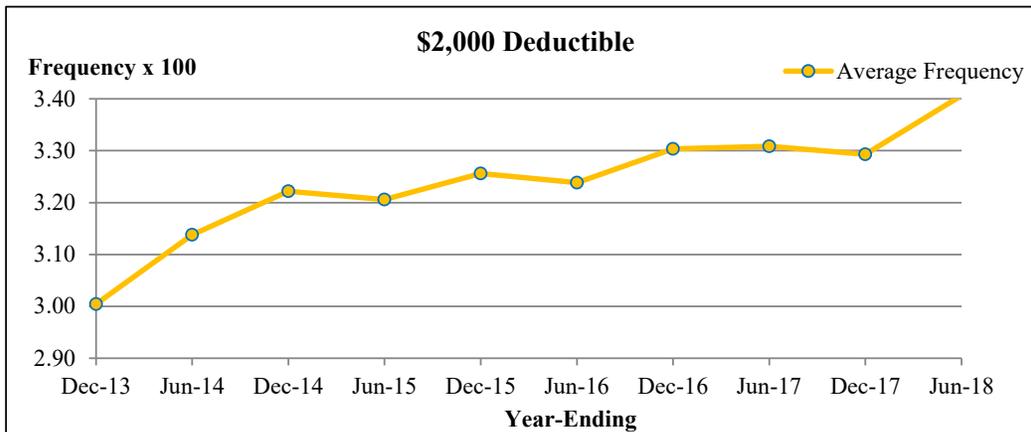
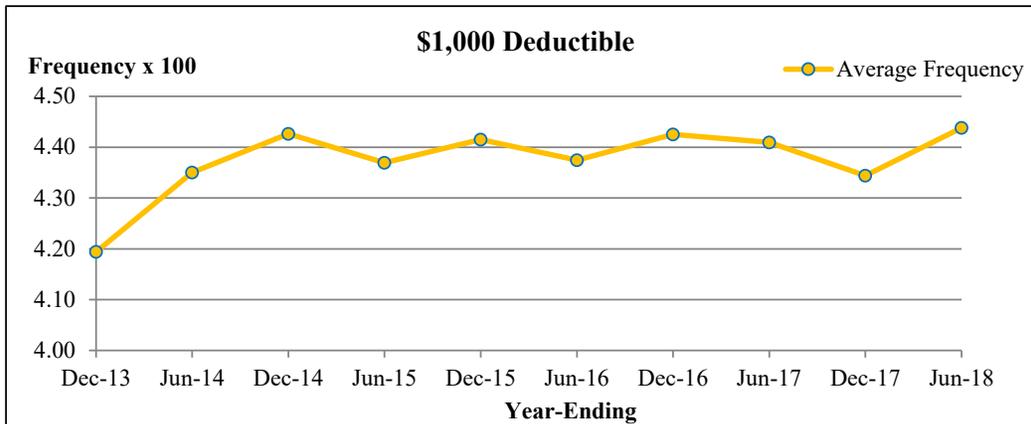
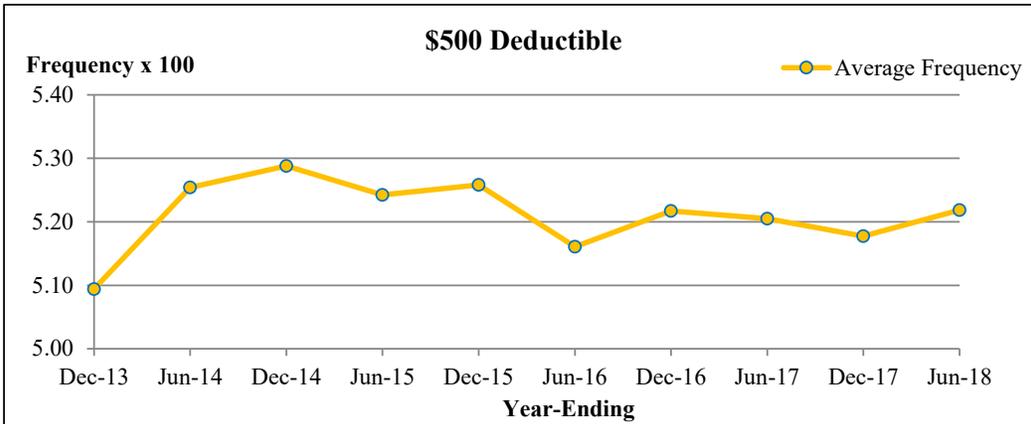
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 0.9% of losses, are excluded from trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Private Passenger Types Physical Damage  
Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
12/31/2013	5,035.91	5,505.92	6,089.53
6/30/2014	5,154.12	5,589.80	6,152.21
12/31/2014	5,380.21	5,739.20	6,321.36
6/30/2015	5,511.86	5,902.71	6,475.18
12/31/2015	5,625.36	6,055.31	6,602.68
6/30/2016	5,776.00	6,169.15	6,741.03
12/31/2016	5,929.36	6,234.58	6,793.48
6/30/2017	5,924.60	6,251.11	6,764.86
12/31/2017	6,016.10	6,420.74	6,911.57
6/30/2018	6,515.71	6,802.86	7,297.88

Average Annual Change Using Exponential Fits:

10 point fit:	5.1%	4.3%	3.6%
8 point fit:	4.8%	4.2%	3.4%
6 point fit:	5.0%	4.1%	3.3%

Selected severity trend:	4.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.5%

\* Multistate data excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

MULTISTATE  
TRUCKS, TRACTORS & TRAILERS  
PHYSICAL DAMAGE  
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
12/31/2013	1.230	1.372
6/30/2014	1.237	1.381
12/31/2014	1.242	1.390
6/30/2015	1.248	1.398
12/31/2015	1.254	1.407
6/30/2016	1.260	1.418
12/31/2016	1.266	1.429
6/30/2017	1.272	1.439
12/31/2017	1.279	1.451
6/30/2018	1.285	1.462

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	1.0%	1.4%
7 POINTS	1.0%	1.5%
5 POINTS	1.0%	1.5%
Selected Other Than Collision Physical Damage Annual OCN Trend:		1.0%
Selected Collision Physical Damage Annual OCN Trend:		1.5%

Data excludes the following state: Massachusetts

INSURANCE SERVICES OFFICE, INC.

MULTISTATE  
PRIVATE PASSENGER TYPES  
PHYSICAL DAMAGE  
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
12/31/2013	1.307	1.152
6/30/2014	1.313	1.154
12/31/2014	1.318	1.157
6/30/2015	1.324	1.161
12/31/2015	1.331	1.164
6/30/2016	1.338	1.168
12/31/2016	1.346	1.172
6/30/2017	1.353	1.176
12/31/2017	1.358	1.179
6/30/2018	1.363	1.182

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	1.0%	0.6%
7 POINTS	1.0%	0.6%
5 POINTS	0.9%	0.6%

Selected Other Than Collision Physical Damage Annual OCN Trend: 1.0%

Selected Collision Physical Damage Annual OCN Trend: 0.6%

Data excludes the following state: Massachusetts

## INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
Automobile Liability Insurance - Trucks, Tractors and Trailers  
Loss Development  
Incurred Losses and Expenses  
Bodily Injury

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2007	8,127,642	9,662,263	10,656,125	1.189	1.103
06/30/2008	7,811,906	9,525,048	10,687,348	1.219	1.122
06/30/2009	8,255,030	10,103,431	10,463,318	1.224	1.036
06/30/2010	7,215,312	8,990,093	9,767,759	1.246	1.087
06/30/2011	10,511,259	11,801,762	12,639,122	1.123	1.071
06/30/2012	9,414,283	9,800,330	10,481,871	1.041	1.070
06/30/2013	7,373,885	8,864,684	9,171,899	1.202	1.035
06/30/2014	9,507,785	11,280,454	12,152,844	1.186	1.077
06/30/2015	9,240,157	10,509,955	11,502,751	1.137	1.094
06/30/2016	12,064,647	13,533,428	13,517,142	1.122	0.999
06/30/2017	12,474,422	14,836,741		1.189	
06/30/2018	13,093,177				

(1) Average Factor (Best 3 of 5) :	(A) State	1.171	1.061
	(B) Multistate	1.245	1.118
(2) Credibility		0.930	0.760
(3) Credibility Weighted Factors		1.176	1.075

## Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2007	8,309,783	8,345,880	8,375,184	1.004	1.004
06/30/2008	8,129,799	8,401,223	8,356,943	1.033	0.995
06/30/2009	7,520,633	7,646,681	7,781,653	1.017	1.018
06/30/2010	6,848,644	6,923,683	6,920,069	1.011	0.999
06/30/2011	7,638,225	7,737,779	7,748,067	1.013	1.001
06/30/2012	7,719,372	7,781,962	7,793,556	1.008	1.001
06/30/2013	7,362,643	7,477,769	7,522,733	1.016	1.006
06/30/2014	7,939,481	8,051,405	8,014,035	1.014	0.995
06/30/2015	8,242,427	8,248,630	8,417,191	1.001	1.020
06/30/2016	10,010,174	10,481,319	10,614,049	1.047	1.013
06/30/2017	10,260,474	10,495,982		1.023	
06/30/2018	10,719,725				

(1) Average Factor (Best 3 of 5) :	(A) State	1.018	1.007
	(B) Multistate	1.043	1.009
(2) Credibility		0.950	0.000
(3) Credibility Weighted Factors		1.019	1.009

## Summary of Factors

	Bodily <u>Injury</u>	Property <u>Damage</u>
39 to Ultimate **	1.080	1.004
27 to Ultimate	1.161	1.013
15 to Ultimate	1.365	1.032

\*\* Multistate factors

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	345,712,119	424,670,826	473,938,971	494,297,476	500,046,997
06/30/2008	333,206,209	405,762,191	451,008,910	471,326,953	476,983,352
06/30/2009	296,024,254	364,832,919	405,305,889	422,030,762	428,719,393
06/30/2010	277,233,663	345,487,763	379,564,234	398,034,010	403,638,838
06/30/2011	302,260,015	366,449,973	406,248,191	426,361,919	432,017,251
06/30/2012	318,014,271	387,169,958	425,516,622	441,334,191	451,135,546
06/30/2013	313,468,466	386,644,285	429,622,674	457,406,308	466,289,546
06/30/2014	334,090,061	406,424,463	453,462,134	484,552,760	494,305,321
06/30/2015	356,001,033	443,170,731	502,651,139	527,769,314	
06/30/2016	410,002,684	519,161,978	585,398,897		
06/30/2017	450,680,525	567,142,759			
06/30/2018	459,144,384				

## Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	1.228	1.116	1.043	1.012
06/30/2008	1.218	1.112	1.045	1.012
06/30/2009	1.232	1.111	1.041	1.016
06/30/2010	1.246	1.099	1.049	1.014
06/30/2011	1.212	1.109	1.050	1.013
06/30/2012	1.217	1.099	1.037	1.022
06/30/2013	1.233	1.111	1.065	1.019
06/30/2014	1.217	1.116	1.069	1.020
06/30/2015	1.245	1.134	1.050	
06/30/2016	1.266	1.128		
06/30/2017	1.258			
Average Factor: ( Best 3 of 5 )	1.245	1.118	1.055	1.018

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.006
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.024
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.080
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.208
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.504

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2007	500,899,724	501,312,534	501,542,767	501,398,096	501,529,563
06/30/2008	478,729,565	478,580,164	478,923,096	479,011,912	479,111,952
06/30/2009	430,828,563	431,252,766	431,243,322	431,597,510	431,395,836
06/30/2010	406,513,235	406,576,455	406,732,231	407,031,184	
06/30/2011	434,669,263	437,116,434	436,778,468		
06/30/2012	453,586,536	453,257,327			
06/30/2013	465,708,649				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2007	1.002	1.001	1.000	1.000	1.000
06/30/2008	1.004	1.000	1.001	1.000	1.000
06/30/2009	1.005	1.001	1.000	1.001	1.000
06/30/2010	1.007	1.000	1.000	1.001	
06/30/2011	1.006	1.006	0.999		
06/30/2012	1.005	0.999			
06/30/2013	0.999				
Average Factor: ( Best 3 of 5 )	1.005	1.000	1.000	1.001	1.000

## Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.001
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.001

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	454,588,371	474,262,802	477,454,670	478,482,149	478,505,716
06/30/2008	451,084,010	468,624,324	470,449,876	471,285,271	472,196,794
06/30/2009	383,446,334	393,964,943	396,301,833	396,943,561	397,016,365
06/30/2010	361,904,823	373,017,844	375,442,937	376,898,198	377,525,942
06/30/2011	389,042,306	403,274,774	404,942,885	406,040,474	406,413,239
06/30/2012	406,013,751	418,935,372	422,976,335	423,073,117	423,938,769
06/30/2013	411,931,582	426,305,986	430,146,109	431,910,671	431,721,722
06/30/2014	445,211,593	461,904,566	465,431,245	466,344,683	466,058,401
06/30/2015	464,387,179	486,787,340	491,282,360	492,978,684	
06/30/2016	511,908,280	536,694,171	543,339,221		
06/30/2017	538,450,296	562,225,987			
06/30/2018	561,999,905				

## Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	1.043	1.007	1.002	1.000
06/30/2008	1.039	1.004	1.002	1.002
06/30/2009	1.027	1.006	1.002	1.000
06/30/2010	1.031	1.007	1.004	1.002
06/30/2011	1.037	1.004	1.003	1.001
06/30/2012	1.032	1.010	1.000	1.002
06/30/2013	1.035	1.009	1.004	1.000
06/30/2014	1.037	1.008	1.002	0.999
06/30/2015	1.048	1.009	1.003	
06/30/2016	1.048	1.012		
06/30/2017	1.044			
Average Factor: ( Best 3 of 5 )	1.043	1.009	1.003	1.001

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.001
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.013
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.057

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
06/30/2007	478,439,409	478,358,291	478,512,270	478,417,123
06/30/2008	472,371,764	472,394,374	472,358,575	472,353,851
06/30/2009	397,190,343	397,190,098	397,333,334	397,310,256
06/30/2010	377,148,021	377,401,469	377,494,441	377,621,557
06/30/2011	407,007,503	407,177,947	407,078,982	
06/30/2012	423,926,226	424,135,352		
06/30/2013	432,068,959			

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2007	1.000	1.000	1.000	1.000
06/30/2008	1.000	1.000	1.000	1.000
06/30/2009	1.000	1.000	1.000	1.000
06/30/2010	0.999	1.001	1.000	1.000
06/30/2011	1.001	1.000	1.000	
06/30/2012	1.000	1.000		
06/30/2013	1.001			
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000

## Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

TENNESSEE  
Automobile Liability Insurance - Private Passenger Types  
Loss Development  
Incurred Losses and Expenses  
Bodily Injury

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2007	2,234,824	2,592,573	2,708,585	1.160	1.045
06/30/2008	2,475,505	2,535,268	2,620,183	1.024	1.033
06/30/2009	1,978,042	2,282,799	2,559,739	1.154	1.121
06/30/2010	2,535,350	3,006,819	3,258,312	1.186	1.084
06/30/2011	2,927,611	3,639,900	4,210,655	1.243	1.157
06/30/2012	3,200,681	3,424,355	3,668,563	1.070	1.071
06/30/2013	2,978,780	2,901,625	2,626,935	0.974	0.905
06/30/2014	3,194,829	3,592,431	3,577,646	1.124	0.996
06/30/2015	2,465,799	2,896,810	3,413,362	1.175	1.178
06/30/2016	2,416,620	2,544,238	2,695,863	1.053	1.060
06/30/2017	2,165,969	2,730,033		1.260	
06/30/2018	2,862,143				
(1) Average Factor (Best 3 of 5) :			(A) State	1.117	1.042
			(B) Multistate	1.217	1.106
(2) Credibility				0.820	0.690
(3) Credibility Weighted Factors				1.135	1.062

## Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2007	1,501,858	1,520,139	1,531,361	1.012	1.007
06/30/2008	1,693,234	1,704,092	1,732,874	1.006	1.017
06/30/2009	1,708,857	1,634,119	1,633,289	0.956	0.999
06/30/2010	1,573,659	1,605,704	1,583,667	1.020	0.986
06/30/2011	1,922,656	1,910,302	1,922,823	0.994	1.007
06/30/2012	1,682,740	1,767,728	1,739,576	1.051	0.984
06/30/2013	1,731,893	1,760,775	1,762,544	1.017	1.001
06/30/2014	1,603,590	1,643,615	1,659,045	1.025	1.009
06/30/2015	1,495,597	1,537,041	1,537,435	1.028	1.000
06/30/2016	1,985,690	2,013,544	1,983,001	1.014	0.985
06/30/2017	1,586,960	1,627,793		1.026	
06/30/2018	1,660,144				
(1) Average Factor (Best 3 of 5) :			(A) State	1.023	0.995
			(B) Multistate	1.043	1.007
(2) Credibility				0.890	0.000
(3) Credibility Weighted Factors				1.025	1.007

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.068	1.004
27 to Ultimate	1.134	1.011
15 to Ultimate	1.287	1.036

\*\* Multistate factors

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	65,197,769	80,858,523	89,732,307	93,427,351	94,564,475
06/30/2008	62,460,508	77,890,418	86,301,067	89,970,720	90,946,785
06/30/2009	65,403,556	79,802,441	86,369,027	89,039,472	89,648,349
06/30/2010	63,817,899	76,414,898	81,793,020	85,155,856	86,602,251
06/30/2011	72,179,919	88,580,962	96,453,156	101,173,602	101,758,417
06/30/2012	75,117,954	90,917,959	98,592,930	103,052,338	104,744,481
06/30/2013	71,329,631	84,402,283	91,554,655	95,800,669	97,645,004
06/30/2014	71,146,024	85,549,512	94,616,795	99,639,347	100,652,079
06/30/2015	69,394,353	85,802,099	97,585,817	101,869,388	
06/30/2016	71,839,858	87,129,289	98,091,114		
06/30/2017	67,861,797	85,462,361			
06/30/2018	72,095,878				

## Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	1.240	1.110	1.041	1.012
06/30/2008	1.247	1.108	1.043	1.011
06/30/2009	1.220	1.082	1.031	1.007
06/30/2010	1.197	1.070	1.041	1.017
06/30/2011	1.227	1.089	1.049	1.006
06/30/2012	1.210	1.084	1.045	1.016
06/30/2013	1.183	1.085	1.046	1.019
06/30/2014	1.202	1.106	1.053	1.010
06/30/2015	1.236	1.137	1.044	
06/30/2016	1.213	1.126		
06/30/2017	1.259			
Average Factor: ( Best 3 of 5 )	1.217	1.106	1.047	1.014

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.006
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.020
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.068
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.181
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.438

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2007	94,927,133	95,034,128	94,903,172	94,912,367	94,870,208
06/30/2008	91,125,789	91,512,608	91,550,553	91,497,276	91,616,027
06/30/2009	89,642,466	89,444,025	89,735,937	89,714,640	89,667,218
06/30/2010	86,736,179	86,606,840	86,722,855	86,775,963	
06/30/2011	102,125,352	102,351,177	102,689,128		
06/30/2012	105,626,767	105,777,087			
06/30/2013	98,309,309				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2007	1.004	1.001	0.999	1.000	1.000
06/30/2008	1.002	1.004	1.000	0.999	1.001
06/30/2009	1.000	0.998	1.003	1.000	0.999
06/30/2010	1.002	0.999	1.001	1.001	
06/30/2011	1.004	1.002	1.003		
06/30/2012	1.008	1.001			
06/30/2013	1.007				
Average Factor: ( Best 3 of 5 )	1.004	1.001	1.001	1.000	1.000

## Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.002

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Private Passenger Types - Property Damage  
 Multistate  
 Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	88,197,899	91,427,704	91,707,657	91,752,979	91,811,338
06/30/2008	89,307,021	91,974,446	92,684,216	92,703,274	92,722,691
06/30/2009	84,795,946	87,377,900	87,844,500	87,999,240	87,903,636
06/30/2010	80,421,758	83,012,925	83,473,037	83,735,519	83,828,568
06/30/2011	85,557,139	88,777,108	89,535,157	89,756,688	90,161,730
06/30/2012	89,230,912	91,915,355	92,462,599	93,066,276	93,176,385
06/30/2013	88,463,965	91,918,701	92,648,921	92,861,198	92,903,616
06/30/2014	90,643,496	94,463,592	95,363,779	95,388,857	95,492,165
06/30/2015	88,979,407	92,641,496	93,408,979	93,425,719	
06/30/2016	93,397,141	98,474,892	98,897,837		
06/30/2017	91,645,710	95,870,976			
06/30/2018	90,437,823				

## Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	1.037	1.003	1.000	1.001
06/30/2008	1.030	1.008	1.000	1.000
06/30/2009	1.030	1.005	1.002	0.999
06/30/2010	1.032	1.006	1.003	1.001
06/30/2011	1.038	1.009	1.002	1.005
06/30/2012	1.030	1.006	1.007	1.001
06/30/2013	1.039	1.008	1.002	1.000
06/30/2014	1.042	1.010	1.000	1.001
06/30/2015	1.041	1.008	1.000	
06/30/2016	1.054	1.004		
06/30/2017	1.046			
Average Factor: ( Best 3 of 5 )	1.043	1.007	1.001	1.001

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.011
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.055

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit <u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
06/30/2007	91,729,630	91,787,658	91,726,683	91,734,311
06/30/2008	92,745,633	92,752,263	92,748,754	92,748,809
06/30/2009	87,977,577	87,940,452	87,946,097	87,966,712
06/30/2010	83,975,464	83,946,189	83,939,464	83,939,865
06/30/2011	90,386,345	90,551,020	90,393,316	
06/30/2012	93,355,783	93,358,423		
06/30/2013	92,835,333			

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2007	0.999	1.001	0.999	1.000
06/30/2008	1.000	1.000	1.000	1.000
06/30/2009	1.001	1.000	1.000	1.000
06/30/2010	1.002	1.000	1.000	1.000
06/30/2011	1.002	1.002	0.998	
06/30/2012	1.002	1.000		
06/30/2013	0.999			
Average Factor: ( Best 3 of 5 )	1.002	1.000	1.000	1.000

## Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Trucks, Tractors and Trailers - Other than Collision  
 Multistate  
 Paid Losses

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	110,377,450	112,693,692	112,630,518	112,419,461	112,372,229
06/30/2008	138,528,523	142,355,170	142,254,547	142,105,508	142,082,657
06/30/2009	132,646,941	134,654,506	134,488,386	134,623,684	134,655,111
06/30/2010	134,360,155	137,769,546	138,118,245	138,119,512	138,012,406
06/30/2011	152,717,272	157,380,136	157,480,324	157,473,589	157,571,775
06/30/2012	163,089,839	167,896,779	167,618,028	167,726,062	167,785,497
06/30/2013	181,857,401	186,159,044	186,383,187	186,584,002	186,761,635
06/30/2014	156,543,856	161,491,932	162,130,621	162,097,026	162,152,785
06/30/2015	151,544,225	155,815,365	155,778,343	155,796,938	
06/30/2016	171,036,787	175,896,478	176,340,571		
06/30/2017	212,220,796	218,256,637			
06/30/2018	209,499,876				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	1.021	0.999	0.998	1.000
06/30/2008	1.028	0.999	0.999	1.000
06/30/2009	1.015	0.999	1.001	1.000
06/30/2010	1.025	1.003	1.000	0.999
06/30/2011	1.031	1.001	1.000	1.001
06/30/2012	1.029	0.998	1.001	1.000
06/30/2013	1.024	1.001	1.001	1.001
06/30/2014	1.032	1.004	1.000	1.000
06/30/2015	1.028	1.000	1.000	
06/30/2016	1.028	1.003		
06/30/2017	1.028			

Average Factor: 1.028 1.001 1.000 1.000  
 ( Best 3 of 5 )

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.029

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Trucks, Tractors and Trailers - Other than Collision  
 Multistate  
 Paid Losses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2007	112,332,698	112,369,580	112,330,275	112,322,766	112,348,460
06/30/2008	142,075,789	142,059,570	141,979,944	141,993,059	141,992,372
06/30/2009	134,842,382	134,820,683	134,909,424	134,923,432	134,923,834
06/30/2010	138,149,316	138,122,877	138,124,923	138,126,041	
06/30/2011	157,627,119	157,627,794	157,619,100		
06/30/2012	167,638,719	167,643,544			
06/30/2013	186,776,248				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2007	1.000	1.000	1.000	1.000	1.000
06/30/2008	1.000	1.000	0.999	1.000	1.000
06/30/2009	1.001	1.000	1.001	1.000	1.000
06/30/2010	1.001	1.000	1.000	1.000	
06/30/2011	1.000	1.000	1.000		
06/30/2012	0.999	1.000			
06/30/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	346,512,563	339,587,803	337,458,375	337,204,364	337,287,984
06/30/2008	379,006,444	372,763,500	371,147,893	370,618,357	370,262,256
06/30/2009	337,780,567	332,902,663	331,697,791	331,234,538	331,179,852
06/30/2010	315,223,335	311,099,673	310,277,589	310,058,839	309,914,912
06/30/2011	349,791,773	345,682,184	344,151,744	343,589,386	343,544,881
06/30/2012	363,819,401	358,393,131	356,894,379	356,510,290	356,506,985
06/30/2013	372,737,362	365,121,298	363,452,884	362,896,322	363,275,515
06/30/2014	405,861,355	397,605,941	396,201,479	395,934,031	395,739,325
06/30/2015	431,515,978	419,858,013	417,567,367	417,039,548	
06/30/2016	457,277,923	446,594,786	443,916,167		
06/30/2017	501,735,731	487,961,410			
06/30/2018	537,564,607				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	0.980	0.994	0.999	1.000
06/30/2008	0.984	0.996	0.999	0.999
06/30/2009	0.986	0.996	0.999	1.000
06/30/2010	0.987	0.997	0.999	1.000
06/30/2011	0.988	0.996	0.998	1.000
06/30/2012	0.985	0.996	0.999	1.000
06/30/2013	0.980	0.995	0.998	1.001
06/30/2014	0.980	0.996	0.999	1.000
06/30/2015	0.973	0.995	0.999	
06/30/2016	0.977	0.994		
06/30/2017	0.973			

Average Factor: 0.977 0.995 0.999 1.000  
( Best 3 of 5 )

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.994
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.971

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2007	337,176,473	337,687,218	337,104,274	337,088,416	337,129,662
06/30/2008	370,167,503	370,086,792	370,059,727	370,114,614	370,103,565
06/30/2009	331,160,861	331,035,717	331,021,125	331,005,334	331,001,788
06/30/2010	309,948,454	309,929,043	309,939,094	309,972,007	
06/30/2011	343,484,342	343,382,529	343,330,752		
06/30/2012	356,442,849	356,396,620			
06/30/2013	363,157,705				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2007	1.000	1.002	0.998	1.000	1.000
06/30/2008	1.000	1.000	1.000	1.000	1.000
06/30/2009	1.000	1.000	1.000	1.000	1.000
06/30/2010	1.000	1.000	1.000	1.000	
06/30/2011	1.000	1.000	1.000		
06/30/2012	1.000	1.000			
06/30/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

## Summary of Factors

123 to Ult:				(1.000)	=	1.000
111 to Ult:				(123:111) (123:Ult)	=	1.000
99 to Ult:				(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:				(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:				(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Private Passenger Types - Other than Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2007	41,934,646	42,466,662	42,569,132	42,601,859	42,539,784
06/30/2008	46,558,911	47,217,595	47,139,353	47,082,954	47,097,635
06/30/2009	45,613,444	45,981,546	45,978,165	45,924,295	45,889,428
06/30/2010	48,788,256	49,651,277	49,601,120	49,609,140	49,610,669
06/30/2011	60,189,479	61,825,993	61,800,156	61,797,054	61,771,527
06/30/2012	63,691,196	64,314,500	64,413,554	64,400,321	64,398,654
06/30/2013	71,880,529	72,335,050	72,376,050	72,446,913	72,455,921
06/30/2014	54,708,780	56,244,837	56,409,016	56,425,138	56,429,076
06/30/2015	47,880,123	48,725,619	48,791,856	48,804,924	
06/30/2016	53,034,248	54,129,469	54,155,742		
06/30/2017	59,087,822	60,743,163			
06/30/2018	63,762,180				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2007	1.013	1.002	1.001	0.999
06/30/2008	1.014	0.998	0.999	1.000
06/30/2009	1.008	1.000	0.999	0.999
06/30/2010	1.018	0.999	1.000	1.000
06/30/2011	1.027	1.000	1.000	1.000
06/30/2012	1.010	1.002	1.000	1.000
06/30/2013	1.006	1.001	1.001	1.000
06/30/2014	1.028	1.003	1.000	1.000
06/30/2015	1.018	1.001	1.000	
06/30/2016	1.021	1.000		
06/30/2017	1.028			
Average Factor: ( Best 3 of 5 )	1.022	1.001	1.000	1.000

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.023

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Private Passenger Types - Other than Collision  
 Multistate  
 Paid Losses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2007	42,468,525	42,470,978	42,463,001	42,461,663	42,466,516
06/30/2008	47,101,025	47,100,281	47,101,300	47,104,619	47,115,535
06/30/2009	45,897,362	45,896,496	45,896,863	45,896,003	45,893,154
06/30/2010	49,592,447	49,592,742	49,628,168	49,632,580	
06/30/2011	61,775,629	61,766,425	61,771,088		
06/30/2012	64,417,362	64,411,871			
06/30/2013	72,457,214				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2007	0.998	1.000	1.000	1.000	1.000
06/30/2008	1.000	1.000	1.000	1.000	1.000
06/30/2009	1.000	1.000	1.000	1.000	1.000
06/30/2010	1.000	1.000	1.001	1.000	
06/30/2011	1.000	1.000	1.000		
06/30/2012	1.000	1.000			
06/30/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Private Passenger Types - Collision  
 Multistate  
 Paid Losses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2007	131,593,165	127,052,647	126,283,960	126,166,615	126,082,081
06/30/2008	138,872,398	134,038,428	133,204,343	132,999,997	132,931,981
06/30/2009	137,724,523	133,471,658	133,022,409	132,731,188	132,668,590
06/30/2010	128,385,855	124,149,076	123,844,990	123,717,613	123,646,210
06/30/2011	136,942,037	132,198,327	131,787,135	131,576,783	131,589,438
06/30/2012	148,056,132	143,565,101	142,918,803	142,869,474	142,785,349
06/30/2013	146,477,963	140,187,024	139,283,963	139,239,427	139,282,568
06/30/2014	151,302,540	144,733,944	144,092,280	143,974,811	143,945,204
06/30/2015	157,617,120	150,169,447	148,872,369	148,682,352	
06/30/2016	163,599,405	155,671,473	154,299,854		
06/30/2017	160,350,794	153,202,735			
06/30/2018	166,421,077				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2007	0.965	0.994	0.999	0.999
06/30/2008	0.965	0.994	0.998	0.999
06/30/2009	0.969	0.997	0.998	1.000
06/30/2010	0.967	0.998	0.999	0.999
06/30/2011	0.965	0.997	0.998	1.000
06/30/2012	0.970	0.995	1.000	0.999
06/30/2013	0.957	0.994	1.000	1.000
06/30/2014	0.957	0.996	0.999	1.000
06/30/2015	0.953	0.991	0.999	
06/30/2016	0.952	0.991		
06/30/2017	0.955			
Average Factor: ( Best 3 of 5 )	0.955	0.993	0.999	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.992
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.947

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Private Passenger Types - Collision  
 Multistate  
 Paid Losses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2007	126,028,716	126,006,119	125,995,076	125,984,116	125,983,733
06/30/2008	132,910,868	132,899,301	132,888,821	132,884,014	132,878,941
06/30/2009	132,636,680	132,612,359	132,609,593	132,596,781	132,581,054
06/30/2010	123,617,145	123,605,809	123,602,195	123,584,888	
06/30/2011	131,538,717	131,540,755	131,536,583		
06/30/2012	142,757,316	142,716,514			
06/30/2013	139,259,097				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2007	1.000	1.000	1.000	1.000	1.000
06/30/2008	1.000	1.000	1.000	1.000	1.000
06/30/2009	1.000	1.000	1.000	1.000	1.000
06/30/2010	1.000	1.000	1.000	1.000	
06/30/2011	1.000	1.000	1.000		
06/30/2012	1.000	1.000			
06/30/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

<b>(1)</b>	<b>Public Automobiles Liability</b>	Differentials to Base Loss Cost CSL Liab	
	Taxis & Limos		6.20
	School and Church Buses		0.55
	Other Buses		3.80
	Van Pools		1.50
<b>(2)</b>	<b>Public Automobiles Physical Damage</b>		
	Taxis, Limos and Van Pools		
	Other Than Collision:		1.02
	Collision		1.27
	School, Church, and Other Buses		
	Other Than Collision:		0.70
	Collision		0.65
<b>(3)</b>	<b>Medical Payments Relativities</b>	<a href="#"><u>EXHIBIT C17</u></a>	
<b>(4)</b>	<b>Specified Cause of Loss Relativity</b>		0.936
<b>(5)</b>	The loss cost for hired autos is set forth in Section D. It applies in all territories and is calculated as 0.15% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.		

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	Trucks, Tractors and Trailers				Private Passenger Types				Other Buses			
	500	1000	2000	5000	500	1000	2000	5000	500	1000	2000	5000
101	0.0035	0.0055	0.0083	0.0142	0.0063	0.0109	0.0180	0.0318	0.0079	0.0129	0.0202	0.0345
102	0.0039	0.0061	0.0093	0.0158	0.0063	0.0109	0.0180	0.0318	0.0082	0.0134	0.0211	0.0361
103	0.0046	0.0071	0.0109	0.0185	0.0063	0.0109	0.0180	0.0318	0.0096	0.0157	0.0247	0.0422
104	0.0046	0.0072	0.0110	0.0187	0.0063	0.0109	0.0180	0.0318	0.0093	0.0152	0.0238	0.0407
106	0.0057	0.0089	0.0135	0.0229	0.0063	0.0109	0.0180	0.0318	0.0095	0.0155	0.0244	0.0417
109	0.0047	0.0073	0.0111	0.0189	0.0063	0.0109	0.0180	0.0318	0.0125	0.0204	0.0321	0.0548
112	0.0060	0.0094	0.0142	0.0242	0.0063	0.0109	0.0180	0.0318	0.0113	0.0186	0.0292	0.0499
120	0.0047	0.0073	0.0112	0.0189	0.0063	0.0109	0.0180	0.0318	0.0095	0.0155	0.0244	0.0417
121	0.0057	0.0089	0.0135	0.0229	0.0063	0.0109	0.0180	0.0318	0.0126	0.0206	0.0324	0.0554
122	0.0074	0.0115	0.0175	0.0298	0.0063	0.0109	0.0180	0.0318	0.0095	0.0155	0.0244	0.0417
123	0.0062	0.0097	0.0148	0.0251	0.0063	0.0109	0.0180	0.0318	0.0122	0.0200	0.0314	0.0537
124	0.0049	0.0077	0.0117	0.0198	0.0063	0.0109	0.0180	0.0318	0.0112	0.0183	0.0287	0.0491
125	0.0051	0.0079	0.0120	0.0203	0.0063	0.0109	0.0180	0.0318	0.0078	0.0128	0.0202	0.0345
126	0.0057	0.0088	0.0134	0.0227	0.0063	0.0109	0.0180	0.0318	0.0120	0.0197	0.0310	0.0529
127	0.0064	0.0099	0.0151	0.0257	0.0063	0.0109	0.0180	0.0318	0.0122	0.0200	0.0314	0.0537
128	0.0053	0.0083	0.0126	0.0213	0.0063	0.0109	0.0180	0.0318	0.0111	0.0181	0.0284	0.0486
129	0.0056	0.0087	0.0133	0.0226	0.0063	0.0109	0.0180	0.0318	0.0114	0.0186	0.0292	0.0500
130	0.0062	0.0096	0.0146	0.0248	0.0063	0.0109	0.0180	0.0318	0.0124	0.0204	0.0320	0.0547

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	School and Church Buses				Taxis and Limos				Van Pools			
	500	1000	2000	5000	500	1000	2000	5000	500	1000	2000	5000
101	0.0112	0.0185	0.0291	0.0465	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
102	0.0119	0.0198	0.0311	0.0497	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
103	0.0138	0.0229	0.0360	0.0575	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
104	0.0125	0.0207	0.0326	0.0520	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
106	0.0163	0.0270	0.0425	0.0678	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
109	0.0171	0.0284	0.0447	0.0714	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
112	0.0175	0.0290	0.0456	0.0728	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
120	0.0139	0.0230	0.0361	0.0577	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
121	0.0177	0.0294	0.0463	0.0739	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
122	0.0174	0.0289	0.0454	0.0725	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
123	0.0169	0.0281	0.0442	0.0706	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
124	0.0156	0.0259	0.0407	0.0651	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
125	0.0126	0.0209	0.0329	0.0526	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
126	0.0156	0.0259	0.0406	0.0649	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
127	0.0174	0.0289	0.0454	0.0725	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
128	0.0157	0.0261	0.0410	0.0655	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
129	0.0159	0.0264	0.0415	0.0663	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
130	0.0173	0.0287	0.0451	0.0720	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321

**COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES**

**TENNESSEE (41)  
TERRITORY 101**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 511	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 444	\$3	\$5	\$8	\$14	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 3168	\$25	\$44	\$72	\$132	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 281	\$3	\$5	\$8	\$13	N/A
<b>– OTHER BUSES</b>					
\$ 1942	\$15	\$25	\$39	\$67	N/A
<b>– VAN POOLS</b>					
\$ 767	\$6	\$9	\$14	\$25	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 425	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES

LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 483	\$2	\$3	\$4	\$8	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 338	\$2	\$4	\$6	\$11	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 2995	\$23	\$41	\$68	\$125	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 266	\$3	\$5	\$8	\$13	N/A
<b>– OTHER BUSES</b>					
\$ 1835	\$15	\$25	\$39	\$66	N/A
<b>– VAN POOLS</b>					
\$ 725	\$6	\$9	\$13	\$23	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 369	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

**COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES**

**TENNESSEE (41)  
TERRITORY 103**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 372	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 350	\$2	\$4	\$6	\$11	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 2306	\$18	\$32	\$53	\$96	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 205	\$3	\$5	\$7	\$12	N/A
<b>– OTHER BUSES</b>					
\$ 1414	\$14	\$22	\$35	\$60	N/A
<b>– VAN POOLS</b>					
\$ 558	\$4	\$7	\$10	\$18	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 295	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

COMMERCIAL LINES MANUAL  
DIVISION ONE  
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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 380	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 307	\$2	\$3	\$6	\$10	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 2356	\$18	\$33	\$54	\$98	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 209	\$3	\$4	\$7	\$11	N/A
<b>– OTHER BUSES</b>					
\$ 1444	\$13	\$22	\$34	\$59	N/A
<b>– VAN POOLS</b>					
\$ 570	\$4	\$7	\$11	\$18	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 302	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 296	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 237	\$1	\$3	\$4	\$8	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1835	\$14	\$25	\$42	\$76	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 163	\$3	\$4	\$7	\$11	N/A
<b>– OTHER BUSES</b>					
\$ 1125	\$11	\$17	\$27	\$47	N/A
<b>– VAN POOLS</b>					
\$ 444	\$3	\$5	\$8	\$14	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 244	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 282	\$1	\$2	\$3	\$5	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 294	\$2	\$3	\$5	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1748	\$14	\$24	\$40	\$73	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 155	\$3	\$4	\$7	\$11	N/A
<b>– OTHER BUSES</b>					
\$ 1072	\$13	\$22	\$34	\$59	N/A
<b>– VAN POOLS</b>					
\$ 423	\$3	\$5	\$8	\$14	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 216	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
TERRITORY 112**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 280	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 280	\$2	\$3	\$5	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1736	\$14	\$24	\$40	\$72	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 154	\$3	\$4	\$7	\$11	N/A
<b>– OTHER BUSES</b>					
\$ 1064	\$12	\$20	\$31	\$53	N/A
<b>– VAN POOLS</b>					
\$ 420	\$3	\$5	\$8	\$13	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 213	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 301	\$1	\$2	\$3	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 298	\$2	\$3	\$5	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1866	\$15	\$26	\$43	\$78	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 166	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 1144	\$11	\$18	\$28	\$48	N/A
<b>– VAN POOLS</b>					
\$ 452	\$4	\$5	\$8	\$15	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 244	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 245	\$1	\$2	\$3	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 293	\$2	\$3	\$5	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1519	\$12	\$21	\$35	\$63	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 135	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 931	\$12	\$19	\$30	\$52	N/A
<b>– VAN POOLS</b>					
\$ 368	\$3	\$4	\$7	\$12	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 217	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 258	\$2	\$3	\$5	\$8	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 277	\$2	\$3	\$5	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1600	\$12	\$22	\$36	\$67	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 142	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 980	\$9	\$15	\$24	\$41	N/A
<b>– VAN POOLS</b>					
\$ 387	\$3	\$5	\$7	\$12	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 214	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 258	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 244	\$2	\$3	\$4	\$8	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1600	\$12	\$22	\$36	\$67	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 142	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 980	\$12	\$20	\$31	\$53	N/A
<b>– VAN POOLS</b>					
\$ 387	\$3	\$5	\$7	\$12	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 229	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 315	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 253	\$2	\$3	\$5	\$8	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1953	\$15	\$27	\$45	\$81	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 173	\$3	\$4	\$7	\$11	N/A
<b>– OTHER BUSES</b>					
\$ 1197	\$13	\$22	\$34	\$59	N/A
<b>– VAN POOLS</b>					
\$ 473	\$4	\$6	\$9	\$15	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 251	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 428	\$2	\$3	\$5	\$9	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 304	\$2	\$3	\$5	\$10	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 2654	\$21	\$37	\$61	\$110	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 235	\$3	\$5	\$8	\$12	N/A
<b>– OTHER BUSES</b>					
\$ 1626	\$13	\$21	\$33	\$56	N/A
<b>– VAN POOLS</b>					
\$ 642	\$5	\$8	\$12	\$21	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 324	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 270	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 220	\$1	\$2	\$4	\$7	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1674	\$13	\$23	\$38	\$70	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 149	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 1026	\$12	\$20	\$32	\$54	N/A
<b>– VAN POOLS</b>					
\$ 405	\$3	\$5	\$7	\$13	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 218	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 259	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 265	\$2	\$3	\$5	\$8	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1606	\$13	\$22	\$37	\$67	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 142	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 984	\$12	\$20	\$31	\$53	N/A
<b>– VAN POOLS</b>					
\$ 389	\$3	\$5	\$7	\$12	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 205	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 289	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 290	\$2	\$3	\$5	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1792	\$14	\$25	\$41	\$75	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 159	\$2	\$4	\$7	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 1098	\$12	\$20	\$31	\$53	N/A
<b>– VAN POOLS</b>					
\$ 434	\$3	\$5	\$8	\$14	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 262	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 293	\$2	\$3	\$4	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 260	\$2	\$3	\$5	\$8	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1817	\$14	\$25	\$41	\$76	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 161	\$3	\$4	\$7	\$11	N/A
<b>– OTHER BUSES</b>					
\$ 1113	\$13	\$21	\$32	\$56	N/A
<b>– VAN POOLS</b>					
\$ 440	\$3	\$5	\$8	\$14	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 244	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 261	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 250	\$2	\$3	\$5	\$8	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1618	\$13	\$22	\$37	\$67	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 144	\$2	\$4	\$6	\$10	N/A
<b>– OTHER BUSES</b>					
\$ 992	\$12	\$20	\$32	\$54	N/A
<b>– VAN POOLS</b>					
\$ 392	\$3	\$5	\$7	\$13	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 212	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**TENNESSEE (41)  
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<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 120	\$ 128	\$ 240
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 68	\$ 393
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 122	\$ 131	\$ 305
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 90	\$ 156
– OTHER BUSES			
	\$ 84	\$ 90	\$ 156
– VAN POOLS			
	\$ 122	\$ 131	\$ 305
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b>			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 99	\$ 106	\$ 264
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 79	\$ 359
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 101	\$ 108	\$ 335
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 74	\$ 172
– OTHER BUSES			
	\$ 69	\$ 74	\$ 172
– VAN POOLS			
	\$ 101	\$ 108	\$ 335
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 103**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 108	\$ 115	\$ 215
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 73	\$ 340
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 110	\$ 117	\$ 273
– SCHOOL AND CHURCH BUSES			
	\$ 76	\$ 81	\$ 140
– OTHER BUSES			
	\$ 76	\$ 81	\$ 140
– VAN POOLS			
	\$ 110	\$ 117	\$ 273
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 99	\$ 106	\$ 238
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 83	\$ 325
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 101	\$ 108	\$ 302
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 74	\$ 155
– OTHER BUSES			
	\$ 69	\$ 74	\$ 155
– VAN POOLS			
	\$ 101	\$ 108	\$ 302
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 106**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 95	\$ 102	\$ 201
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 72	\$ 207
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 97	\$ 104	\$ 255
– SCHOOL AND CHURCH BUSES			
	\$ 67	\$ 71	\$ 131
– OTHER BUSES			
	\$ 67	\$ 71	\$ 131
– VAN POOLS			
	\$ 97	\$ 104	\$ 255
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b>			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 126	\$ 135	\$ 260
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 133	\$ 290
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 129	\$ 138	\$ 330
– SCHOOL AND CHURCH BUSES			
	\$ 88	\$ 95	\$ 169
– OTHER BUSES			
	\$ 88	\$ 95	\$ 169
– VAN POOLS			
	\$ 129	\$ 138	\$ 330
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 112**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 106	\$ 113	\$ 186
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 63	\$ 271
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 108	\$ 115	\$ 236
– SCHOOL AND CHURCH BUSES			
	\$ 74	\$ 79	\$ 121
– OTHER BUSES			
	\$ 74	\$ 79	\$ 121
– VAN POOLS			
	\$ 108	\$ 115	\$ 236
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> Original Cost New Range \$15,001 – 20,000			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 107	\$ 114	\$ 239
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 77	\$ 332
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 109	\$ 116	\$ 304
– SCHOOL AND CHURCH BUSES			
	\$ 75	\$ 80	\$ 155
– OTHER BUSES			
	\$ 75	\$ 80	\$ 155
– VAN POOLS			
	\$ 109	\$ 116	\$ 304
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 121**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 119	\$ 127	\$ 234
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 79	\$ 394
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 121	\$ 130	\$ 297
– SCHOOL AND CHURCH BUSES			
	\$ 83	\$ 89	\$ 152
– OTHER BUSES			
	\$ 83	\$ 89	\$ 152
– VAN POOLS			
	\$ 121	\$ 130	\$ 297
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b>			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 106	\$ 113	\$ 190
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 77	\$ 338
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 108	\$ 115	\$ 241
– SCHOOL AND CHURCH BUSES			
	\$ 74	\$ 79	\$ 124
– OTHER BUSES			
	\$ 74	\$ 79	\$ 124
– VAN POOLS			
	\$ 108	\$ 115	\$ 241
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 123**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 117	\$ 125	\$ 226
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 103	\$ 277
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 119	\$ 128	\$ 287
– SCHOOL AND CHURCH BUSES			
	\$ 82	\$ 88	\$ 147
– OTHER BUSES			
	\$ 82	\$ 88	\$ 147
– VAN POOLS			
	\$ 119	\$ 128	\$ 287
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b>			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 103	\$ 110	\$ 204
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 88	\$ 282
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 105	\$ 112	\$ 259
– SCHOOL AND CHURCH BUSES			
	\$ 72	\$ 77	\$ 133
– OTHER BUSES			
	\$ 72	\$ 77	\$ 133
– VAN POOLS			
	\$ 105	\$ 112	\$ 259
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 125**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 111	\$ 119	\$ 253
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 76	\$ 308
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 113	\$ 121	\$ 321
– SCHOOL AND CHURCH BUSES			
	\$ 78	\$ 83	\$ 164
– OTHER BUSES			
	\$ 78	\$ 83	\$ 164
– VAN POOLS			
	\$ 113	\$ 121	\$ 321
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> Original Cost New Range \$15,001 – 20,000			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 129	\$ 138	\$ 261
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 108	\$ 264
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 132	\$ 141	\$ 331
– SCHOOL AND CHURCH BUSES			
	\$ 90	\$ 97	\$ 170
– OTHER BUSES			
	\$ 90	\$ 97	\$ 170
– VAN POOLS			
	\$ 132	\$ 141	\$ 331
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 127**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 80	\$ 86	\$ 213
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 59	\$ 272
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 82	\$ 88	\$ 271
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 60	\$ 138
– OTHER BUSES			
	\$ 56	\$ 60	\$ 138
– VAN POOLS			
	\$ 82	\$ 88	\$ 271
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b>			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 110	\$ 117	\$ 222
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 79	\$ 328
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 119	\$ 282
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 82	\$ 144
– OTHER BUSES			
	\$ 77	\$ 82	\$ 144
– VAN POOLS			
	\$ 112	\$ 119	\$ 282
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**TENNESSEE (41)  
TERRITORY 129**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>\$500 Ded. Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 98	\$ 105	\$ 174
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 72	\$ 309
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 107	\$ 221
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 74	\$ 113
– OTHER BUSES			
	\$ 69	\$ 74	\$ 113
– VAN POOLS			
	\$ 100	\$ 107	\$ 221
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	\$500 Ded. Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 113	\$ 121	\$ 269
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	N/A	\$ 98	\$ 319
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 115	\$ 123	\$ 342
– SCHOOL AND CHURCH BUSES			
	\$ 79	\$ 85	\$ 175
– OTHER BUSES			
	\$ 79	\$ 85	\$ 175
– VAN POOLS			
	\$ 115	\$ 123	\$ 342
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> <li>● For Towing and Labor Costs Coverage rating, refer to Rule <b>34.</b></li> </ul>			

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**90. HIRED AUTOS**

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<b>Cost Of Hire Basis – All Territories Liability Base Loss Cost</b>
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\$ 0.5753
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**Table 90.B.3.b.(LC) Cost Of Hire Basis Liability Loss Cost**

## Supplementary Information – Tennessee

### Introduction

This document provides additional information on the attached loss cost level experience review, including:

- A summary of recent trends in Liability claim costs
- A summary of significant factors used in the development of loss cost indications and a comparison to the factors used in the prior filing that underlie the loss costs currently in effect
- A discussion of the experience underlying the loss cost level evaluation, and how it compares to the prior review
- Issues related to Commercial Auto in Tennessee

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification processes so that only data that would be valid is used for ratemaking. Subsequent to this initial data submission review, additional analyses involving an even more customized data review for this line was performed by staff. During these processes, various data records were excluded from the review, corrected or adjusted. Specifically, various reported exposure amounts have been adjusted prior to their use in the calculations. The ISO staff responsible for this loss cost review also reviewed the data for reasonableness.

### Trends in Liability Claim Costs

The table below shows the latest sixteen evaluations of 12-pt. paid claim cost trends.

#### Multistate Paid Claim Cost Trends

<u>Data Through</u>	<u>\$100,000 Bodily Injury</u>	<u>\$100,000 Property Damage</u>
09/30/2014	+1.8%	+3.7%
12/31/2014	+1.8%	+3.3%
03/31/2015	+1.5%	+3.3%
06/30/2015	+2.2%	+3.5%
09/30/2015	+1.9%	+3.7%
12/31/2015	+2.3%	+4.6%
03/31/2016	+2.9%	+4.8%
06/30/2016	+2.9%	+5.2%
09/30/2016	+2.6%	+5.5%
12/31/2016	+2.7%	+5.7%
03/31/2017	+2.7%	+5.7%
06/30/2017	+2.8%	+5.6%
09/30/2017	+3.0%	+5.4%
12/31/2017	+3.8%	+4.8%
03/31/2018	+4.2%	+4.5%
06/30/2018	+4.4%	+4.3%

ISO believes that bodily injury claim cost trends will primarily be driven by changes in the costs of providing medical care. At times, other factors serve to reduce (or exacerbate) the claim cost trends.

## Supplementary Information – Tennessee

### Trends in Medical Care Costs

The table below shows the last twelve annual rates of change, based upon the CPI, for Medical Care and Hospital & Other Related Services, separately.

<u>Period</u>	<u>CPI – Medical Care Annual Rate of Change<sup>1</sup></u>	<u>CPI – Hospital &amp; Other Related Services Annual Rate of Change</u>
October 2006 - September 2007	4.6%	6.8%
October 2007 - September 2008	3.2%	6.6%
October 2008 - September 2009	3.5%	6.6%
October 2009 - September 2010	3.4%	7.3%
October 2010 - September 2011	2.8%	4.9%
October 2011 - September 2012	4.1%	4.7%
October 2012 - September 2013	2.4%	5.4%
October 2013 - September 2014	2.0%	3.5%
October 2014 - September 2015	2.5%	3.3%
October 2015 - September 2016	4.9%	5.6%
October 2016 - September 2017	1.6%	4.3%
October 2017 - September 2018	1.7%	3.7%

### Claim Frequencies

Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form  $Y=A(B^X)$  does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

### Claim Counts

Claim counts are now being estimated from information on the individual loss records reported to ISO, rather than the claim counts that have been reported to ISO via the statistical plans. This is being done to address company inconsistencies in interpreting ISO's claim count reporting rules.

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<sup>1</sup> Annual Rate of Change for a particular year is calculated as the CPI index for September of that year divided by the same index for September for the previous year, minus one.

**Supplementary Information – Tennessee****Tennessee Trends****Trucks, Tractors & Trailers and Private Passenger Types Liability**

	Current Trends <u>Data through 06/30/2018</u>	Previous Trends <u>Data through 06/30/2017</u>
Tennessee Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	-3.1%	3.1%
Property Damage (\$100,000 Limit)	3.5%	7.1%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	4.0%	2.8%
Property Damage (\$100,000 Limit)	4.1%	6.0%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Private Passenger Types		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers		
Bodily Injury (\$100,000 Limit)	4.0%	2.8%
Property Damage (\$100,000 Limit)	4.1%	6.0%
Private Passenger Types		
Bodily Injury (\$100,000 Limit)	4.0%	2.8%
Property Damage (\$100,000 Limit)	4.1%	6.0%

Tennessee bodily injury severity trend receives 5% weight when combined with multistate trend in the filing, property damage trend receives 25% weight.

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been 12.3% rather than 12.0%. For the Private Passenger Types coverage, the indication would have been 6.0% instead of 5.9%.

**Supplementary Information – Tennessee****Physical Damage Loss Trend**

	<u>Coverage</u>	<u>Current Trends</u> <u>Data through 06/30/2018</u>	<u>Previous Trends</u> <u>Data through 06/30/2017</u>
Trucks, Tractors & Trailers	OTC	+7.0%	+7.0%
	Collision	+4.5%	+5.0%
Private Passenger Types	OTC	+7.0%	+6.0%
	Collision	+4.5%	+5.0%

**Physical Damage OCN Trend**

	<u>Coverage</u>	<u>Current Trends</u> <u>Data through 06/30/2018</u>	<u>Previous Trends</u> <u>Data through 06/30/2017</u>
Trucks, Tractors & Trailers	OTC	+1.0%	+0.9%
	Collision	+1.5%	+1.3%
Private Passenger Types	OTC	+1.0%	+1.0%
	Collision	+0.6%	+0.6%

The loss trend has remained the same for Trucks, Tractors & Trailers OTC and has increased by 1.0 points for Private Passenger Types OTC. The OCN trend has increased by 0.1 points for Trucks, Tractors and Trailers OTC and remained the same for Private Passenger Types OTC. If the prior loss and OCN trends were used, the Trucks, Tractors and Trailers and Private Passenger Types OTC indications in this document would have 2.8%, instead of 2.5%, and 2.6%, instead of 4.8%, respectively.

The loss trend has decreased by 0.5 points for Trucks, Tractors & Trailers collision and for Private Passenger Types collision. The OCN trend has increased by 0.2 points for Trucks, Tractors, & Trailers collision and has remained the same for Private Passenger Types collision. If the prior loss and OCN trends were used, the Trucks, Tractors and Trailers and Private Passenger Types collision indications in this document would have been 4.2%, instead of 1.7%, and 1.2%, instead of -0.1%, respectively.

**Supplementary Information – Tennessee****Loss Development****Methodology**

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Tennessee and multistate factors for the 15 to 27 month link ratios for BI and PD, and the 27 to 39 month link ratios for BI only. For all coverages, the "best three of five" link ratios have been used. Specifically, the highest and lowest link ratios from the latest five years of the experience have been removed from the calculation and the remaining three ratios are used to calculate the three-year average.

**Factors**

	<u>Current (100K)</u>	<u>Previous (100K)</u>
Trucks, Tractors and Trailers BI		
39 to Ultimate	1.080	1.076
27 to Ultimate	1.161	1.165
15 to Ultimate	1.365	1.356
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.004	1.005
27 to Ultimate	1.013	1.014
15 to Ultimate	1.032	1.030
Private Passenger Types BI		
39 to Ultimate	1.068	1.065
27 to Ultimate	1.134	1.142
15 to Ultimate	1.287	1.258
Private Passenger Types PD		
39 to Ultimate	1.004	1.006
27 to Ultimate	1.011	1.015
15 to Ultimate	1.036	1.043

## Supplementary Information – Tennessee

### Other Factors

Unallocated Loss Adjustment Expense factors:

	<u>Data through 12/31/2017</u>	<u>Data through 12/31/2016</u>
Bodily Injury	1.075	1.080
Property Damage	1.100	1.105
Physical Damage	1.130	1.140

### Indicated vs. Filed Changes

An overall change of 8.8% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 02/01/2020 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Trucks, Tractors & Trailers OTC	2.5%	N.C.
Trucks, Tractors & Trailers Collision	1.7%	N.C.
Private Passenger Types Collision	-0.1%	N.C.

The overall filed change is 8.4%.

### Notes

- Trucks, Tractors and Trailers Liability indication of 12.0% is mainly due to poor experience in the latest two accident years.
- The Auto Dealers Liability coverage is not being reviewed this year.
- The Auto Dealers and Garagekeepers physical damage coverages are not being reviewed this year.