



LOSS COSTS – IMPLEMENTATION

JUNE 18, 2020

COMMERCIAL AUTOMOBILE

LI-CA-2020-259

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

KEY MESSAGE

Loss costs representing a 6.0% statewide change to be implemented.

BACKGROUND

In circular [LI-CA-2020-140](#), we provided you with information about the Commercial Auto loss cost level experience review.

CONSIDERATION OF COVID-19

In anticipation of long-term behavioral, social and economic changes as a result of COVID-19, we expect, based on the information currently available, that those changes will have a modest but material impact on prospective loss costs for certain risks, and in this filing we have adjusted loss costs to reflect these changes by applying a factor of 0.98 to loss costs for liability and collision.

While there is still great uncertainty around COVID-19, the above referenced adjustments do not contemplate the possibility of widespread viral resurgence or the renewal of stay-at-home orders during the period in which the newly filed loss costs will be in effect. We have assumed that any recurrence of such extreme and unpredictable circumstances would generally be addressed, as appropriate, by individual carriers.

ISO ACTION

We are implementing CA-2020-BRLA1, which presents a review of Commercial Auto loss cost experience. Refer to the attached explanatory material for complete details about the filing.

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.

SUPPLEMENTARY INFORMATION

We are including supplementary information for Arizona, 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.

EFFECTIVE DATE

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

These changes are applicable to all policies written on or after November 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.

IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of November 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.

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 OCTOBER 20, 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 Filing Number CA-2020-BRLA1 and SERFF Tracking Number ISOF-132320238, 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.

RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

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-2019-057](#) 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.

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). In addition to other information, this web site contains copies of major multistate filing status reports that are updated approximately every two weeks.

REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 11-20 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-CA-2020-140](#) (03/04/2020) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2019-057](#) (12/10/2019) Revised Lead Time Requirements Listing

ATTACHMENT(S)

- Filing CA-2020-BRLA1
- Supplementary Information

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 were 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.

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, Rebecca Gordon, am an Actuarial Associate 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.

OPTIONAL CLASS PLAN INFORMATION

For the latest updates on the Optional Class Plan, visit <https://www.verisk.com/insurance/products/new-commercial-auto-class-plan>.

CONTACT INFORMATION

If you have any questions concerning:

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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. To keep abreast of the latest Insurance Lines Services updates, view www.verisk.com/ils.

ARIZONA

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2020-BRLA1

EXECUTIVE SUMMARY

PURPOSE

This document:

- revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 6.0% statewide change from the loss costs currently in effect.
 - provides the analyses used to derive these advisory loss costs.
-

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.”

CONSIDERATION OF COVID-19

In anticipation of long-term behavioral, social and economic changes as a result of COVID-19, we expect, based on the information currently available, that those changes will have a modest but material impact on prospective loss costs for certain risks, and in this filing we have adjusted loss costs to reflect these changes by applying a factor of 0.98 to loss costs for liability and collision.

While there is still great uncertainty around COVID-19, the above referenced adjustments do not contemplate the possibility of widespread viral resurgence or the renewal of stay-at-home orders during the period in which the newly filed loss costs will be in effect. We have assumed that any recurrence of such extreme and unpredictable circumstances would generally be addressed, as appropriate, by individual carriers.

OPTIONAL CLASS PLAN LOSS COSTS

The loss costs contained in this filing CA-2020-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-2020-BRLB1.

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.

PRIVATE
PASSENGER TYPES
SPECIFIED CAUSES
OF LOSS

This filing introduces a Loss Cost for Specified Causes of Loss Coverage for Private Passenger Types Vehicles.

AUTO DEALERS
LIABILITY
COVERAGE

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

REVISED LOSS
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors & Trailers</u>	<u>Indicated</u>	<u>Filed</u>
Liability		
Single Limit Liability	10.0%	7.8%
Physical Damage		
Other than Collision	11.9%	11.9%
Collision	1.2%	-0.8%
Total Trucks, Tractors & Trailers	8.8%	6.8%
<u>Private Passenger Types</u>		
Liability		
Single Limit Liability	3.5%	1.4%
Physical Damage		
Other than Collision	8.9%	8.9%
Collision	-2.3%	-4.3%
Total Private Passenger Types	2.6%	0.7%
<u>Grand Total</u>	8.0%	6.0%

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

INDICATED VS.
FILED

Indicated changes are based on standard ISO methodology, utilizing a 10/1/2020 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: As mentioned on the previous page, the filed loss costs for liability and collision have been adjusted by a factor of 0.98 to reflect the impact of COVID-19.

PRIOR ISO REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2019-BRLA1	CA-2018-BRLA1	CA-2017-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	10/1/2019	10/1/2018	10/1/2017
<u>Changes</u>			
Indicated	9.1%	10.2%	7.3%
Filed	9.3%	10.2%	7.1%
Approved	9.3%	10.2%	7.1%

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 3/31/2019 for all coverages.

ADJUSTMENTS TO REPORTED EXPERIENCE

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 fourth quarter 2018 and claim frequency trend data through third 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	+5.4%
Property Damage	+4.7%
Private Passenger Types Liability:	
Bodily Injury	+5.4%
Property Damage	+4.7%

ADJUSTMENTS TO	Trucks, Tractors & Trailers OTC	+7.0%
REPORTED	Trucks, Tractors & Trailers Collision	+4.5%
EXPERIENCE	Private Passenger Types OTC	+6.5%
(Cont'd)	Private Passenger Types Collision	+4.0%

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 +0.9% 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.

TEN LARGEST COMPANIES/ GROUPS IN THIS REVIEW

LIABILITY (ASLOB 19.3 & 19.4)

1. Zurich American Insurance Company
2. Travelers Indemnity Company
3. Tokio Marine Companies
4. Liberty Mutual Insurance Company
5. Cincinnati Insurance Company
6. Nationwide Mutual Insurance Co.
7. American International Group
8. Hartford Accident & Indemnity Co.
9. Employers Mutual Casualty Company
10. Continental Casualty Company

PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Liberty Mutual Insurance Company
3. Cincinnati Insurance Company
4. Zurich American Insurance Company
5. Tokio Marine Companies
6. Employers Mutual Casualty Company
7. Great American Insurance Company
8. Westfield Insurance Company
9. Federated Mutual Insurance Company
10. Continental Casualty 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 12/31/2018 for the Annual Statement Line of Business (ASLOB) indicated.

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 12/31/2018 is:

Liability (ASLOB 19.3 & 19.4)
40.9%

Physical Damage (ASLOB 21.2)
40.7%

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.

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ARIZONA
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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.

**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."

**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.

**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.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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?

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.

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.

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.

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.

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.

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.

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.

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.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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?

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.

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:

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

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 \$100,000 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.

COLUMN (10)
REVISED BASE
LOSS COST

Revised \$100,000 base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

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

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:

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

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.

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

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.

AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

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	
Type of Loss	Glass	Fire	Glass	Fire
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	
Type of Loss	Glass	Fire	Glass	Fire
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%	+6.5%
COLL:	+4.5%	+4.0%

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
12/31/2015	2.831	2.823
03/31/2016	2.847	2.843
06/30/2016	2.866	2.862
09/30/2016	2.877	2.882
12/31/2016	2.913	2.901
03/31/2017	2.925	2.921
06/30/2017	2.942	2.941
09/30/2017	2.945	2.962
12/31/2017	2.966	2.982
03/31/2018	2.999	3.002
06/30/2018	3.016	3.023
09/30/2018	3.033	3.044
12/31/2018	3.061	3.065
03/31/2019	3.074	3.086
06/30/2019	3.118	3.107
09/30/2019	3.158	3.128
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9857	2.8%
12 Point Fit	0.9724	2.9%

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.

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 0.9% 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.

LOSS DEVELOPMENT FOR LIABILITY

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 June 30, 2019. In other words, accident year ended March 31, 2019 includes all losses and allocated loss adjustment expenses paid through June 30, 2019 on accidents occurring from April 1, 2018 to March 31, 2019 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2019, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended March 31, 2018 include all loss and loss adjustment expenses paid through June 30, 2019 on accidents occurring from April 1, 2017 to March 31, 2018 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2019, 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 June 30, 2019. In other words, accident year ended March 31, 2019 includes all losses paid through June 30, 2019 on accidents occurring from April 1, 2018 to March 31, 2019. Similarly, the paid losses for accident year ended March 31, 2018 include all losses paid through June 30, 2019 on accidents occurring from April 1, 2017 to March 31, 2018. 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.

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

<u>Bodily Injury</u>				<u>Property Damage</u>			
<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.

ARIZONA
CLAIMS PER TERRITORY
LIABILITY

Territory	Trucks, Tractors & Trailers	Private Passenger Types
	Incurred Claims 5 Years Ending 3/31/2019 Combined BI and PD	Incurred Claims 5 Years Ending 3/31/2019 Combined BI and PD
107	383	62
110	328	37
115	345	44
116	588	209
117	4,645	744
118	113	11
119	1809	246
120	1005	157
121	39	7
122	1,010	137
123	970	112
124	817	112
125	249	33
126	147	36
127	313	32
128	269	27
129	303	44
130	542	77
SW Total	13,875	2,127

Claims for Trend

BI	PD
<u>881</u>	<u>2,301</u>

ARIZONA
CLAIMS PER TERRITORY
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 3/31/2019		Private Passenger Types Paid Claims 5 Years Ending 3/31/2019	
	OTC	Coll	OTC	Coll
107	297	150	165	48
110	168	144	52	37
115	307	136	87	27
116	370	278	573	237
117	1,855	1,643	1,146	536
118	55	55	19	12
119	700	719	360	246
120	424	379	366	139
121	35	18	10	10
122	701	433	246	87
123	515	355	433	95
124	307	271	244	111
125	168	114	72	33
126	187	74	47	29
127	157	117	57	31
128	98	114	44	31
129	297	161	75	39
130	414	246	157	86
SW Total	7,055	5,407	4,153	1,834

WIND AND WATER PROCEDURE
OTHER THAN COLLISION

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.

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.

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
ARIZONA

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	30,161	1,159,452	1,129,291	0.027	0.055	62,111	1,221,563
1988	25,034	1,301,767	1,276,733	0.020	0.062	79,157	1,380,924
1989	57,897	1,508,873	1,450,976	0.040	0.042	60,941	1,569,814
1990	36,959	1,305,347	1,268,388	0.029	0.053	67,225	1,372,572
1991	138,727	1,758,785	1,620,058	0.086	-0.004	-6,480	1,752,305
1992	21,421	1,741,542	1,720,121	0.012	0.070	120,408	1,861,950
1993	138,663	1,771,023	1,632,360	0.085	-0.003	-4,897	1,766,126
1994	16,103	2,183,339	2,167,236	0.007	0.075	162,543	2,345,882
1995	94,457	2,905,512	2,811,055	0.034	0.048	134,931	3,040,443
1996	55,055	2,346,893	2,291,838	0.024	0.058	132,927	2,479,820
1997	176,500	3,131,116	2,954,616	0.060	0.022	65,002	3,196,118
1998	71,558	3,168,699	3,097,141	0.023	0.059	182,731	3,351,430
1999	131,680	3,271,766	3,140,086	0.042	0.040	125,603	3,397,369
2000	550,699	4,006,046	3,455,347	0.159	-0.077	-266,062	3,739,984
2001	64,621	3,978,350	3,913,729	0.017	0.065	254,392	4,232,742
2002	50,332	3,480,548	3,430,216	0.015	0.067	229,824	3,710,372
2003	177,467	3,452,703	3,275,236	0.054	0.028	91,707	3,544,410
2004	74,076	1,677,402	1,603,326	0.046	0.036	57,720	1,735,122
2005	56,418	2,047,683	1,991,265	0.028	0.054	107,528	2,155,211
2006	21,161	2,621,312	2,600,151	0.008	0.074	192,411	2,813,723
2007	124,354	3,151,947	3,027,593	0.041	0.041	124,131	3,276,078
2008	17,002	1,779,613	1,762,611	0.010	0.072	126,908	1,906,521
2009	43,937	1,776,130	1,732,193	0.025	0.057	98,735	1,874,865
2010	129,240	1,132,447	1,003,207	0.129	-0.047	-47,151	1,085,296
2011	1,677,435	3,081,460	1,404,025	1.195	-1.113	-1,562,680	1,518,780
2012	45,265	1,505,888	1,460,623	0.031	0.051	74,492	1,580,380
2013	20,298	1,137,700	1,117,402	0.018	0.064	71,514	1,209,214
2014	48,763	1,373,391	1,324,628	0.037	0.045	59,608	1,432,999
2015	173,577	2,389,776	2,216,199	0.078	0.004	8,865	2,398,641
2016	227,724	3,085,977	2,858,253	0.08	0.002	5,717	3,091,694
2017	356,231	2,472,125	2,115,894	0.168	-0.086	-181,967	2,290,158
2018	106,658	3,306,961	3,200,303	0.033	0.049	156,815	3,463,776
2019	126,290	2,953,173	2,826,883	0.045	0.037	104,595	3,057,768

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.082

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
ARIZONA

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	19,799	623,518	603,719	0.033	0.070	42,260	665,778
1988	20,250	545,659	525,409	0.039	0.064	33,626	579,285
1989	58,423	583,358	524,935	0.111	-0.008	-4,199	579,159
1990	6,675	702,759	696,084	0.010	0.093	64,736	767,495
1991	115,403	969,589	854,186	0.135	-0.032	-27,334	942,255
1992	36,270	685,111	648,841	0.056	0.047	30,496	715,607
1993	77,290	627,075	549,785	0.141	-0.038	-20,892	606,183
1994	62,656	869,481	806,825	0.078	0.025	20,171	889,652
1995	21,988	897,140	875,152	0.025	0.078	68,262	965,402
1996	14,083	877,640	863,557	0.016	0.087	75,129	952,769
1997	25,589	977,368	951,779	0.027	0.076	72,335	1,049,703
1998	38,215	844,435	806,220	0.047	0.056	45,148	889,583
1999	36,694	749,648	712,954	0.051	0.052	37,074	786,722
2000	75,795	760,390	684,595	0.111	-0.008	-5,477	754,913
2001	33,728	831,415	797,687	0.042	0.061	48,659	880,074
2002	9,043	818,058	809,015	0.011	0.092	74,429	892,487
2003	127,098	737,968	610,870	0.208	-0.105	-64,141	673,827
2004	13,843	411,456	397,613	0.035	0.068	27,038	438,494
2005	18,699	431,222	412,523	0.045	0.058	23,926	455,148
2006	17,624	490,812	473,188	0.037	0.066	31,230	522,042
2007	18,284	617,457	599,173	0.031	0.072	43,140	660,597
2008	1,815	374,392	372,577	0.005	0.098	36,513	410,905
2009	13,020	350,887	337,867	0.039	0.064	21,623	372,510
2010	58,691	477,666	418,975	0.140	-0.037	-15,502	462,164
2011	827,446	1,466,611	639,165	1.295	-1.192	-761,885	704,726
2012	42,485	628,268	585,783	0.073	0.030	17,573	645,841
2013	36,489	558,633	522,144	0.070	0.033	17,231	575,864
2014	20,660	517,899	497,239	0.042	0.061	30,332	548,231
2015	92,376	709,682	617,306	0.15	-0.047	-29,013	680,669
2016	57,132	699,796	642,664	0.089	0.014	8,997	708,793
2017	59,689	763,380	703,691	0.085	0.018	12,666	776,046
2018	31,764	598,471	566,707	0.056	0.047	26,635	625,106
2019	40,941	782,340	741,399	0.055	0.048	35,587	817,927

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.103

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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).

COLUMN (2)
OTC TOTAL
LOSSES

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

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. $\text{Column (2)} - \text{Column (1)}$.

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

Ratio of Wind and Water losses to Non-Wind and Water losses.
 $\text{Column (1)} \div \text{Column (3)}$

COLUMN (5)
VARIATION FROM
AVERAGE WIND
RATIO

Variation from the long term average Wind and Water to non-Wind and Water ratio.
 $\text{Avg (4)} - \text{Column (4)}$.

COLUMN (6)
WIND AND WATER
ADJUSTMENT

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

COLUMN (7)
ADJUSTED OTC
TOTAL LOSSES

$\text{Column (2)} + \text{Column (6)}$.

TERRITORIAL WIND AND WATER PROCEDURE
OTHER THAN COLLISION

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.

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.

ARIZONA
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	\$ 58,226,444	7.8%
Physical Damage		
Other Than Collision	3,836,506	11.9%
Collision	10,568,989	-0.8%
Combined	14,405,495	2.6%
Total Trucks, Tractors & Trailers	72,631,939	6.8%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	7,359,837	1.4%
Physical Damage		
Other Than Collision	981,683	8.9%
Collision	2,632,446	-4.3%
Combined	3,614,129	-0.7%
Total Private Passenger Types	10,973,966	0.7%
GRAND TOTAL ALL COVERAGES	83,605,905	6.0%
TOTAL LIABILITY	65,586,281	7.1%
TOTAL PHYSICAL DAMAGE	18,019,624	1.9%

(A) An implementation date of 10/01/2020 is assumed for purposes of trending.

(B) Accident Year ending 03/31/2019 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.

ARIZONA
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
107	5.9%	0.0%
110	6.7%	0.0%
115	12.9%	50.0%
116	7.7%	50.0%
117	10.3%	0.0%
118	7.0%	0.0%
119	5.8%	0.0%
120	8.6%	0.0%
121	8.4%	0.0%
122	6.8%	0.0%
123	7.1%	0.0%
124	8.6%	0.0%
125	6.8%	100.0%
126	5.3%	0.0%
127	7.9%	0.0%
128	3.2%	0.0%
129	5.4%	0.0%
130	-0.4%	0.0%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
	Comprehensive	Collision	
107	9.5%	-1.1%	10.2%
110	8.7%	-1.6%	8.9%
115	9.7%	1.9%	10.1%
116	12.2%	-1.3%	11.3%
117	14.8%	-0.8%	15.1%
118	8.4%	1.6%	8.3%
119	5.9%	0.0%	5.7%
120	14.6%	0.0%	14.5%
121	9.4%	-2.6%	9.6%
122	15.1%	0.0%	14.6%
123	9.7%	0.0%	10.0%
124	10.9%	1.3%	11.4%
125	7.9%	-6.7%	7.8%
126	12.0%	-4.3%	12.9%
127	13.0%	0.0%	14.0%
128	9.2%	-3.6%	9.3%
129	10.8%	0.0%	11.3%
130	12.8%	-2.7%	13.6%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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	\$500	Physical Damage		Specified Causes of Loss (d)
	\$100,000 CSL	Med Pay (a)	Comprehensive (b)	Collision (c)	
107	429	2	150	278	130
110	335	1	113	179	98
115	612	3	113	217	98
116	613	3	92	221	79
117	698	2	124	239	107
118	384	1	90	255	78
119	453	2	108	195	93
120	579	2	110	224	95
121	439	2	93	184	80
122	474	2	137	199	118
123	589	2	102	230	88
124	641	2	102	228	88
125	267	2	96	195	83
126	219	1	121	202	105
127	572	2	113	238	98
128	320	2	95	163	82
129	272	2	103	203	89
130	222	1	106	179	92

(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 0.864 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
107	-2.0%	-33.3%
110	-0.8%	0.0%
115	3.1%	0.0%
116	-0.5%	0.0%
117	4.0%	0.0%
118	0.6%	0.0%
119	0.8%	0.0%
120	2.9%	0.0%
121	0.5%	0.0%
122	0.0%	0.0%
123	-1.0%	0.0%
124	2.3%	50.0%
125	0.5%	0.0%
126	5.0%	0.0%
127	-0.7%	0.0%
128	0.7%	0.0%
129	1.1%	0.0%
130	-1.9%	0.0%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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		Specified Causes of Loss (a)
	Comprehensive	Collision	
107	6.1%	-10.1%	
110	8.2%	-1.2%	
115	13.9%	-1.6%	
116	13.0%	-3.2%	
117	7.8%	-5.0%	
118	7.9%	-5.8%	
119	2.5%	-1.2%	
120	10.9%	-1.6%	
121	8.0%	-5.1%	
122	10.3%	-9.0%	
123	14.8%	-6.7%	
124	8.9%	-3.0%	
125	7.4%	-4.0%	
126	10.3%	-2.5%	
127	7.3%	-4.8%	
128	4.5%	-5.2%	
129	7.2%	0.3%	
130	6.9%	-5.1%	

- (a) This filing introduces a loss cost for Specified Causes of Loss coverage for Private Passenger Types vehicles, so there is no loss cost level change to list.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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	\$500	Physical Damage		Specified Causes of Loss (d)
	\$100,000 CSL	Med Pay (a)	Comprehensive (b)	Collision (c)	
107	393	2	105	401	91
110	364	2	105	329	91
115	460	3	123	307	106
116	402	3	104	358	90
117	472	3	97	379	84
118	354	2	96	375	83
119	391	2	81	322	70
120	423	3	102	304	88
121	383	2	94	299	81
122	368	2	128	324	111
123	398	3	93	362	80
124	398	3	86	326	74
125	212	1	116	363	100
126	272	2	128	317	111
127	425	3	103	320	89
128	307	2	116	274	100
129	282	2	104	295	90
130	260	2	108	259	93

- (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.
- (d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.864 to the Private Passenger Types Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
107	5.9%	0.0%
110	6.8%	0.0%
115	12.9%	16.7%
116	7.7%	0.0%
117	10.2%	14.3%
118	6.9%	0.0%
119	5.9%	0.0%
120	8.6%	16.7%
121	8.4%	0.0%
122	6.8%	20.0%
123	7.2%	16.7%
124	8.7%	14.3%
125	6.9%	0.0%
126	5.4%	50.0%
127	7.9%	16.7%
128	3.2%	0.0%
129	5.4%	0.0%
130	-0.6%	0.0%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
	Comprehensive	Collision	
107	9.3%	-1.1%	10.8%
110	8.5%	-1.7%	8.7%
115	9.5%	1.8%	9.9%
116	11.9%	-1.1%	12.5%
117	14.5%	-0.7%	14.7%
118	8.2%	1.6%	9.6%
119	5.8%	0.0%	5.6%
120	14.3%	0.0%	14.1%
121	9.2%	-2.5%	10.8%
122	15.7%	0.0%	14.3%
123	9.5%	0.0%	9.8%
124	10.6%	1.4%	11.1%
125	7.7%	-6.4%	7.6%
126	11.8%	-4.1%	12.6%
127	12.7%	0.0%	13.6%
128	9.0%	-3.7%	9.1%
129	10.5%	0.0%	11.0%
130	12.5%	-3.0%	13.3%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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)	
107	644	5	153	353	133
110	503	4	115	227	100
115	918	7	115	276	100
116	920	7	94	281	81
117	1047	8	126	304	109
118	576	4	92	324	80
119	680	5	110	248	95
120	869	7	112	284	97
121	659	5	95	234	82
122	711	6	140	253	120
123	884	7	104	292	90
124	962	8	104	290	90
125	401	3	98	248	85
126	329	3	123	257	107
127	858	7	115	302	100
128	480	4	97	207	84
129	408	3	105	258	91
130	333	3	108	227	94

- (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 Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
107	5.9%	5.0%
110	6.7%	6.7%
115	12.9%	15.4%
116	7.7%	7.1%
117	10.3%	9.7%
118	7.0%	11.8%
119	5.8%	4.8%
120	8.6%	7.7%
121	8.4%	5.0%
122	6.8%	9.5%
123	7.1%	3.7%
124	8.6%	6.9%
125	6.8%	8.3%
126	5.3%	10.0%
127	7.9%	7.7%
128	3.2%	0.0%
129	5.4%	8.3%
130	-0.5%	0.0%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
	Comprehensive	Collision	
107	9.3%	-1.1%	10.8%
110	8.5%	-1.7%	8.7%
115	9.5%	1.8%	9.9%
116	11.9%	-1.1%	12.5%
117	14.5%	-0.7%	14.7%
118	8.2%	1.6%	9.6%
119	5.8%	0.0%	5.6%
120	14.3%	0.0%	14.1%
121	9.2%	-2.5%	10.8%
122	15.7%	0.0%	14.3%
123	9.5%	0.0%	9.8%
124	10.6%	1.4%	11.1%
125	7.7%	-6.4%	7.6%
126	11.8%	-4.1%	12.6%
127	12.7%	0.0%	13.6%
128	9.0%	-3.7%	9.1%
129	10.5%	0.0%	11.0%
130	12.5%	-3.0%	13.3%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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)	
107	2660	21	153	353	133
110	2077	16	115	227	100
115	3794	30	115	276	100
116	3801	30	94	281	81
117	4328	34	126	304	109
118	2381	19	92	324	80
119	2809	22	110	248	95
120	3590	28	112	284	97
121	2722	21	95	234	82
122	2939	23	140	253	120
123	3652	28	104	292	90
124	3974	31	104	290	90
125	1655	13	98	248	85
126	1358	11	123	257	107
127	3546	28	115	302	100
128	1984	15	97	207	84
129	1686	13	105	258	91
130	1376	11	108	227	94

- (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 Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
107	5.8%	0.0%
110	6.4%	0.0%
115	13.1%	33.3%
116	7.7%	0.0%
117	10.3%	0.0%
118	7.1%	50.0%
119	6.0%	0.0%
120	8.5%	0.0%
121	8.1%	0.0%
122	7.0%	0.0%
123	6.9%	33.3%
124	8.6%	33.3%
125	6.5%	0.0%
126	5.3%	0.0%
127	7.9%	0.0%
128	2.9%	0.0%
129	5.6%	50.0%
130	-0.8%	0.0%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
	Comprehensive	Collision	
107	9.4%	-1.1%	9.6%
110	8.2%	-1.7%	9.5%
115	9.7%	2.2%	11.3%
116	12.3%	-1.4%	10.0%
117	14.5%	-1.3%	15.4%
118	8.6%	1.8%	10.0%
119	7.0%	0.0%	4.8%
120	14.9%	0.0%	15.5%
121	8.3%	-2.4%	9.8%
122	15.7%	0.0%	15.3%
123	9.2%	0.0%	10.7%
124	10.9%	1.4%	12.7%
125	8.1%	-6.6%	7.4%
126	11.8%	-4.4%	13.8%
127	12.9%	0.0%	15.0%
128	9.8%	-3.6%	7.5%
129	10.8%	0.0%	10.7%
130	12.1%	-3.3%	12.3%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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)	
107	236	3	105	181	91
110	184	3	79	116	69
115	337	4	79	141	69
116	337	4	64	144	55
117	384	4	87	155	75
118	211	3	63	166	55
119	249	3	76	127	65
120	318	3	77	146	67
121	241	3	65	120	56
122	261	3	96	129	83
123	324	4	71	150	62
124	353	4	71	148	62
125	147	2	67	127	58
126	120	2	85	131	74
127	315	3	79	155	69
128	176	3	67	106	57
129	150	3	72	132	62
130	122	2	74	116	64

- (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 Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
107	5.9%	7.7%
110	6.7%	7.7%
115	12.9%	11.8%
116	7.7%	6.3%
117	10.3%	11.8%
118	7.0%	9.1%
119	5.8%	7.1%
120	8.6%	6.3%
121	8.4%	7.1%
122	6.8%	6.7%
123	7.1%	5.9%
124	8.7%	5.9%
125	6.8%	8.3%
126	5.3%	11.1%
127	7.9%	5.9%
128	3.2%	0.0%
129	5.5%	9.1%
130	-0.4%	0.0%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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
	Comprehensive	Collision	of Loss
107	9.4%	-1.1%	9.6%
110	8.2%	-1.7%	9.5%
115	9.7%	2.2%	11.3%
116	12.3%	-1.4%	10.0%
117	14.5%	-1.3%	15.4%
118	8.6%	1.8%	10.0%
119	7.0%	0.0%	4.8%
120	14.9%	0.0%	15.5%
121	8.3%	-2.4%	9.8%
122	15.7%	0.0%	15.3%
123	9.2%	0.0%	10.7%
124	10.9%	1.4%	12.7%
125	8.1%	-6.6%	7.4%
126	11.8%	-4.4%	13.8%
127	12.9%	0.0%	15.0%
128	9.8%	-3.6%	7.5%
129	10.8%	0.0%	10.7%
130	12.1%	-3.3%	12.3%

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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)	
107	1630	14	105	181	91
110	1273	14	79	116	69
115	2326	19	79	141	69
116	2329	17	64	144	55
117	2652	19	87	155	75
118	1459	12	63	166	55
119	1721	15	76	127	65
120	2200	17	77	146	67
121	1668	15	65	120	56
122	1801	16	96	129	83
123	2238	18	71	150	62
124	2436	18	71	148	62
125	1015	13	67	127	58
126	832	10	85	131	74
127	2174	18	79	155	69
128	1216	14	67	106	57
129	1034	12	72	132	62
130	844	11	74	116	64

- (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 Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

ARIZONA
 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
03/31/17	\$32,289,636	\$33,756,327	1.045	20%	2,687
03/31/18	\$33,220,072	\$37,587,872	1.131	30%	2,969
03/31/19	\$33,911,732	\$38,004,470	1.121	50%	2,920
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.109
(7)	EXPECTED EXPERIENCE RATIO (D).				1.051
(8)	CREDIBILITY (E).				0.85
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.100
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				10.0%
(11)	SELECTED CHANGE.				10.0%
(12)	FILED CHANGE.				7.8%
(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 10/01/20 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.

ARIZONA
TRUCKS, TRACTORS, AND TRAILERS
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	03/31/17	\$14,185,079	\$8,960,654	
ALLOCATED LOSS	03/31/18	\$16,282,403	\$9,389,166	
ADJUSTMENT EXPENSES	03/31/19	\$13,430,956	\$10,321,678	
(2) DEVELOPED LOSSES AND	03/31/17	\$16,377,383	\$9,896,146	
ALL LOSS ADJUSTMENT	03/31/18	\$20,269,149	\$10,462,348	
EXPENSES (A)	03/31/19	\$20,978,817	\$11,705,815	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		5.4%	4.7%	5.1%
(4) TRENDED LOSSES AND	03/31/17	\$21,306,975	\$12,449,352	\$33,756,327
ALL LOSS ADJUSTMENT	03/31/18	\$25,012,130	\$12,575,742	\$37,587,872
EXPENSES (B)	03/31/19	\$24,566,195	\$13,438,276	\$38,004,470

(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.
03/31/17	1.074	1.004
03/31/18	1.158	1.013
03/31/19	1.453	1.031

(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 10/01/20
WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/17	10/1/16	5.000
03/31/18	10/1/17	4.000
03/31/19	10/1/18	3.000

INSURANCE SERVICES OFFICE, INC.

ARIZONA
 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
	03/31/17	\$3,809,013	\$3,634,422	0.954	20%	1,484
	03/31/18	\$3,843,882	\$5,141,603	1.338	30%	1,386
	03/31/19	\$3,836,506	\$4,338,534	1.131	50%	1,317
COLL.	03/31/17	\$9,438,967	\$9,366,785	0.992	20%	1,147
	03/31/18	\$10,026,913	\$9,696,572	0.967	30%	1,090
	03/31/19	\$10,568,989	\$11,001,123	1.041	50%	1,125

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.158	1.009
(7)	EXPECTED EXPERIENCE RATIO (D).	1.060	1.030
(8)	CREDIBILITY (E).	0.60	0.85
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO:	1.119	1.012
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	11.9%	1.2%
(11)	SELECTED CHANGE.	11.9%	1.2%
(12)	FILED CHANGE.	11.9%	-0.8%
(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 10/01/20 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 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.

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/17	\$2,290,157	\$6,659,300
	03/31/18	\$3,463,775	\$7,243,527
	03/31/19	\$3,057,768	\$8,823,613
(2) DEVELOPED LOSSES AND	03/31/17	\$2,590,465	\$7,517,484
ALL LOSS ADJUSTMENT	03/31/18	\$3,921,894	\$8,127,889
EXPENSES (A)	03/31/19	\$3,541,660	\$9,641,650
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		7.0%	4.5%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	03/31/17	\$3,634,422	\$9,366,785
ALL LOSS ADJUSTMENT	03/31/18	\$5,141,603	\$9,696,572
EXPENSES (B)	03/31/19	\$4,338,534	\$11,001,123

(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.
03/31/17	1.001	0.999
03/31/18	1.002	0.993
03/31/19	1.025	0.967

(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 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/17	10/1/16	5.000	5.000
03/31/18	10/1/17	4.000	4.000
03/31/19	10/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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	03/31/17	\$3,641,504	\$8,764,129
AT CURRENT LEVEL	03/31/18	\$3,710,311	\$9,450,436
	03/31/19	\$3,735,644	\$10,104,196
 (2) SELECTED ANNUAL OCN TRENDED (SEE TRENDED EXHIBIT IN SECTION C)		0.9%	1.5%
 (3) TRENDED AGGREGATE LOSS COSTS AT	03/31/17	\$3,809,013	\$9,438,967
	03/31/18	\$3,843,882	\$10,026,913
CURRENT LEVEL (A)	03/31/19	\$3,836,506	\$10,568,989

(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 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/17	4/1/16	5.000	5.000
03/31/18	4/1/17	4.000	4.000
03/31/19	4/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

ARIZONA
 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
03/31/15	\$4,269,296	\$3,863,747	0.905	10%	425
03/31/16	\$4,265,679	\$4,443,610	1.042	15%	458
03/31/17	\$4,307,093	\$4,868,566	1.130	20%	410
03/31/18	\$4,265,178	\$4,697,948	1.101	25%	444
03/31/19	\$4,378,249	\$3,833,311	0.876	30%	390
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.011
(7)	EXPECTED EXPERIENCE RATIO (D).				1.051
(8)	CREDIBILITY (E).				0.40
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.035
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				3.5%
(11)	SELECTED CHANGE.				3.5%
(12)	FILED CHANGE.				1.4%
(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 10/01/20 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.

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	03/31/15	\$1,439,960	\$1,065,584	
ALLOCATED LOSS	03/31/16	\$1,790,817	\$1,204,148	
ADJUSTMENT EXPENSES	03/31/17	\$1,913,241	\$1,441,533	
	03/31/18	\$1,987,522	\$1,243,049	
	03/31/19	\$1,309,095	\$1,146,311	
(2) DEVELOPED LOSSES AND	03/31/15	\$1,554,149	\$1,173,315	
ALL LOSS ADJUSTMENT	03/31/16	\$1,967,481	\$1,325,887	
EXPENSES (A)	03/31/17	\$2,202,762	\$1,592,029	
	03/31/18	\$2,459,211	\$1,383,762	
	03/31/19	\$1,953,301	\$1,346,686	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		5.4%	4.7%	5.1%
(4) TRENDED LOSSES AND	03/31/15	\$2,245,745	\$1,618,001	\$3,863,747
ALL LOSS ADJUSTMENT	03/31/16	\$2,697,416	\$1,746,193	\$4,443,610
EXPENSES (B)	03/31/17	\$2,865,793	\$2,002,772	\$4,868,566
	03/31/18	\$3,034,666	\$1,663,282	\$4,697,948
	03/31/19	\$2,287,315	\$1,545,996	\$3,833,311
(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.	
	03/31/15	1.004	1.001	
	03/31/16	1.022	1.001	
	03/31/17	1.071	1.004	
	03/31/18	1.151	1.012	
	03/31/19	1.388	1.068	

(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 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/15	10/1/14	7.000
03/31/16	10/1/15	6.000
03/31/17	10/1/16	5.000
03/31/18	10/1/17	4.000
03/31/19	10/1/18	3.000

INSURANCE SERVICES OFFICE, INC.

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

COVERAGE	ACCIDENT YEAR	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF PAID CLAIMS
O.T.C.	03/31/15	\$1,011,278	\$1,195,267	1.182	10%	774
	03/31/16	\$990,371	\$1,168,567	1.180	15%	928
	03/31/17	\$1,000,140	\$1,201,398	1.201	20%	881
	03/31/18	\$995,856	\$909,300	0.913	25%	756
	03/31/19	\$981,683	\$1,128,788	1.150	30%	814
COLL.	03/31/15	\$2,689,792	\$2,600,119	0.967	10%	371
	03/31/16	\$2,623,356	\$2,143,808	0.817	15%	332
	03/31/17	\$2,659,381	\$2,795,146	1.051	20%	405
	03/31/18	\$2,660,795	\$2,539,063	0.954	25%	349
	03/31/19	\$2,632,446	\$2,493,474	0.947	30%	377
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				O.T.C. 1.108	COLLISION 0.953
(7)	EXPECTED EXPERIENCE RATIO (D).				1.054	1.034
(8)	CREDIBILITY (E).				0.65	0.70
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO:				1.089	0.977
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				8.9%	-2.3%
(11)	SELECTED CHANGE.				8.9%	-2.3%
(12)	FILED CHANGE.				8.9%	-4.3%
(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 10/01/20 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 5 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.

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/15	\$680,668	\$1,748,473
	03/31/16	\$708,794	\$1,499,743
	03/31/17	\$776,047	\$2,034,558
	03/31/18	\$625,106	\$1,934,015
	03/31/19	\$817,929	\$2,073,398
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	03/31/15	\$769,155	\$1,975,774
	03/31/16	\$800,937	\$1,694,710
	03/31/17	\$876,933	\$2,296,751
	03/31/18	\$707,076	\$2,170,139
	03/31/19	\$934,427	\$2,216,421
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.5%	4.0%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	03/31/15	\$1,195,267	\$2,600,119
	03/31/16	\$1,168,567	\$2,143,808
	03/31/17	\$1,201,398	\$2,795,146
	03/31/18	\$909,300	\$2,539,063
	03/31/19	\$1,128,788	\$2,493,474
(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.
	03/31/15	1.000	1.000
	03/31/16	1.000	1.000
	03/31/17	1.000	0.999
	03/31/18	1.001	0.993
	03/31/19	1.011	0.946

(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 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/15	10/1/14	7.000	7.000
03/31/16	10/1/15	6.000	6.000
03/31/17	10/1/16	5.000	5.000
03/31/18	10/1/17	4.000	4.000
03/31/19	10/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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	03/31/15	\$943,356	\$2,578,899
AT CURRENT LEVEL	03/31/16	\$932,553	\$2,529,755
	03/31/17	\$951,608	\$2,581,923
	03/31/18	\$956,634	\$2,598,433
	03/31/19	\$953,090	\$2,585,900
(2) SELECTED ANNUAL OCN TREND (SEE TREND EXHIBIT IN SECTION C)		1.0%	0.6%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	03/31/15	\$1,011,278	\$2,689,792
	03/31/16	\$990,371	\$2,623,356
	03/31/17	\$1,000,140	\$2,659,381
	03/31/18	\$995,856	\$2,660,795
	03/31/19	\$981,683	\$2,632,446
(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 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/15	4/1/14	7.000	7.000
03/31/16	4/1/15	6.000	6.000
03/31/17	4/1/16	5.000	5.000
03/31/18	4/1/17	4.000	4.000
03/31/19	4/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
107	2912	387.07	382.27	0.988	0.15	1.052	0.983	405	438	429	5.9%
110	3360	290.79	299.58	1.030	0.15	1.058	0.989	314	342	335	6.7%
115	1397	524.82	752.53	1.434	0.15	1.119	1.046	542	624	612	12.9%
116	2349	565.83	620.73	1.097	0.20	1.070	1.000	569	626	613	7.7%
117	16927	682.84	762.46	1.117	0.60	1.095	1.023	633	712	698	10.3%
118	467	344.88	358.19	1.039	0.05	1.062	0.993	359	392	384	7.0%
119	9431	449.92	462.08	1.027	0.35	1.050	0.981	428	462	453	5.8%
120	4509	514.22	576.91	1.122	0.25	1.078	1.007	533	591	579	8.6%
121	362	406.17	529.16	1.303	0.05	1.075	1.005	405	448	439	8.4%
122	5352	442.81	467.58	1.056	0.25	1.061	0.992	444	484	474	6.8%
123	4452	547.49	581.92	1.063	0.25	1.063	0.993	550	601	589	7.1%
124	2426	646.23	728.27	1.127	0.25	1.079	1.008	590	654	641	8.6%
125	1964	269.71	274.77	1.019	0.10	1.059	0.990	250	272	267	6.8%
126	1792	246.12	209.70	0.852	0.10	1.042	0.974	208	223	219	5.3%
127	1265	556.77	625.12	1.123	0.15	1.072	1.002	530	584	572	7.9%
128	2440	353.42	291.76	0.826	0.15	1.027	0.960	310	327	320	3.2%
129	3138	256.28	244.74	0.955	0.15	1.047	0.979	258	278	272	5.4%
130	6172	259.25	184.08	0.710	0.20	0.992	0.927	223	227	222	-0.4%
SW	70715	479.55	509.59	1.063		1.070					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 10.0 PERCENT.

** AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

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

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
107	471	398.69	204.98	0.514	0.05	0.987	0.966	401	401	393	-2.0%
110	408	363.53	266.37	0.733	0.05	0.998	0.977	367	371	364	-0.8%
115	193	442.31	664.64	1.503	0.05	1.037	1.015	446	469	460	3.1%
116	1165	409.22	371.63	0.908	0.10	1.002	0.980	404	410	402	-0.5%
117	2799	452.98	524.63	1.158	0.25	1.049	1.026	454	482	472	4.0%
118	81	359.26	194.26	0.541	0.00	1.012	0.990	352	361	354	0.6%
119	1336	388.70	408.25	1.050	0.10	1.016	0.994	388	399	391	0.8%
120	827	413.46	522.12	1.263	0.10	1.037	1.015	411	432	423	2.9%
121	70	388.23	116.99	0.301	0.00	1.012	0.990	381	391	383	0.5%
122	835	363.23	346.42	0.954	0.10	1.006	0.984	368	375	368	0.0%
123	741	402.34	285.19	0.709	0.05	0.997	0.976	402	406	398	-1.0%
124	471	388.63	539.45	1.388	0.05	1.031	1.009	389	406	398	2.3%
125	279	207.90	208.09	1.001	0.05	1.011	0.989	211	216	212	0.5%
126	178	254.05	498.96	1.964	0.05	1.060	1.037	259	278	272	5.0%
127	164	427.07	355.55	0.833	0.05	1.003	0.981	428	434	425	-0.7%
128	226	322.10	170.32	0.529	0.00	1.012	0.990	305	313	307	0.7%
129	302	279.07	331.59	1.188	0.05	1.021	0.999	279	288	282	1.1%
130	685	262.51	139.45	0.531	0.05	0.988	0.967	265	265	260	-1.9%
SW	11231	389.84	394.45	1.012		1.022					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 3.5 PERCENT.

** AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

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

INSURANCE SERVICES OFFICE, INC.

ARIZONA
 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)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
107	1744	86.86	91.78	1.057	0.15	1.141	0.981	137	150	150	9.5%
110	2460	63.17	58.45	0.925	0.10	1.133	0.974	104	113	113	8.7%
115	1235	66.97	70.29	1.050	0.15	1.140	0.980	103	113	113	9.7%
116	2354	60.85	76.88	1.263	0.15	1.172	1.008	82	92	92	12.2%
117	14720	70.84	88.12	1.244	0.40	1.191	1.024	108	124	124	14.8%
118	464	55.78	35.00	0.627	0.05	1.130	0.972	83	90	90	8.4%
119	7442	64.42	61.23	0.950	0.25	1.105	0.950	102	108	108	5.9%
120	3993	62.68	87.35	1.394	0.15	1.192	1.025	96	110	110	14.6%
121	299	58.81	45.73	0.778	0.05	1.137	0.978	85	93	93	9.4%
122	4612	81.54	107.26	1.315	0.25	1.196	1.028	119	137	137	15.1%
123	3766	60.20	65.08	1.081	0.20	1.141	0.981	93	102	102	9.7%
124	2194	61.51	69.62	1.132	0.15	1.152	0.991	92	102	102	10.9%
125	1529	62.44	53.46	0.856	0.10	1.126	0.968	89	96	96	7.9%
126	1336	70.38	87.38	1.242	0.10	1.165	1.002	108	121	121	12.0%
127	1138	67.37	87.02	1.292	0.10	1.170	1.006	100	113	113	13.0%
128	2030	56.32	44.58	0.792	0.05	1.138	0.979	87	95	95	9.2%
129	2250	60.66	69.60	1.147	0.15	1.155	0.993	93	103	103	10.8%
130	3948	59.04	74.99	1.270	0.15	1.173	1.009	94	106	106	12.8%
SW	57514	66.71	77.13	1.156		1.163					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 11.9 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

ARIZONA
 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)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
107	1717	253.89	246.55	0.971	0.15	0.973	0.997	281	284	278	-1.1%
110	2450	154.74	146.65	0.948	0.15	0.969	0.993	182	183	179	-1.6%
115	1341	176.96	203.45	1.150	0.15	1.000	1.025	213	221	217	1.9%
116	2333	205.30	198.67	0.968	0.20	0.972	0.996	224	226	221	-1.3%
117	14346	213.02	208.54	0.979	0.60	0.977	1.001	241	244	239	-0.8%
118	443	199.53	242.72	1.216	0.10	0.997	1.022	251	260	255	1.6%
119	7181	159.23	159.21	1.000	0.35	0.982	1.006	195	199	195	0.0%
120	3974	187.95	194.10	1.033	0.25	0.988	1.012	224	229	224	0.0%
121	290	154.88	109.80	0.709	0.05	0.960	0.984	189	188	184	-2.6%
122	4548	184.99	187.29	1.012	0.30	0.985	1.009	199	203	199	0.0%
123	3621	180.90	184.03	1.017	0.25	0.984	1.008	230	235	230	0.0%
124	2219	189.33	208.79	1.103	0.20	0.999	1.024	225	233	228	1.3%
125	1549	199.41	122.35	0.614	0.15	0.919	0.942	209	199	195	-6.7%
126	1311	201.48	129.27	0.642	0.10	0.940	0.963	211	206	202	-4.3%
127	1109	207.51	216.86	1.045	0.15	0.984	1.008	238	243	238	0.0%
128	1921	142.29	114.61	0.805	0.15	0.948	0.971	169	166	163	-3.6%
129	2225	166.44	173.48	1.042	0.15	0.983	1.007	203	207	203	0.0%
130	3756	158.33	140.64	0.888	0.20	0.956	0.980	184	183	179	-2.7%
SW	56334	187.61	182.48	0.973		0.976					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.2 PERCENT.

** AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

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

INSURANCE SERVICES OFFICE, INC.

ARIZONA
 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	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
107	315	105.14	91.84	0.874	0.10	1.121	0.971	99	105	105	6.1%
110	241	97.48	111.33	1.142	0.05	1.148	0.995	97	105	105	8.2%
115	167	127.33	215.99	1.696	0.10	1.203	1.042	108	123	123	13.9%
116	1060	132.86	179.67	1.352	0.25	1.199	1.039	92	104	104	13.0%
117	2420	104.46	116.94	1.119	0.35	1.138	0.986	90	97	97	7.8%
118	66	105.78	53.08	0.502	0.00	1.148	0.995	89	96	96	7.9%
119	1055	83.49	71.75	0.859	0.20	1.090	0.945	79	81	81	2.5%
120	722	113.32	146.73	1.295	0.20	1.177	1.020	92	102	102	10.9%
121	60	78.45	31.39	0.400	0.00	1.148	0.995	87	94	94	8.0%
122	623	138.37	180.40	1.304	0.15	1.171	1.015	116	128	128	10.3%
123	496	91.45	136.66	1.494	0.20	1.217	1.055	81	93	93	14.8%
124	440	92.20	112.76	1.223	0.15	1.159	1.004	79	86	86	8.9%
125	230	114.29	120.47	1.054	0.05	1.143	0.990	108	116	116	7.4%
126	123	116.42	177.54	1.525	0.05	1.167	1.011	116	128	128	10.3%
127	129	111.44	94.37	0.847	0.05	1.133	0.982	96	103	103	7.3%
128	203	117.61	48.45	0.412	0.05	1.111	0.963	111	116	116	4.5%
129	229	106.76	92.69	0.868	0.05	1.134	0.983	97	104	104	7.2%
130	501	106.10	103.94	0.980	0.10	1.131	0.980	101	108	108	6.9%
SW	9080	108.11	124.11	1.148		1.154					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 8.9 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

ARIZONA
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)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
107	316	339.73	132.92	0.391	0.10	0.900	0.939	446	409	401	-10.1%
110	239	251.35	327.02	1.301	0.10	0.991	1.034	333	336	329	-1.2%
115	162	253.31	380.80	1.503	0.05	0.984	1.027	312	313	307	-1.6%
116	1015	367.79	367.92	1.000	0.25	0.968	1.010	370	365	358	-3.2%
117	2340	332.99	314.25	0.944	0.35	0.952	0.994	399	387	379	-5.0%
118	65	342.16	235.33	0.688	0.05	0.944	0.985	398	383	375	-5.8%
119	1046	253.26	275.62	1.088	0.25	0.990	1.033	326	329	322	-1.2%
120	706	270.38	307.47	1.137	0.15	0.984	1.027	309	310	304	-1.6%
121	57	218.71	170.73	0.781	0.05	0.948	0.990	315	305	299	-5.1%
122	618	306.19	201.27	0.657	0.15	0.912	0.952	356	331	324	-9.0%
123	489	314.74	246.04	0.782	0.15	0.931	0.972	388	369	362	-6.7%
124	439	279.92	295.40	1.055	0.15	0.972	1.015	336	333	326	-3.0%
125	209	276.33	274.13	0.992	0.05	0.959	1.001	378	370	363	-4.0%
126	123	229.78	302.15	1.315	0.05	0.975	1.018	325	323	317	-2.5%
127	121	282.04	245.27	0.870	0.05	0.953	0.995	336	327	320	-4.8%
128	195	227.14	189.11	0.833	0.05	0.951	0.993	289	280	274	-5.2%
129	223	228.61	326.09	1.426	0.10	1.004	1.048	294	301	295	0.3%
130	475	209.55	189.03	0.902	0.15	0.949	0.991	273	264	259	-5.1%
SW	8838	297.85	285.01	0.957		0.958					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -2.3 PERCENT.

** AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

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

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>					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	(000's)						
<u>ITEM</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>		
(1) Direct Losses Incurred	4,534,035	5,191,223	5,663,590	6,258,279	6,443,423		
(2) Allocated Loss Adjustment Expenses Incurred	480,175	580,765	638,270	676,653	650,817		
(3) Unallocated Loss Adjustment Expense Incurred	449,751	472,235	480,388	510,398	519,189		
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	9.0%	8.2%	7.6%	7.4%	7.3%	7.4%	7.9%
(5) Selected Factor							7.5%

	<u>Property Damage</u>					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	(000's)						
<u>ITEM</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>		
(1) Direct Losses Incurred	955,051	1,027,893	1,143,065	1,144,298	1,236,531		
(2) Allocated Loss Adjustment Expenses Incurred	63,839	74,267	61,197	65,225	63,477		
(3) Unallocated Loss Adjustment Expense Incurred	125,980	125,216	123,301	129,471	135,429		
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	12.4%	11.4%	10.2%	10.7%	10.4%	10.5%	11.0%
(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.
<u>ITEM</u>		<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>AVG</u>	<u>AVG</u>
(1)	Direct Losses Incurred	4,018,641	4,299,932	4,813,793	5,446,118	5,531,658		
(2)	Loss Adjustment Expenses Incurred	658,105	579,036	622,719	702,553	716,345		
(3)	Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.164	1.135	1.129	1.129	1.129	1.129	1.137
(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

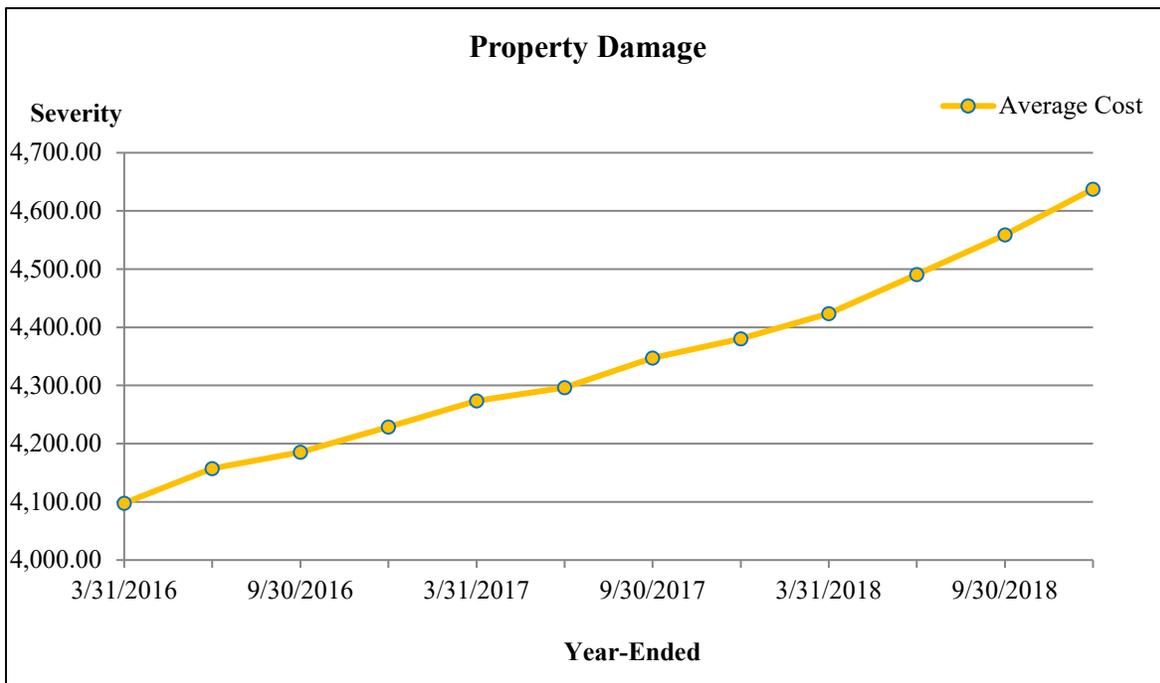
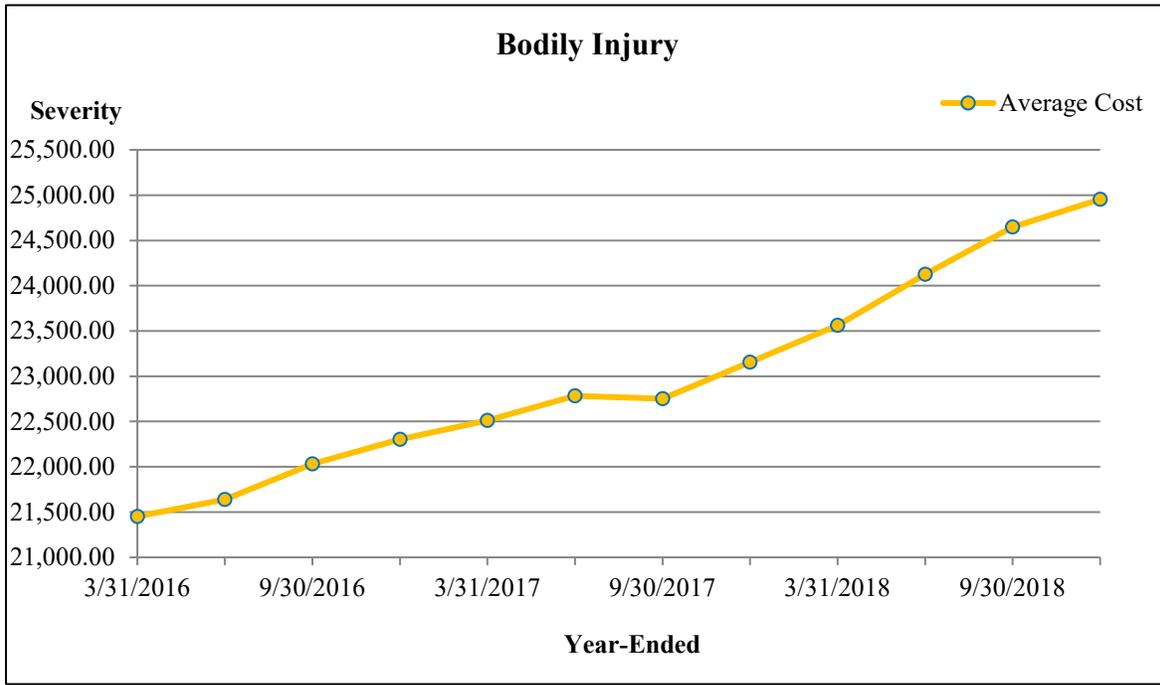
YEAR ENDED	ARIZONA				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
3/31/2016	18231.47	18683.13	4016.95	4211.76	21452.49	21338.63	4097.81	4094.24
6/30/2016	17940.09	18844.69	4130.30	4275.87	21640.70	21626.08	4157.45	4137.34
9/30/2016	18496.38	19007.65	4389.68	4340.96	22032.66	21917.40	4185.35	4180.90
12/31/2016	19526.56	19172.02	4495.27	4407.05	22305.11	22212.64	4228.88	4224.91
3/31/2017	20404.66	19337.81	4713.65	4474.14	22511.43	22511.86	4273.58	4269.39
6/30/2017	21170.99	19505.03	4790.36	4542.25	22784.19	22815.11	4296.48	4314.33
9/30/2017	20541.98	19673.70	4614.16	4611.39	22751.25	23122.44	4347.40	4359.75
12/31/2017	19575.39	19843.82	4622.15	4681.59	23154.91	23433.92	4380.42	4405.65
3/31/2018	19556.54	20015.42	4671.03	4752.86	23561.65	23749.59	4423.60	4452.02
6/30/2018	19469.43	20188.50	4894.10	4825.21	24127.67	24069.51	4490.97	4498.89
9/30/2018	19819.15	20363.08	4879.17	4898.67	24648.04	24393.74	4558.73	4546.25
12/31/2018	20619.74	20539.17	4802.37	4973.24	24953.34	24722.34	4637.72	4594.11

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) ARIZONA	3.5%	6.2%
	(B) MULTISTATE	5.5%	4.3%
(10)	CREDIBILITY	0.05	0.20
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	5.4%	4.7%
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	5.4%	4.7%

* 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>
12/31/2012	0.7355		2.6523	
3/31/2013	0.7330		2.6853	
6/30/2013	0.7440		2.7160	
9/30/2013	0.7560		2.7489	
12/31/2013	0.7561	2.8% &	2.7667	4.3% &
3/31/2014	0.7707		2.8565	
6/30/2014	0.7615		2.8560	
9/30/2014	0.7580	0.3%	2.8630	4.2%
12/31/2014	0.7634		2.8658	
3/31/2015	0.7542		2.8301	
6/30/2015	0.7626		2.8382	
9/30/2015	0.7717	1.8%	2.8619	0.0%
12/31/2015	0.7859		2.8770	
3/31/2016	0.8009		2.8604	
6/30/2016	0.8113		2.8688	
9/30/2016	0.8190	6.1%	2.8747	0.4%
12/31/2016	0.8230		2.8738	
3/31/2017	0.8259		2.8501	
6/30/2017	0.8321		2.8439	
9/30/2017	0.8268	1.0%	2.8082	-2.3%
12/31/2017	0.8239		2.7930	
3/31/2018	0.8187		2.8032	
6/30/2018	0.8095		2.8067	
9/30/2018	0.8054	-2.6%	2.7990	-0.3%

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 9/30/XXXX

& CHANGE BASED ON YEAR ENDING 12/31/2013 divided by 12/31/2012

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>
12/31/2012	0.8711		3.1723	
3/31/2013	0.8593		3.1432	
6/30/2013	0.8532		3.0989	
9/30/2013	0.8616		3.1097	
12/31/2013	0.8680	-0.4% &	3.1399	-1.0% &
3/31/2014	0.8645		3.1695	
6/30/2014	0.8651		3.1686	
9/30/2014	0.8549	-0.8%	3.1242	0.5%
12/31/2014	0.8504		3.0988	
3/31/2015	0.8306		3.0699	
6/30/2015	0.8147		3.0428	
9/30/2015	0.8126	-4.9%	3.0784	-1.5%
12/31/2015	0.8122		3.0889	
3/31/2016	0.8248		3.0901	
6/30/2016	0.8310		3.1116	
9/30/2016	0.8464	4.2%	3.1038	0.8%
12/31/2016	0.8370		3.0882	
3/31/2017	0.8347		3.0235	
6/30/2017	0.8335		2.9874	
9/30/2017	0.8112	-4.2%	2.9073	-6.3%
12/31/2017	0.8110		2.8743	
3/31/2018	0.8170		2.8885	
6/30/2018	0.8150		2.8403	
9/30/2018	0.8133	0.3%	2.7969	-3.8%

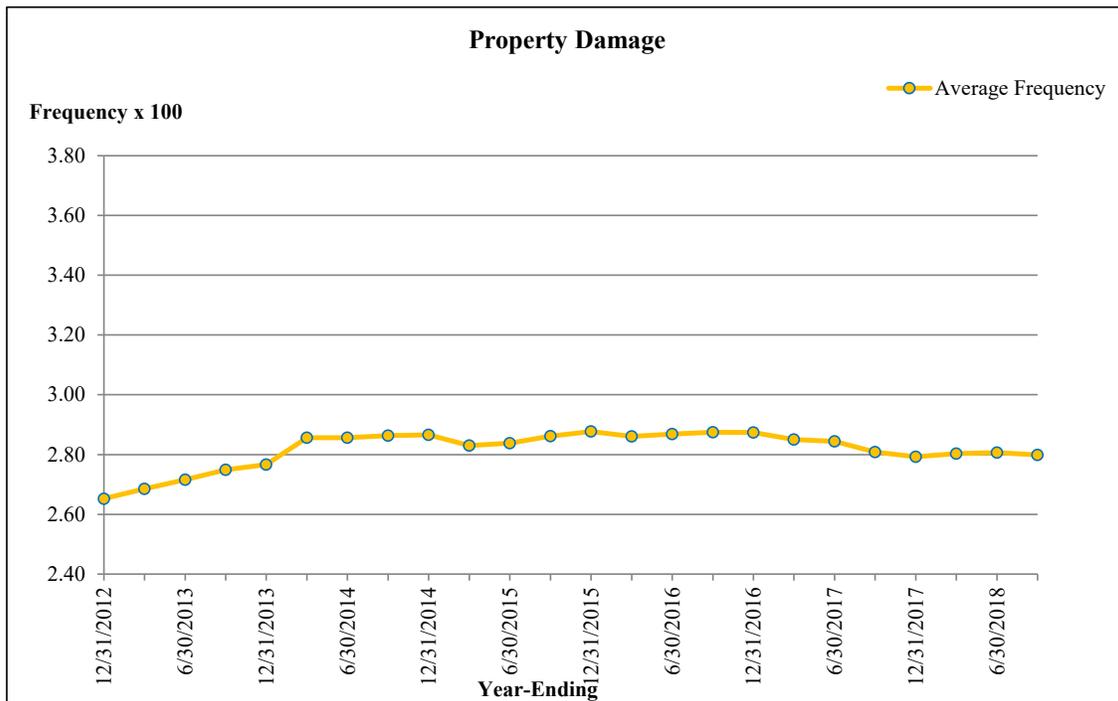
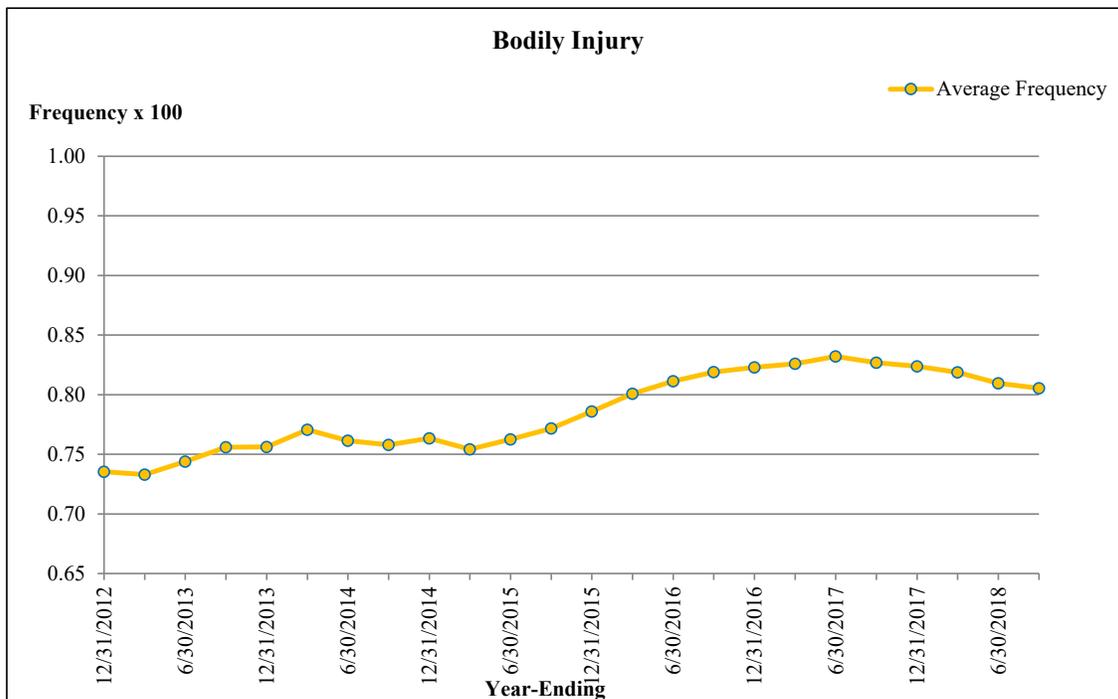
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 9/30/XXXX

& CHANGE BASED ON YEAR ENDING 12/31/2013 divided by 12/31/2012

INSURANCE SERVICES OFFICE, INC.

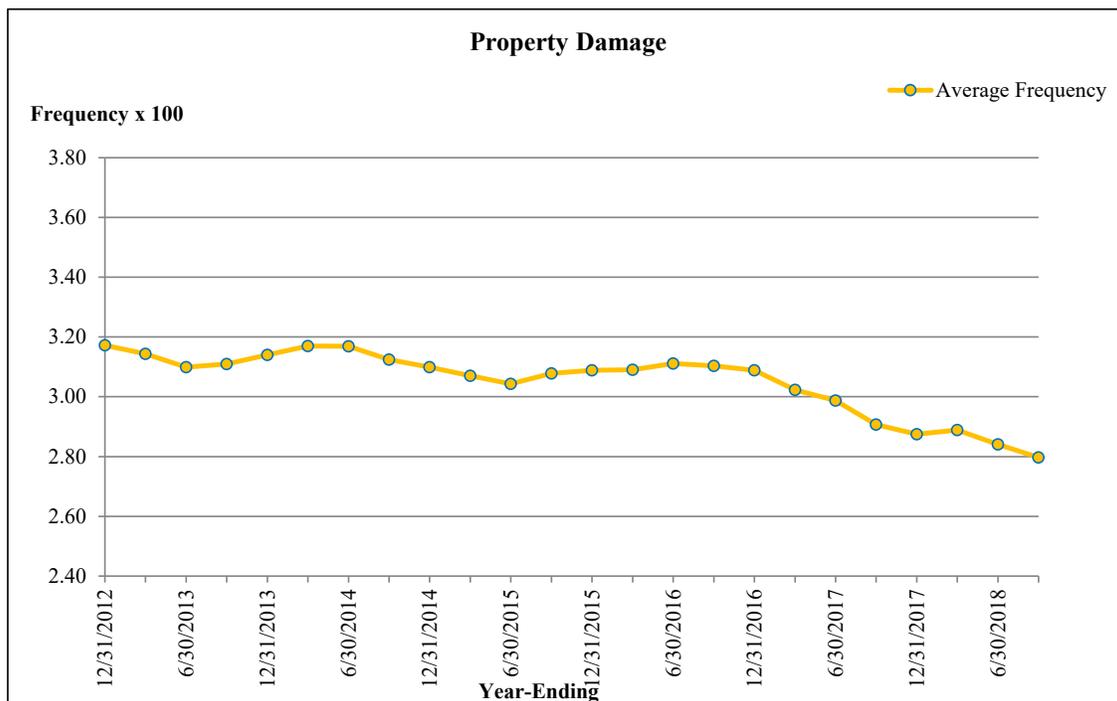
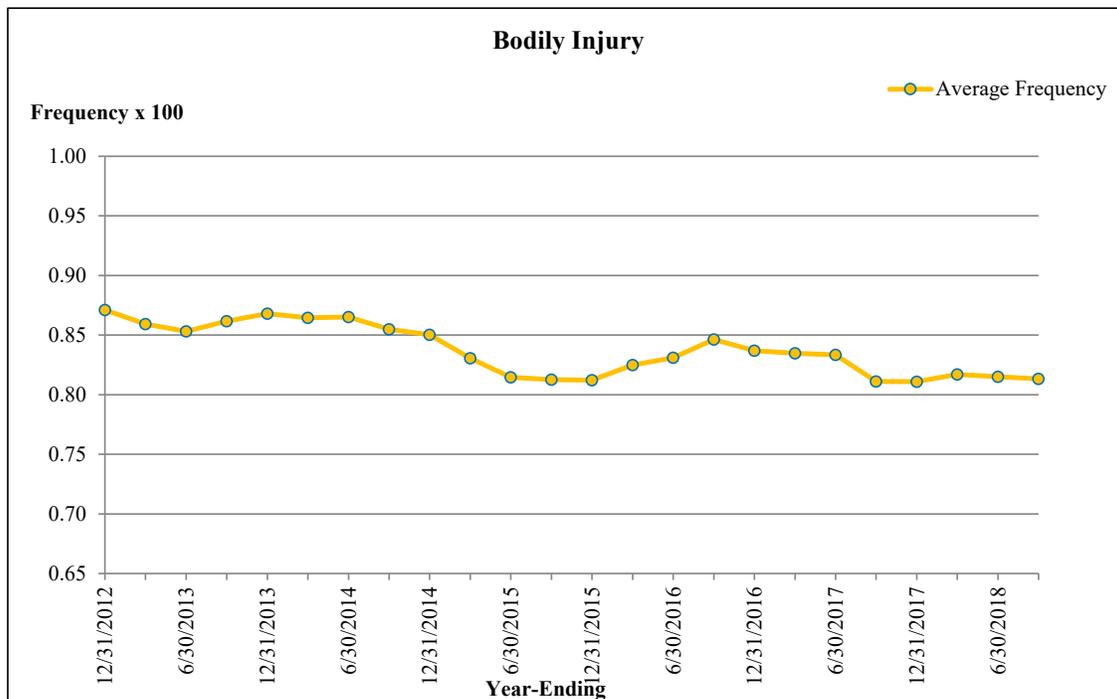
Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Trucks, Tractors, and Trailers
 Multistate*



*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**
6/30/2014	2.50		1.40		0.92	
12/31/2014	2.47		1.37		0.90	
6/30/2015	2.37		1.35		0.89	
12/31/2015	2.31	-6.5%	1.35	-1.5%	0.89	-1.1%
6/30/2016	2.22		1.34		0.91	
12/31/2016	2.22	-3.9%	1.34	-0.7%	0.90	1.1%
6/30/2017	2.23		1.36		0.90	
12/31/2017	2.26	1.8%	1.41	5.2%	0.92	2.2%
6/30/2018	2.38		1.47		0.94	
12/31/2018	2.49	10.2%	1.53	8.5%	0.96	4.3%

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

Deductible:	Percent of Losses
Full	0.4%
\$50	0.4%
\$100	2.5%
\$200	0.2%
\$250	9.3%
\$500	36.3%
\$1,000	44.1%
\$2,000	4.3%
\$3,000	0.9%
\$5,000	1.6%

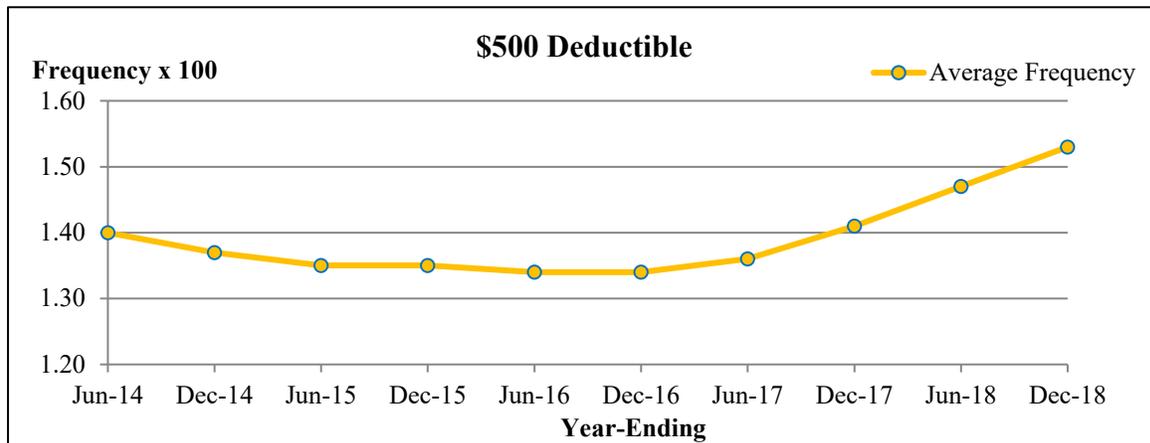
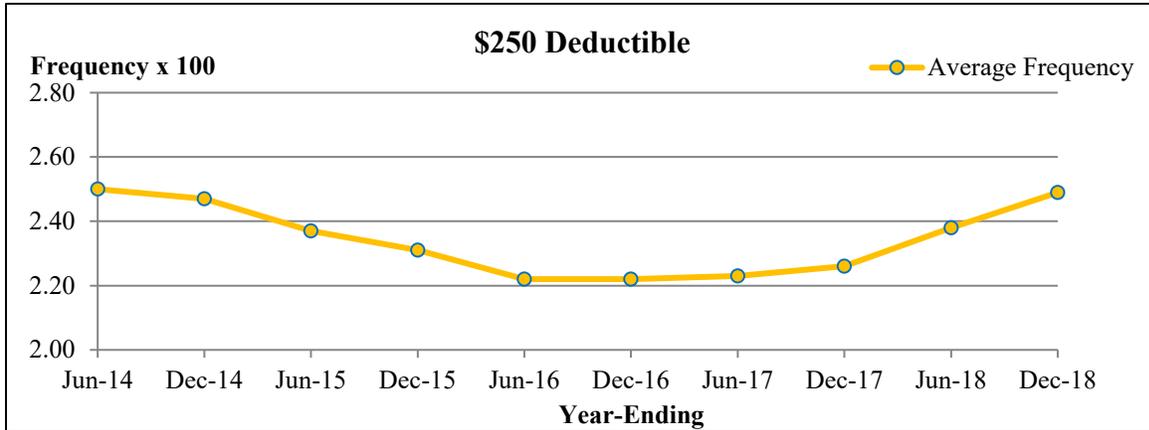
* Multistate data excludes Massachusetts

** Change based on years ending 12/31/xxxx

*** Deductibles above \$1,000, totaling 6.8% 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
6/30/2014	2,885.88	4,948.54	7,327.88
12/31/2014	2,981.15	5,079.85	7,452.83
6/30/2015	3,055.82	5,160.68	7,491.47
12/31/2015	3,156.42	5,431.05	7,733.42
6/30/2016	3,403.34	5,597.25	8,031.89
12/31/2016	3,469.71	5,649.55	8,378.59
6/30/2017	3,534.58	5,945.59	8,739.47
12/31/2017	3,708.55	6,293.24	9,153.24
6/30/2018	3,753.56	6,314.13	9,369.71
12/31/2018	3,862.44	6,393.21	9,409.87

Average Annual Change Using Exponential Fits:

10 point fit:	7.0%	6.4%	6.6%
8 point fit:	6.8%	6.5%	7.4%
6 point fit:	5.4%	6.2%	6.9%

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**
6/30/2014	2.32		1.98		1.58	
12/31/2014	2.32		1.99		1.59	
6/30/2015	2.29		1.98		1.60	
12/31/2015	2.31	-0.4%	2.01	1.0%	1.63	2.5%
6/30/2016	2.29		2.01		1.63	
12/31/2016	2.38	3.0%	2.08	3.5%	1.68	3.1%
6/30/2017	2.40		2.07		1.69	
12/31/2017	2.33	-2.1%	2.00	-3.8%	1.65	-1.8%
6/30/2018	2.35		2.02		1.67	
12/31/2018	2.37	1.7%	2.03	1.5%	1.70	3.0%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	1.8%
\$500	34.1%
\$1,000	53.5%
\$2,000	5.4%
\$3,000	1.6%
\$5,000	3.6%

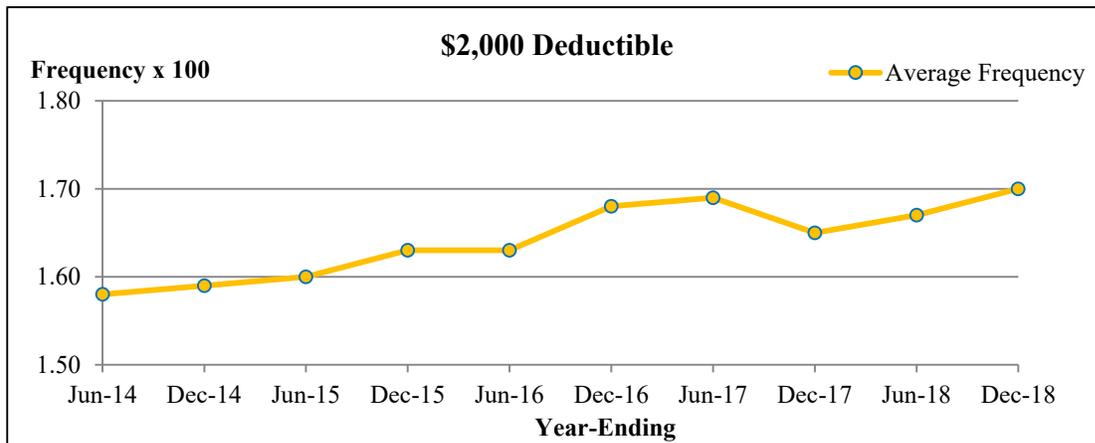
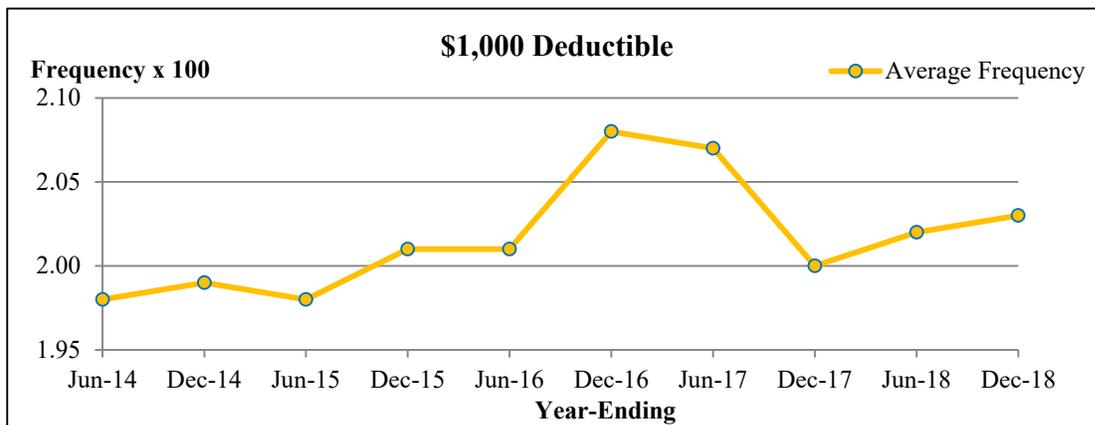
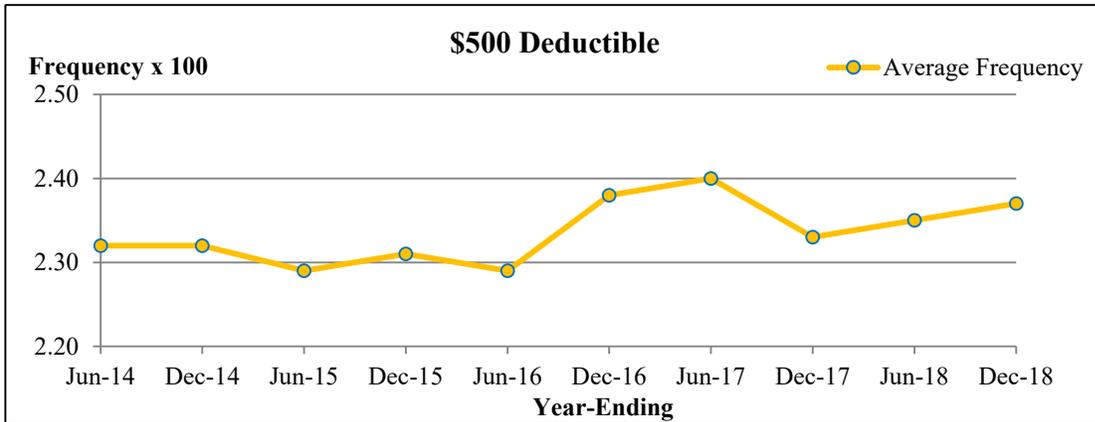
* Multistate data excludes Massachusetts

** Change based on years ending 12/31/xxxx

*** Deductibles above \$2,000, totaling 5.2% 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
6/30/2014	8,006.95	9,709.23	10,578.28
12/31/2014	8,328.42	10,052.35	10,996.98
6/30/2015	8,624.52	10,264.31	11,154.78
12/31/2015	8,784.58	10,478.77	11,361.59
6/30/2016	9,123.06	10,789.93	11,709.15
12/31/2016	9,290.63	10,973.53	11,920.32
6/30/2017	9,302.59	10,979.20	11,887.61
12/31/2017	9,547.23	11,200.14	12,123.28
6/30/2018	9,800.39	11,561.15	12,548.35
12/31/2018	10,206.82	11,967.55	12,822.63

Average Annual Change Using Exponential Fits:

10 point fit:	5.0%	4.3%	4.0%
8 point fit:	4.5%	4.1%	3.8%
6 point fit:	4.4%	4.0%	3.7%

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**
6/30/2014	5.47		3.24		1.93	
12/31/2014	5.30		3.18		1.92	
6/30/2015	4.95		3.07		1.89	
12/31/2015	4.97	-6.2%	3.15	-0.9%	1.94	1.0%
6/30/2016	4.97		3.19		1.98	
12/31/2016	4.98	0.2%	3.09	-1.9%	1.92	-1.0%
6/30/2017	4.83		2.99		1.89	
12/31/2017	4.79	-3.8%	3.03	-1.9%	1.94	1.0%
6/30/2018	5.04		3.16		2.00	
12/31/2018	5.13	7.1%	3.30	8.9%	2.05	5.7%

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

Deductible:	Percent of Losses
Full	0.3%
\$50	0.6%
\$100	3.3%
\$200	0.8%
\$250	12.1%
\$500	43.5%
\$1,000	36.7%
\$2,000	1.8%
\$3,000	0.2%
\$5,000	0.7%

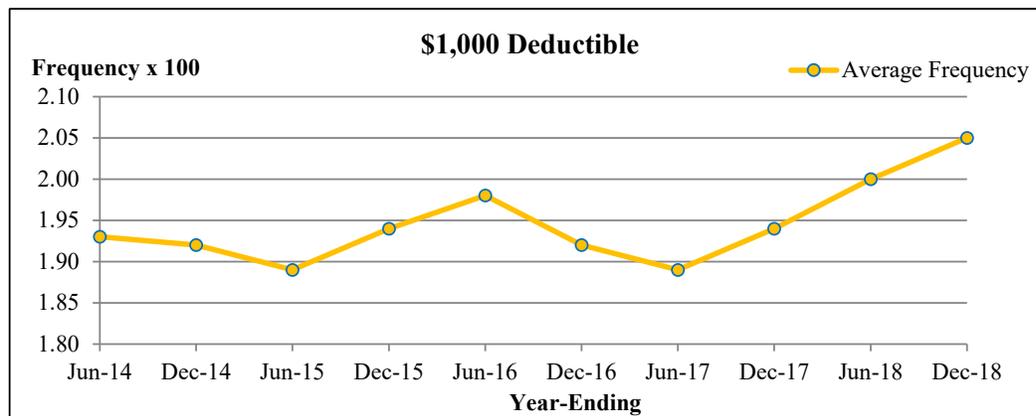
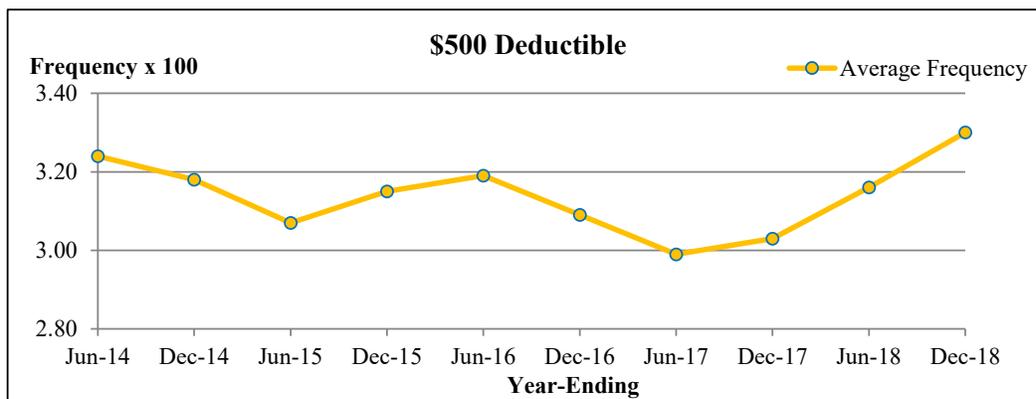
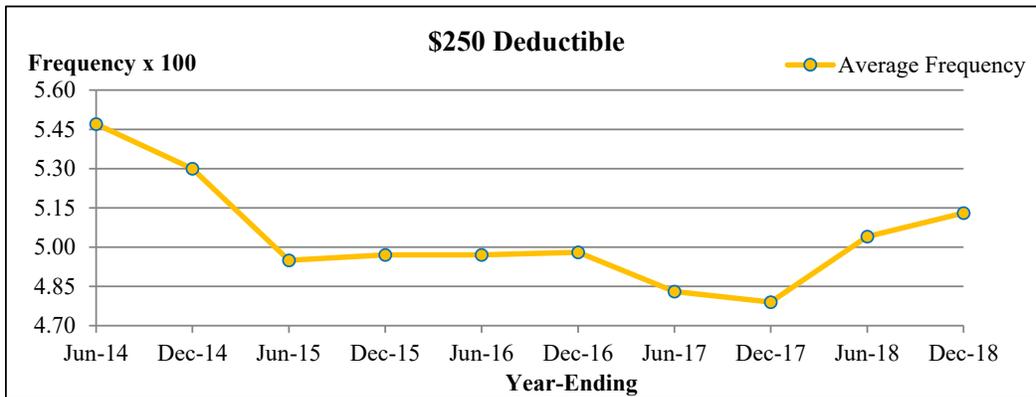
* Multistate data excludes Massachusetts

** Change based on years ending 12/31/xxxx

*** Deductibles above \$1,000, totaling 2.7% 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
6/30/2014	1,366.03	1,928.14	2,657.81
12/31/2014	1,462.11	2,016.19	2,772.23
6/30/2015	1,556.40	2,079.78	2,801.32
12/31/2015	1,642.60	2,188.48	2,872.90
6/30/2016	1,754.27	2,304.25	3,008.71
12/31/2016	1,752.96	2,315.04	3,012.76
6/30/2017	1,788.88	2,365.29	3,054.54
12/31/2017	1,880.66	2,537.30	3,344.40
6/30/2018	1,843.29	2,585.74	3,464.52
12/31/2018	1,777.16	2,602.52	3,519.67

Average Annual Change Using Exponential Fits:

10 point fit:	6.5%	7.1%	6.5%
8 point fit:	4.2%	6.7%	7.1%
6 point fit:	1.5%	5.9%	7.7%

Selected severity trend:	6.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	6.5%

* 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**
6/30/2014	5.33		4.39		3.17	
12/31/2014	5.39		4.49		3.26	
6/30/2015	5.31		4.42		3.24	
12/31/2015	5.32	-1.3%	4.46	-0.7%	3.30	1.2%
6/30/2016	5.24		4.44		3.29	
12/31/2016	5.29	-0.6%	4.48	0.4%	3.34	1.2%
6/30/2017	5.27		4.46		3.34	
12/31/2017	5.25	-0.8%	4.39	-2.0%	3.32	-0.6%
6/30/2018	5.32		4.48		3.42	
12/31/2018	5.24	-0.2%	4.52	3.0%	3.48	4.8%

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

Deductible:	Percent of Losses
\$100	0.3%
\$200	0.2%
\$250	2.2%
\$500	43.8%
\$1,000	51.0%
\$2,000	1.6%
\$3,000	0.2%
\$5,000	0.7%

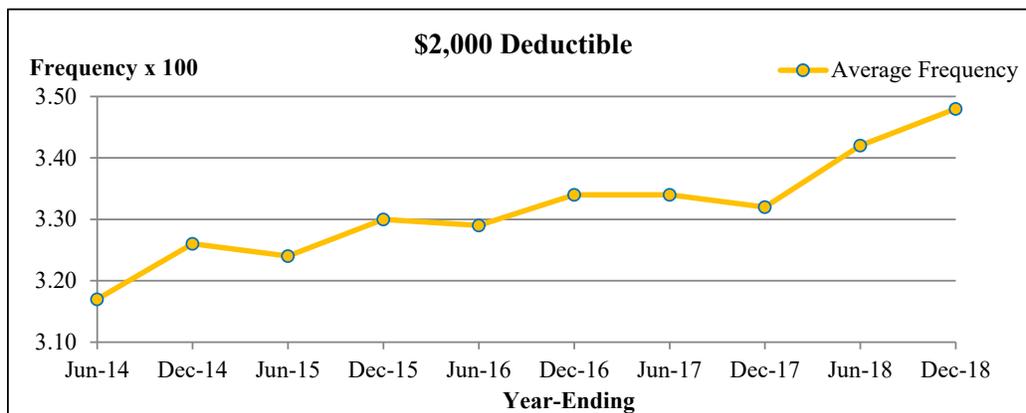
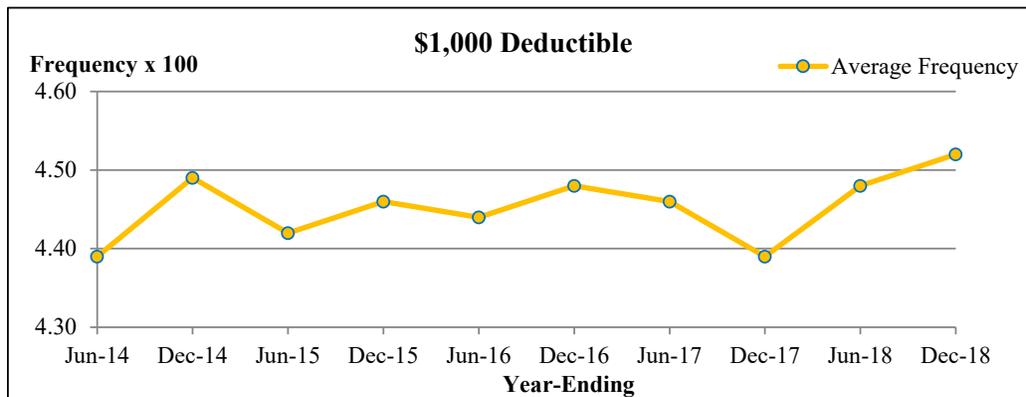
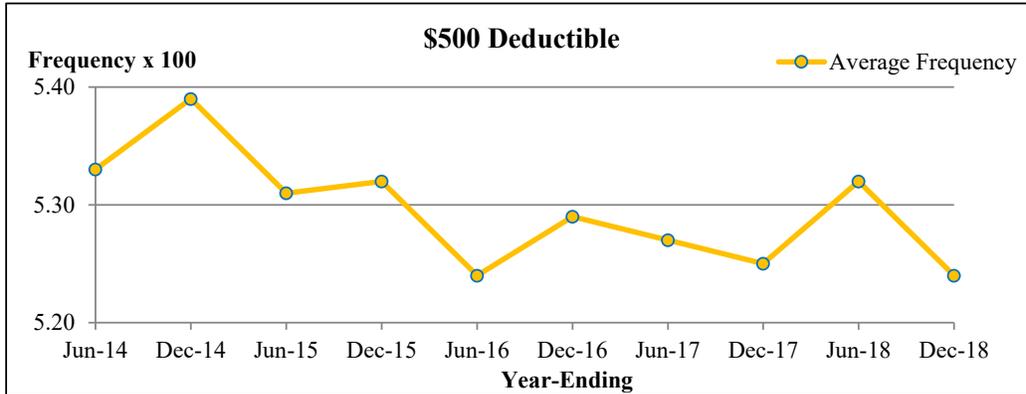
* Multistate data excludes Massachusetts

** Change based on years ending 12/31/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
6/30/2014	5,156.37	5,594.21	6,157.26
12/31/2014	5,357.24	5,728.50	6,314.77
6/30/2015	5,488.01	5,894.43	6,480.44
12/31/2015	5,597.55	6,037.33	6,575.33
6/30/2016	5,763.57	6,147.42	6,699.19
12/31/2016	5,906.51	6,216.56	6,778.85
6/30/2017	5,881.16	6,234.50	6,756.30
12/31/2017	5,949.76	6,353.81	6,847.15
6/30/2018	6,296.12	6,571.80	7,066.71
12/31/2018	6,507.32	6,866.24	7,355.27

Average Annual Change Using Exponential Fits:

10 point fit:	4.7%	4.1%	3.4%
8 point fit:	4.6%	3.9%	3.2%
6 point fit:	4.7%	4.3%	3.5%

Selected severity trend:	4.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.0%

* 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
6/30/2014	1.238	1.376
12/31/2014	1.243	1.385
6/30/2015	1.249	1.393
12/31/2015	1.255	1.403
6/30/2016	1.261	1.414
12/31/2016	1.266	1.423
6/30/2017	1.272	1.434
12/31/2017	1.279	1.446
6/30/2018	1.285	1.458
12/31/2018	1.289	1.466

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	0.9%	1.5%
7 POINTS	0.9%	1.5%
5 POINTS	0.9%	1.5%
Selected Other Than Collision Physical Damage Annual OCN Trend:		0.9%
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
6/30/2014	1.315	1.156
12/31/2014	1.320	1.158
6/30/2015	1.325	1.161
12/31/2015	1.332	1.165
6/30/2016	1.339	1.169
12/31/2016	1.347	1.173
6/30/2017	1.354	1.177
12/31/2017	1.360	1.180
6/30/2018	1.365	1.182
12/31/2018	1.372	1.185

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	1.0%	0.6%
7 POINTS	1.0%	0.6%
5 POINTS	0.9%	0.5%
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.

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

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	13,860,884	16,089,727	17,271,264	1.161	1.073	
12/31/2008	10,645,650	11,916,977	12,998,347	1.119	1.091	
12/31/2009	6,576,612	7,945,588	9,053,309	1.208	1.139	
12/31/2010	7,705,673	9,732,679	10,395,417	1.263	1.068	
12/31/2011	8,653,984	9,758,556	10,181,125	1.128	1.043	
12/31/2012	8,657,600	9,156,530	9,633,489	1.058	1.052	
12/31/2013	8,604,823	11,087,718	12,449,719	1.289	1.123	
12/31/2014	10,342,957	13,494,118	13,712,272	1.305	1.016	
12/31/2015	9,762,591	11,918,440	12,560,638	1.221	1.054	
12/31/2016	10,050,655	12,072,631	13,209,593	1.201	1.094	
12/31/2017	10,213,880	12,804,871		1.254		
12/31/2018	11,259,559					
(1) Average Factor (Best 3 of 5) :				(A) State	1.255	1.067
				(B) Multistate	1.256	1.115
(2) Credibility					0.920	0.770
(3) Credibility Weighted Factors					1.255	1.078

Property Damage

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	11,613,551	11,686,282	11,654,617	1.006	0.997	
12/31/2008	8,858,597	8,662,045	8,700,483	0.978	1.004	
12/31/2009	5,500,561	5,826,387	5,968,714	1.059	1.024	
12/31/2010	5,667,400	5,939,074	5,969,482	1.048	1.005	
12/31/2011	6,058,734	6,373,630	6,374,230	1.052	1.000	
12/31/2012	6,450,888	6,645,885	6,664,673	1.030	1.003	
12/31/2013	6,732,170	6,966,795	7,032,357	1.035	1.009	
12/31/2014	6,953,738	6,948,911	6,917,409	0.999	0.995	
12/31/2015	7,233,257	7,347,532	7,416,603	1.016	1.009	
12/31/2016	7,721,983	7,843,640	7,775,430	1.016	0.991	
12/31/2017	7,758,447	7,878,162		1.015		
12/31/2018	8,558,677					
(1) Average Factor (Best 3 of 5) :				(A) State	1.016	1.002
				(B) Multistate	1.045	1.009
(2) Credibility					0.940	0.000
(3) Credibility Weighted Factors					1.018	1.009

Summary of Factors

	<u>Bodily Injury</u>	<u>Property Damage</u>
39 to Ultimate **	1.074	1.004
27 to Ultimate	1.158	1.013
15 to Ultimate	1.453	1.031

** 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>
12/31/2007	341,555,771	420,051,484	465,449,277	482,670,635	490,229,571
12/31/2008	307,982,655	381,800,016	418,534,590	435,505,134	440,444,654
12/31/2009	270,148,151	337,021,977	374,940,196	394,354,724	398,786,211
12/31/2010	287,437,893	351,534,299	386,887,133	407,600,317	415,379,849
12/31/2011	307,193,721	374,187,484	417,597,684	431,978,060	438,819,460
12/31/2012	313,512,243	383,708,453	424,745,045	446,826,918	455,309,124
12/31/2013	322,713,673	402,778,226	446,370,290	472,112,380	479,745,422
12/31/2014	352,376,699	434,866,713	496,876,924	524,345,017	534,683,541
12/31/2015	372,238,844	479,983,996	534,975,182	559,236,447	
12/31/2016	421,831,008	535,178,515	600,337,080		
12/31/2017	443,253,063	554,691,479			
12/31/2018	452,909,886				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.230	1.108	1.037	1.016
12/31/2008	1.240	1.096	1.041	1.011
12/31/2009	1.248	1.113	1.052	1.011
12/31/2010	1.223	1.101	1.054	1.019
12/31/2011	1.218	1.116	1.034	1.016
12/31/2012	1.224	1.107	1.052	1.019
12/31/2013	1.248	1.108	1.058	1.016
12/31/2014	1.234	1.143	1.055	1.020
12/31/2015	1.289	1.115	1.045	
12/31/2016	1.269	1.122		
12/31/2017	1.251			
Average Factor: (Best 3 of 5)	1.256	1.115	1.051	1.018

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.004
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.022
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.074
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.198
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>
12/31/2007	491,405,542	491,889,518	491,405,295	491,545,388	491,581,930
12/31/2008	442,380,964	442,486,878	443,041,568	443,068,363	443,092,428
12/31/2009	400,449,990	400,134,032	399,907,149	399,925,971	399,943,224
12/31/2010	416,966,060	416,926,075	416,988,761	417,422,171	
12/31/2011	440,781,190	441,398,558	441,193,645		
12/31/2012	455,809,847	456,420,600			
12/31/2013	483,189,518				

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>
12/31/2007	1.002	1.001	0.999	1.000	1.000
12/31/2008	1.004	1.000	1.001	1.000	1.000
12/31/2009	1.004	0.999	0.999	1.000	1.000
12/31/2010	1.004	1.000	1.000	1.001	
12/31/2011	1.004	1.001	1.000		
12/31/2012	1.001	1.001			
12/31/2013	1.007				
Average Factor: (Best 3 of 5)	1.004	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.

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>
12/31/2007	453,578,766	469,739,966	473,077,220	472,712,914	473,098,460
12/31/2008	404,661,210	414,935,982	417,270,996	417,514,888	418,271,866
12/31/2009	344,659,574	353,667,486	355,921,303	356,479,783	356,213,694
12/31/2010	358,561,523	371,121,418	374,062,959	374,883,916	375,081,017
12/31/2011	396,648,288	409,088,285	412,330,516	413,783,506	414,594,474
12/31/2012	396,400,012	410,519,962	413,551,050	414,340,760	414,996,640
12/31/2013	422,343,833	437,334,375	442,923,912	443,743,458	444,214,878
12/31/2014	447,785,527	467,713,496	471,176,837	472,601,704	473,298,743
12/31/2015	475,784,542	497,912,958	502,880,070	504,250,770	
12/31/2016	505,559,237	527,555,729	532,888,321		
12/31/2017	514,794,984	542,551,154			
12/31/2018	570,729,230				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.036	1.007	0.999	1.001
12/31/2008	1.025	1.006	1.001	1.002
12/31/2009	1.026	1.006	1.002	0.999
12/31/2010	1.035	1.008	1.002	1.001
12/31/2011	1.031	1.008	1.004	1.002
12/31/2012	1.036	1.007	1.002	1.002
12/31/2013	1.035	1.013	1.002	1.001
12/31/2014	1.045	1.007	1.003	1.001
12/31/2015	1.047	1.010	1.003	
12/31/2016	1.044	1.010		
12/31/2017	1.054			
Average Factor: (Best 3 of 5)	1.045	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) =	1.059

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>
12/31/2007	473,825,003	473,687,543	473,720,995	473,697,052
12/31/2008	418,229,625	418,270,326	418,414,204	418,285,323
12/31/2009	356,393,139	356,393,033	356,615,417	356,705,304
12/31/2010	375,150,876	374,996,154	375,087,116	375,162,341
12/31/2011	414,717,965	414,781,494	414,868,974	
12/31/2012	415,331,657	415,703,661		
12/31/2013	444,303,596			

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2007	1.002	1.000	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000
12/31/2009	1.001	1.000	1.001	1.000
12/31/2010	1.000	1.000	1.000	1.000
12/31/2011	1.000	1.000	1.000	
12/31/2012	1.001	1.001		
12/31/2013	1.000			
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.

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

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	1,434,500	1,980,838	2,337,016	1.381	1.180	
12/31/2008	1,768,107	2,657,744	2,775,324	1.503	1.044	
12/31/2009	1,141,934	1,274,288	1,257,727	1.116	0.987	
12/31/2010	1,221,592	1,260,578	1,440,194	1.032	1.142	
12/31/2011	2,308,762	2,509,025	2,896,412	1.087	1.154	
12/31/2012	1,672,778	2,308,856	2,307,802	1.380	1.000	
12/31/2013	1,697,717	2,031,590	2,300,628	1.197	1.132	
12/31/2014	1,440,948	1,525,196	1,474,683	1.058	0.967	
12/31/2015	1,258,838	1,572,563	1,636,601	1.249	1.041	
12/31/2016	1,505,874	1,879,726	2,069,457	1.248	1.101	
12/31/2017	1,743,102	1,999,607		1.147		
12/31/2018	1,607,645					
(1) Average Factor (Best 3 of 5) :				(A) State	1.197	1.047
				(B) Multistate	1.232	1.109
(2) Credibility					0.750	0.550
(3) Credibility Weighted Factors					1.206	1.075

Property Damage

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	1,425,052	1,465,484	1,473,305	1.028	1.005	
12/31/2008	1,004,647	1,067,201	1,051,411	1.062	0.985	
12/31/2009	1,065,722	1,068,701	1,071,439	1.003	1.003	
12/31/2010	1,010,057	1,085,877	1,094,271	1.075	1.008	
12/31/2011	1,050,114	1,064,583	1,071,474	1.014	1.006	
12/31/2012	1,154,661	1,216,991	1,227,015	1.054	1.008	
12/31/2013	1,407,502	1,442,859	1,499,245	1.025	1.039	
12/31/2014	1,240,833	1,296,806	1,287,402	1.045	0.993	
12/31/2015	1,089,922	1,200,667	1,177,654	1.102	0.981	
12/31/2016	1,230,355	1,420,387	1,531,579	1.154	1.078	
12/31/2017	1,452,762	1,487,162		1.024		
12/31/2018	1,245,524					
(1) Average Factor (Best 3 of 5) :				(A) State	1.057	1.013
				(B) Multistate	1.045	1.008
(2) Credibility					0.860	0.000
(3) Credibility Weighted Factors					1.055	1.008

Summary of Factors

	<u>Bodily Injury</u>	<u>Property Damage</u>
39 to Ultimate **	1.071	1.004
27 to Ultimate	1.151	1.012
15 to Ultimate	1.388	1.068

** 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>
12/31/2007	64,456,831	77,831,391	86,953,653	90,315,529	91,456,741
12/31/2008	64,441,418	78,600,844	85,109,739	87,528,769	88,089,563
12/31/2009	62,595,370	76,295,916	83,987,323	85,102,928	86,986,451
12/31/2010	68,400,293	80,891,991	88,203,401	92,409,937	94,113,824
12/31/2011	73,364,346	89,552,891	98,096,468	101,750,060	102,896,779
12/31/2012	72,324,491	88,845,608	95,729,378	99,508,730	101,423,604
12/31/2013	74,075,842	88,348,464	97,959,138	103,444,596	105,390,942
12/31/2014	69,302,345	84,099,145	95,285,726	100,722,540	102,513,968
12/31/2015	70,923,097	88,224,101	97,118,956	101,987,140	
12/31/2016	72,356,036	89,895,260	100,307,198		
12/31/2017	72,283,971	89,690,673			
12/31/2018	74,026,539				

Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.207	1.117	1.039	1.013
12/31/2008	1.220	1.083	1.028	1.006
12/31/2009	1.219	1.101	1.013	1.022
12/31/2010	1.183	1.090	1.048	1.018
12/31/2011	1.221	1.095	1.037	1.011
12/31/2012	1.228	1.077	1.039	1.019
12/31/2013	1.193	1.109	1.056	1.019
12/31/2014	1.214	1.133	1.057	1.018
12/31/2015	1.244	1.101	1.050	
12/31/2016	1.242	1.116		
12/31/2017	1.241			
Average Factor: (Best 3 of 5)	1.232	1.109	1.048	1.018

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.004
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.022
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.071
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.188
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.463

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>
12/31/2007	91,780,424	91,859,783	92,056,908	91,996,833	92,030,436
12/31/2008	87,789,444	87,865,718	87,952,044	88,147,579	88,204,250
12/31/2009	86,909,475	86,743,161	86,862,077	86,871,866	86,884,324
12/31/2010	93,924,128	93,654,253	93,665,701	93,669,242	
12/31/2011	103,432,812	103,650,313	104,069,906		
12/31/2012	101,830,339	101,816,992			
12/31/2013	105,714,211				

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>
12/31/2007	1.004	1.001	1.002	0.999	1.000
12/31/2008	0.997	1.001	1.001	1.002	1.001
12/31/2009	0.999	0.998	1.001	1.000	1.000
12/31/2010	0.998	0.997	1.000	1.000	
12/31/2011	1.005	1.002	1.004		
12/31/2012	1.004	1.000			
12/31/2013	1.003				
Average Factor: (Best 3 of 5)	1.002	1.000	1.001	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)	=	1.002
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>
12/31/2007	88,217,477	90,127,510	90,485,562	90,819,605	90,861,489
12/31/2008	83,958,499	86,601,082	86,797,411	86,855,151	86,833,617
12/31/2009	78,718,247	81,132,797	81,453,911	81,724,545	81,685,214
12/31/2010	79,918,898	82,738,957	83,056,280	83,251,080	83,234,839
12/31/2011	85,441,799	88,035,482	88,605,150	89,040,457	89,253,120
12/31/2012	87,896,204	91,282,849	91,913,860	92,122,374	92,085,827
12/31/2013	88,760,482	92,620,605	93,239,528	93,532,881	93,549,792
12/31/2014	87,916,075	92,108,244	92,577,330	92,843,486	92,903,680
12/31/2015	91,168,401	95,223,290	96,053,523	96,398,494	
12/31/2016	95,873,624	100,107,250	101,241,339		
12/31/2017	90,719,422	95,657,774			
12/31/2018	96,240,312				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.022	1.004	1.004	1.000
12/31/2008	1.031	1.002	1.001	1.000
12/31/2009	1.031	1.004	1.003	1.000
12/31/2010	1.035	1.004	1.002	1.000
12/31/2011	1.030	1.006	1.005	1.002
12/31/2012	1.039	1.007	1.002	1.000
12/31/2013	1.043	1.007	1.003	1.000
12/31/2014	1.048	1.005	1.003	1.001
12/31/2015	1.044	1.009	1.004	
12/31/2016	1.044	1.011		
12/31/2017	1.054			
Average Factor: (Best 3 of 5)	1.045	1.008	1.003	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
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) =	1.012
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.058

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>
12/31/2007	90,949,656	90,840,041	90,843,403	90,844,292
12/31/2008	86,830,882	86,802,173	86,800,373	86,798,574
12/31/2009	81,693,663	81,725,681	81,715,760	81,706,953
12/31/2010	83,438,417	83,428,317	83,427,420	83,372,138
12/31/2011	89,339,108	89,403,496	89,403,525	
12/31/2012	92,187,822	92,130,655		
12/31/2013	93,540,610			

Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2007	1.001	0.999	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000
12/31/2009	1.000	1.000	1.000	1.000
12/31/2010	1.002	1.000	1.000	0.999
12/31/2011	1.001	1.001	1.000	
12/31/2012	1.001	0.999		
12/31/2013	1.000			
Average Factor: (Best 3 of 5)	1.001	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 <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	141,522,276	145,069,053	144,817,899	144,711,804	144,646,931
12/31/2008	171,013,107	174,320,692	174,311,746	174,229,528	174,203,296
12/31/2009	141,551,003	143,657,672	143,943,827	144,040,822	144,069,848
12/31/2010	163,525,914	166,553,181	166,726,703	166,571,590	166,703,162
12/31/2011	186,150,891	189,182,048	189,404,166	189,492,002	189,446,108
12/31/2012	209,105,866	213,371,965	213,362,467	213,446,208	213,705,968
12/31/2013	170,684,329	174,742,867	175,182,720	175,556,520	175,523,843
12/31/2014	180,159,469	184,752,951	184,883,833	184,752,485	184,705,503
12/31/2015	177,284,933	181,084,061	181,187,579	181,662,577	
12/31/2016	228,360,717	233,053,109	233,235,102		
12/31/2017	241,691,033	247,462,565			
12/31/2018	232,734,585				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.025	0.998	0.999	1.000
12/31/2008	1.019	1.000	1.000	1.000
12/31/2009	1.015	1.002	1.001	1.000
12/31/2010	1.019	1.001	0.999	1.001
12/31/2011	1.016	1.001	1.000	1.000
12/31/2012	1.020	1.000	1.000	1.001
12/31/2013	1.024	1.003	1.002	1.000
12/31/2014	1.025	1.001	0.999	1.000
12/31/2015	1.021	1.001	1.003	
12/31/2016	1.021	1.001		
12/31/2017	1.024			
Average Factor: (Best 3 of 5)	1.023	1.001	1.001	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) =	1.001
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.002
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.025

INSURANCE SERVICES OFFICE, INC.

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

Accident Year	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	144,728,816	144,666,655	144,653,099	144,565,639	144,586,432
12/31/2008	174,380,600	174,348,870	174,354,858	174,440,876	174,441,339
12/31/2009	143,919,576	143,918,677	143,934,901	144,011,838	144,001,352
12/31/2010	166,799,002	166,855,302	166,847,170	166,844,994	
12/31/2011	189,436,240	189,425,268	189,412,395		
12/31/2012	213,680,136	213,746,174			
12/31/2013	175,578,683				

Ratios

Accident Year	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.001	1.000	1.000	0.999	1.000
12/31/2008	1.001	1.000	1.000	1.000	1.000
12/31/2009	0.999	1.000	1.000	1.001	1.000
12/31/2010	1.001	1.000	1.000	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	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>
12/31/2007	423,085,317	415,150,351	413,292,385	412,914,282	412,587,929
12/31/2008	420,539,888	413,640,818	413,017,146	412,298,354	411,379,544
12/31/2009	351,773,999	345,262,899	344,320,006	343,910,074	344,030,262
12/31/2010	376,691,346	369,039,300	367,624,184	367,541,695	367,536,589
12/31/2011	406,198,898	397,827,255	395,595,841	395,263,424	395,343,844
12/31/2012	399,816,675	393,104,795	390,822,370	390,120,621	390,294,747
12/31/2013	423,314,142	414,708,995	413,129,300	413,852,064	412,636,165
12/31/2014	467,412,929	458,132,237	455,293,072	454,900,521	454,594,817
12/31/2015	501,663,305	487,123,978	484,164,823	483,161,035	
12/31/2016	537,118,437	522,157,950	517,652,719		
12/31/2017	561,736,034	542,984,108			
12/31/2018	610,316,140				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	0.981	0.996	0.999	0.999
12/31/2008	0.984	0.998	0.998	0.998
12/31/2009	0.981	0.997	0.999	1.000
12/31/2010	0.980	0.996	1.000	1.000
12/31/2011	0.979	0.994	0.999	1.000
12/31/2012	0.983	0.994	0.998	1.000
12/31/2013	0.980	0.996	1.002	0.997
12/31/2014	0.980	0.994	0.999	0.999
12/31/2015	0.971	0.994	0.998	
12/31/2016	0.972	0.991		
12/31/2017	0.967			
Average Factor: (Best 3 of 5)	0.974	0.994	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) =	0.993
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.967

INSURANCE SERVICES OFFICE, INC.

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

Accident Year	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	412,506,266	412,477,701	412,424,363	412,405,054	412,467,525
12/31/2008	412,408,793	412,281,298	412,245,518	412,267,846	412,365,073
12/31/2009	343,804,459	343,719,389	343,704,867	343,722,129	343,712,917
12/31/2010	367,453,193	367,364,091	367,322,826	367,298,542	
12/31/2011	395,318,329	395,347,733	395,322,899		
12/31/2012	390,285,109	390,211,607			
12/31/2013	412,541,783				

Ratios

Accident Year	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.000	1.000	1.000	1.000	1.000
12/31/2008	1.003	1.000	1.000	1.000	1.000
12/31/2009	0.999	1.000	1.000	1.000	1.000
12/31/2010	1.000	1.000	1.000	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	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>
12/31/2007	46,557,889	47,282,510	47,128,139	47,159,440	47,281,418
12/31/2008	55,276,971	55,712,839	55,567,520	55,552,069	55,542,828
12/31/2009	50,559,306	50,563,933	50,561,876	50,495,364	50,488,170
12/31/2010	55,049,683	55,135,618	55,121,654	55,118,331	55,135,813
12/31/2011	71,674,738	71,778,446	71,651,334	71,690,455	71,692,691
12/31/2012	79,520,364	78,693,615	78,754,369	78,787,194	78,807,770
12/31/2013	56,923,773	57,385,208	57,603,148	57,612,663	57,604,841
12/31/2014	59,183,291	60,015,446	60,101,420	60,044,399	60,082,113
12/31/2015	50,567,693	51,119,630	51,003,475	51,024,459	
12/31/2016	63,595,106	64,222,635	64,203,403		
12/31/2017	74,529,690	74,687,286			
12/31/2018	61,735,361				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.016	0.997	1.001	1.003
12/31/2008	1.008	0.997	1.000	1.000
12/31/2009	1.000	1.000	0.999	1.000
12/31/2010	1.002	1.000	1.000	1.000
12/31/2011	1.001	0.998	1.001	1.000
12/31/2012	0.990	1.001	1.000	1.000
12/31/2013	1.008	1.004	1.000	1.000
12/31/2014	1.014	1.001	0.999	1.001
12/31/2015	1.011	0.998	1.000	
12/31/2016	1.010	1.000		
12/31/2017	1.002			
Average Factor: (Best 3 of 5)	1.010	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) =	1.011

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Private Passenger Types - Other than 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>
12/31/2007	47,213,496	47,211,461	47,210,385	47,209,023	47,223,478
12/31/2008	55,525,573	55,526,983	55,525,237	55,525,716	55,534,760
12/31/2009	50,489,215	50,489,359	50,492,986	50,498,949	50,495,252
12/31/2010	55,069,099	55,071,861	55,103,683	55,103,177	
12/31/2011	71,706,426	71,713,041	71,707,312		
12/31/2012	78,813,584	78,812,598			
12/31/2013	57,613,295				

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>
12/31/2007	0.999	1.000	1.000	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000	1.000
12/31/2009	1.000	1.000	1.000	1.000	1.000
12/31/2010	0.999	1.000	1.001	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	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 <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	153,841,653	148,961,397	148,165,833	147,825,298	147,811,309
12/31/2008	156,139,320	150,433,560	149,723,606	149,502,649	149,464,691
12/31/2009	146,054,839	140,865,025	140,212,638	140,125,486	140,070,737
12/31/2010	148,710,771	141,537,292	140,858,894	140,667,583	140,651,206
12/31/2011	158,979,627	152,064,908	151,584,143	151,370,324	151,326,633
12/31/2012	158,782,545	152,448,680	151,778,455	151,627,278	151,571,270
12/31/2013	159,223,131	152,021,423	150,932,101	150,943,530	150,886,640
12/31/2014	165,993,306	158,855,414	158,619,370	158,380,142	158,343,002
12/31/2015	175,484,651	166,751,053	165,446,576	165,066,386	
12/31/2016	176,164,839	167,711,729	166,386,353		
12/31/2017	172,232,300	163,709,434			
12/31/2018	187,731,302				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	0.968	0.995	0.998	1.000
12/31/2008	0.963	0.995	0.999	1.000
12/31/2009	0.964	0.995	0.999	1.000
12/31/2010	0.952	0.995	0.999	1.000
12/31/2011	0.957	0.997	0.999	1.000
12/31/2012	0.960	0.996	0.999	1.000
12/31/2013	0.955	0.993	1.000	1.000
12/31/2014	0.957	0.999	0.998	1.000
12/31/2015	0.950	0.992	0.998	
12/31/2016	0.952	0.992		
12/31/2017	0.951			
Average Factor: (Best 3 of 5)	0.953	0.994	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) =	0.993
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.946

INSURANCE SERVICES OFFICE, INC.

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

Accident Year	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	147,780,444	147,759,306	147,744,393	147,737,378	147,738,335
12/31/2008	149,429,620	149,390,005	149,380,475	149,380,012	149,372,490
12/31/2009	140,006,123	139,984,463	139,977,928	139,967,703	139,955,036
12/31/2010	140,600,658	140,587,382	140,586,764	140,588,289	
12/31/2011	151,255,385	151,225,731	151,213,338		
12/31/2012	151,524,488	151,500,822			
12/31/2013	150,847,725				

Ratios

Accident Year	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.000	1.000	1.000	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000	1.000
12/31/2009	1.000	1.000	1.000	1.000	1.000
12/31/2010	1.000	1.000	1.000	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	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.

(1)	Public Automobiles Liability	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
(2)	Public Automobiles Physical Damage	
	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
(3)	Medical Payments Relativities	<u>EXHIBIT C17</u>
(4)	Specified Cause of Loss Relativity	0.864
	This factor is now being used for Private Passenger Types as well as Trucks, Tractors and Trailers.	
(5)	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			
	<u>500</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>500</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>500</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>
107	0.0038	0.0060	0.0091	0.0155	0.0063	0.0109	0.0180	0.0318	0.0085	0.0138	0.0217	0.0372
110	0.0033	0.0051	0.0077	0.0131	0.0063	0.0109	0.0180	0.0318	0.0111	0.0182	0.0285	0.0488
115	0.0041	0.0064	0.0098	0.0166	0.0063	0.0109	0.0180	0.0318	0.0082	0.0134	0.0210	0.0359
116	0.0043	0.0068	0.0103	0.0175	0.0063	0.0109	0.0180	0.0318	0.0074	0.0121	0.0190	0.0324
117	0.0030	0.0047	0.0071	0.0120	0.0063	0.0109	0.0180	0.0318	0.0071	0.0116	0.0183	0.0313
118	0.0037	0.0058	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0084	0.0138	0.0217	0.0371
119	0.0040	0.0063	0.0095	0.0162	0.0063	0.0109	0.0180	0.0318	0.0088	0.0145	0.0228	0.0389
120	0.0035	0.0054	0.0082	0.0139	0.0063	0.0109	0.0180	0.0318	0.0078	0.0127	0.0199	0.0341
121	0.0045	0.0069	0.0106	0.0179	0.0063	0.0109	0.0180	0.0318	0.0092	0.0151	0.0237	0.0405
122	0.0040	0.0063	0.0095	0.0162	0.0063	0.0109	0.0180	0.0318	0.0088	0.0144	0.0226	0.0387
123	0.0037	0.0057	0.0087	0.0147	0.0063	0.0109	0.0180	0.0318	0.0080	0.0130	0.0205	0.0350
124	0.0033	0.0051	0.0078	0.0132	0.0063	0.0109	0.0180	0.0318	0.0074	0.0121	0.0189	0.0324
125	0.0057	0.0088	0.0135	0.0228	0.0063	0.0109	0.0180	0.0318	0.0127	0.0208	0.0326	0.0558
126	0.0064	0.0100	0.0152	0.0258	0.0063	0.0109	0.0180	0.0318	0.0119	0.0195	0.0306	0.0523
127	0.0037	0.0057	0.0087	0.0147	0.0063	0.0109	0.0180	0.0318	0.0084	0.0138	0.0217	0.0371
128	0.0057	0.0089	0.0136	0.0231	0.0063	0.0109	0.0180	0.0318	0.0118	0.0193	0.0303	0.0518
129	0.0069	0.0108	0.0165	0.0279	0.0063	0.0109	0.0180	0.0318	0.0114	0.0186	0.0293	0.0501
130	0.0058	0.0090	0.0137	0.0232	0.0063	0.0109	0.0180	0.0318	0.0129	0.0211	0.0332	0.0567

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	School and Church Buses				Taxis and Limos				Van Pools			
	<u>500</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>500</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>500</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>
107	0.0131	0.0217	0.0341	0.0545	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
110	0.0161	0.0268	0.0421	0.0672	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
115	0.0117	0.0193	0.0304	0.0486	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
116	0.0112	0.0186	0.0292	0.0467	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
117	0.0105	0.0174	0.0274	0.0437	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
118	0.0121	0.0201	0.0317	0.0506	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
119	0.0127	0.0210	0.0330	0.0527	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
120	0.0110	0.0183	0.0287	0.0458	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
121	0.0121	0.0201	0.0317	0.0506	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
122	0.0126	0.0209	0.0328	0.0524	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
123	0.0113	0.0187	0.0294	0.0470	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
124	0.0105	0.0175	0.0275	0.0439	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
125	0.0163	0.0270	0.0424	0.0678	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
126	0.0208	0.0345	0.0543	0.0867	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
127	0.0110	0.0183	0.0287	0.0459	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
128	0.0170	0.0282	0.0444	0.0708	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
129	0.0176	0.0292	0.0458	0.0732	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
130	0.0189	0.0314	0.0493	0.0787	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321

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**ARIZONA (02)
TERRITORY 107**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 429	\$2	\$3	\$4	\$7	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 393	\$2	\$4	\$7	\$12	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 2660	\$21	\$37	\$61	\$111	N/A
– SCHOOL AND CHURCH BUSES					
\$ 236	\$3	\$5	\$8	\$13	N/A
– OTHER BUSES					
\$ 1630	\$14	\$22	\$35	\$61	N/A
– VAN POOLS					
\$ 644	\$5	\$8	\$12	\$21	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 488	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 335	\$1	\$2	\$3	\$4	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 364	\$2	\$4	\$7	\$12	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 2077	\$16	\$29	\$47	\$86	N/A
– SCHOOL AND CHURCH BUSES					
\$ 184	\$3	\$5	\$8	\$12	N/A
– OTHER BUSES					
\$ 1273	\$14	\$23	\$36	\$62	N/A
– VAN POOLS					
\$ 503	\$4	\$6	\$9	\$16	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 352	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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**ARIZONA (02)
TERRITORY 115**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 612	\$3	\$4	\$6	\$10	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 460	\$3	\$5	\$8	\$15	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 3794	\$30	\$52	\$87	\$158	N/A
– SCHOOL AND CHURCH BUSES					
\$ 337	\$4	\$7	\$10	\$16	N/A
– OTHER BUSES					
\$ 2326	\$19	\$31	\$49	\$84	N/A
– VAN POOLS					
\$ 918	\$7	\$11	\$17	\$29	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 571	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 613	\$3	\$4	\$6	\$11	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 402	\$3	\$4	\$7	\$13	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 3801	\$30	\$52	\$87	\$158	N/A
– SCHOOL AND CHURCH BUSES					
\$ 337	\$4	\$6	\$10	\$16	N/A
– OTHER BUSES					
\$ 2329	\$17	\$28	\$44	\$75	N/A
– VAN POOLS					
\$ 920	\$7	\$11	\$17	\$30	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 586	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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**ARIZONA (02)
TERRITORY 117**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 698	\$2	\$3	\$5	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 472	\$3	\$5	\$8	\$15	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 4328	\$34	\$60	\$99	\$180	N/A
– SCHOOL AND CHURCH BUSES					
\$ 384	\$4	\$7	\$11	\$17	N/A
– OTHER BUSES					
\$ 2652	\$19	\$31	\$49	\$83	N/A
– VAN POOLS					
\$ 1047	\$8	\$13	\$19	\$34	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 645	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 384	\$1	\$2	\$3	\$6	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 354	\$2	\$4	\$6	\$11	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 2381	\$19	\$33	\$54	\$99	N/A
– SCHOOL AND CHURCH BUSES					
\$ 211	\$3	\$4	\$7	\$11	N/A
– OTHER BUSES					
\$ 1459	\$12	\$20	\$32	\$54	N/A
– VAN POOLS					
\$ 576	\$4	\$7	\$11	\$18	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 416	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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**ARIZONA (02)
TERRITORY 119**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 453	\$2	\$3	\$4	\$7	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 391	\$2	\$4	\$7	\$12	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 2809	\$22	\$39	\$64	\$117	N/A
– SCHOOL AND CHURCH BUSES					
\$ 249	\$3	\$5	\$8	\$13	N/A
– OTHER BUSES					
\$ 1721	\$15	\$25	\$39	\$67	N/A
– VAN POOLS					
\$ 680	\$5	\$8	\$13	\$22	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 502	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 579	\$2	\$3	\$5	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 423	\$3	\$5	\$8	\$13	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 3590	\$28	\$50	\$82	\$149	N/A
– SCHOOL AND CHURCH BUSES					
\$ 318	\$3	\$6	\$9	\$15	N/A
– OTHER BUSES					
\$ 2200	\$17	\$28	\$44	\$75	N/A
– VAN POOLS					
\$ 869	\$7	\$10	\$16	\$28	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 634	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 439	\$2	\$3	\$5	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 383	\$2	\$4	\$7	\$12	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 2722	\$21	\$38	\$62	\$113	N/A
– SCHOOL AND CHURCH BUSES					
\$ 241	\$3	\$5	\$8	\$12	N/A
– OTHER BUSES					
\$ 1668	\$15	\$25	\$40	\$68	N/A
– VAN POOLS					
\$ 659	\$5	\$8	\$12	\$21	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 494	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 474	\$2	\$3	\$5	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 368	\$2	\$4	\$7	\$12	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 2939	\$23	\$41	\$67	\$122	N/A
– SCHOOL AND CHURCH BUSES					
\$ 261	\$3	\$5	\$9	\$14	N/A
– OTHER BUSES					
\$ 1801	\$16	\$26	\$41	\$70	N/A
– VAN POOLS					
\$ 711	\$6	\$9	\$13	\$23	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 508	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 589	\$2	\$3	\$5	\$9	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 398	\$3	\$4	\$7	\$13	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 3652	\$28	\$50	\$83	\$152	N/A
– SCHOOL AND CHURCH BUSES					
\$ 324	\$4	\$6	\$10	\$15	N/A
– OTHER BUSES					
\$ 2238	\$18	\$29	\$46	\$78	N/A
– VAN POOLS					
\$ 884	\$7	\$11	\$16	\$28	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 583	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 641	\$2	\$3	\$5	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 398	\$3	\$4	\$7	\$13	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 3974	\$31	\$55	\$91	\$165	N/A
– SCHOOL AND CHURCH BUSES					
\$ 353	\$4	\$6	\$10	\$15	N/A
– OTHER BUSES					
\$ 2436	\$18	\$29	\$46	\$79	N/A
– VAN POOLS					
\$ 962	\$8	\$12	\$18	\$31	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 688	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 267	\$2	\$3	\$4	\$6	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 212	\$1	\$2	\$4	\$7	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 1655	\$13	\$23	\$38	\$69	N/A
– SCHOOL AND CHURCH BUSES					
\$ 147	\$2	\$4	\$6	\$10	N/A
– OTHER BUSES					
\$ 1015	\$13	\$21	\$33	\$57	N/A
– VAN POOLS					
\$ 401	\$3	\$5	\$7	\$13	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 287	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 219	\$1	\$2	\$3	\$6	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 272	\$2	\$3	\$5	\$9	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 1358	\$11	\$19	\$31	\$56	N/A
– SCHOOL AND CHURCH BUSES					
\$ 120	\$2	\$4	\$7	\$10	N/A
– OTHER BUSES					
\$ 832	\$10	\$16	\$25	\$44	N/A
– VAN POOLS					
\$ 329	\$3	\$4	\$6	\$11	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 242	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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**ARIZONA (02)
TERRITORY 127**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 572	\$2	\$3	\$5	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 425	\$3	\$5	\$8	\$14	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 3546	\$28	\$49	\$81	\$148	N/A
– SCHOOL AND CHURCH BUSES					
\$ 315	\$3	\$6	\$9	\$14	N/A
– OTHER BUSES					
\$ 2174	\$18	\$30	\$47	\$81	N/A
– VAN POOLS					
\$ 858	\$7	\$10	\$16	\$28	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 624	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 320	\$2	\$3	\$4	\$7	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 307	\$2	\$3	\$6	\$10	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 1984	\$15	\$27	\$45	\$83	N/A
– SCHOOL AND CHURCH BUSES					
\$ 176	\$3	\$5	\$8	\$12	N/A
– OTHER BUSES					
\$ 1216	\$14	\$23	\$37	\$63	N/A
– VAN POOLS					
\$ 480	\$4	\$6	\$9	\$15	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 297	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 272	\$2	\$3	\$4	\$8	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 282	\$2	\$3	\$5	\$9	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 1686	\$13	\$23	\$38	\$70	N/A
– SCHOOL AND CHURCH BUSES					
\$ 150	\$3	\$4	\$7	\$11	N/A
– OTHER BUSES					
\$ 1034	\$12	\$19	\$30	\$52	N/A
– VAN POOLS					
\$ 408	\$3	\$5	\$8	\$13	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 305	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	500	1000	2000	5000	
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS					
\$ 222	\$1	\$2	\$3	\$5	N/A
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS					
\$ 260	\$2	\$3	\$5	\$8	N/A
RULE 40. PUBLIC AUTO CLASSIFICATIONS –					
– TAXICABS AND LIMOUSINES					
\$ 1376	\$11	\$19	\$31	\$57	N/A
– SCHOOL AND CHURCH BUSES					
\$ 122	\$2	\$4	\$6	\$10	N/A
– OTHER BUSES					
\$ 844	\$11	\$18	\$28	\$48	N/A
– VAN POOLS					
\$ 333	\$3	\$4	\$6	\$11	N/A
RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT					
\$ 277	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> • For liability increased limits factors, refer to Rule 100. • For liability fleet factors, refer to Rules 22. and 39. • 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. 					

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**ARIZONA (02)
TERRITORY 107**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 130	\$ 150	\$ 278
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 91	\$ 105	\$ 401
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 133	\$ 153	\$ 353
– SCHOOL AND CHURCH BUSES			
	\$ 91	\$ 105	\$ 181
– OTHER BUSES			
	\$ 91	\$ 105	\$ 181
– VAN POOLS			
	\$ 133	\$ 153	\$ 353
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 98	\$ 113	\$ 179
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 91	\$ 105	\$ 329
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 115	\$ 227
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 79	\$ 116
– OTHER BUSES			
	\$ 69	\$ 79	\$ 116
– VAN POOLS			
	\$ 100	\$ 115	\$ 227
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 115**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 98	\$ 113	\$ 217
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 106	\$ 123	\$ 307
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 115	\$ 276
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 79	\$ 141
– OTHER BUSES			
	\$ 69	\$ 79	\$ 141
– VAN POOLS			
	\$ 100	\$ 115	\$ 276
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 79	\$ 92	\$ 221
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 90	\$ 104	\$ 358
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 81	\$ 94	\$ 281
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 64	\$ 144
– OTHER BUSES			
	\$ 55	\$ 64	\$ 144
– VAN POOLS			
	\$ 81	\$ 94	\$ 281
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 117**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 107	\$ 124	\$ 239
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 84	\$ 97	\$ 379
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 109	\$ 126	\$ 304
– SCHOOL AND CHURCH BUSES			
	\$ 75	\$ 87	\$ 155
– OTHER BUSES			
	\$ 75	\$ 87	\$ 155
– VAN POOLS			
	\$ 109	\$ 126	\$ 304
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 78	\$ 90	\$ 255
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 83	\$ 96	\$ 375
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 80	\$ 92	\$ 324
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 63	\$ 166
– OTHER BUSES			
	\$ 55	\$ 63	\$ 166
– VAN POOLS			
	\$ 80	\$ 92	\$ 324
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 119**

PHYSICAL DAMAGE			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 93	\$ 108	\$ 195
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 70	\$ 81	\$ 322
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 95	\$ 110	\$ 248
– SCHOOL AND CHURCH BUSES			
	\$ 65	\$ 76	\$ 127
– OTHER BUSES			
	\$ 65	\$ 76	\$ 127
– VAN POOLS			
	\$ 95	\$ 110	\$ 248
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 95	\$ 110	\$ 224
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 88	\$ 102	\$ 304
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 97	\$ 112	\$ 284
– SCHOOL AND CHURCH BUSES			
	\$ 67	\$ 77	\$ 146
– OTHER BUSES			
	\$ 67	\$ 77	\$ 146
– VAN POOLS			
	\$ 97	\$ 112	\$ 284
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 121**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 80	\$ 93	\$ 184
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 81	\$ 94	\$ 299
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 82	\$ 95	\$ 234
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 65	\$ 120
– OTHER BUSES			
	\$ 56	\$ 65	\$ 120
– VAN POOLS			
	\$ 82	\$ 95	\$ 234
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 118	\$ 137	\$ 199
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 111	\$ 128	\$ 324
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 120	\$ 140	\$ 253
– SCHOOL AND CHURCH BUSES			
	\$ 83	\$ 96	\$ 129
– OTHER BUSES			
	\$ 83	\$ 96	\$ 129
– VAN POOLS			
	\$ 120	\$ 140	\$ 253
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 123**

PHYSICAL DAMAGE			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 88	\$ 102	\$ 230
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 80	\$ 93	\$ 362
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 90	\$ 104	\$ 292
– SCHOOL AND CHURCH BUSES			
	\$ 62	\$ 71	\$ 150
– OTHER BUSES			
	\$ 62	\$ 71	\$ 150
– VAN POOLS			
	\$ 90	\$ 104	\$ 292
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 88	\$ 102	\$ 228
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 74	\$ 86	\$ 326
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 90	\$ 104	\$ 290
– SCHOOL AND CHURCH BUSES			
	\$ 62	\$ 71	\$ 148
– OTHER BUSES			
	\$ 62	\$ 71	\$ 148
– VAN POOLS			
	\$ 90	\$ 104	\$ 290
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 125**

PHYSICAL DAMAGE			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 83	\$ 96	\$ 195
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 100	\$ 116	\$ 363
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 85	\$ 98	\$ 248
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 67	\$ 127
– OTHER BUSES			
	\$ 58	\$ 67	\$ 127
– VAN POOLS			
	\$ 85	\$ 98	\$ 248
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 105	\$ 121	\$ 202
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 111	\$ 128	\$ 317
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 107	\$ 123	\$ 257
– SCHOOL AND CHURCH BUSES			
	\$ 74	\$ 85	\$ 131
– OTHER BUSES			
	\$ 74	\$ 85	\$ 131
– VAN POOLS			
	\$ 107	\$ 123	\$ 257
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 127**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 98	\$ 113	\$ 238
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 89	\$ 103	\$ 320
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 115	\$ 302
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 79	\$ 155
– OTHER BUSES			
	\$ 69	\$ 79	\$ 155
– VAN POOLS			
	\$ 100	\$ 115	\$ 302
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 82	\$ 95	\$ 163
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 100	\$ 116	\$ 274
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 84	\$ 97	\$ 207
– SCHOOL AND CHURCH BUSES			
	\$ 57	\$ 67	\$ 106
– OTHER BUSES			
	\$ 57	\$ 67	\$ 106
– VAN POOLS			
	\$ 84	\$ 97	\$ 207
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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**ARIZONA (02)
TERRITORY 129**

PHYSICAL DAMAGE			
Original Cost New Range			
\$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 89	\$ 103	\$ 203
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 90	\$ 104	\$ 295
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 91	\$ 105	\$ 258
– SCHOOL AND CHURCH BUSES			
	\$ 62	\$ 72	\$ 132
– OTHER BUSES			
	\$ 62	\$ 72	\$ 132
– VAN POOLS			
	\$ 91	\$ 105	\$ 258
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 92	\$ 106	\$ 179
RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 93	\$ 108	\$ 259
RULE 40. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 94	\$ 108	\$ 227
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 74	\$ 116
– OTHER BUSES			
	\$ 64	\$ 74	\$ 116
– VAN POOLS			
	\$ 94	\$ 108	\$ 227
<ul style="list-style-type: none"> • For physical damage fleet factors, refer to Rules 22. and 39. • For additional coverages, refer to the Additional Coverages Table in Rules 23. and 40. • For Deductible factors, refer to Rule 98. • For Original Cost New and Age Group factors, refer to Rule 101. • For Stated Amount factors, refer to Rule 101. 			

90. HIRED AUTOS

Cost Of Hire Basis – All Territories Liability Base Loss Cost
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\$ 0.7872

Table 90.B.3.b.(LC) Cost Of Hire Basis Liability Loss Cost

Supplementary Information – Arizona

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 Arizona

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>
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%
09/30/2018	+5.1%	+4.2%
12/31/2018	+5.5%	+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 – Arizona

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 Change¹</u>	<u>CPI – Hospital & Other Related Services Annual Rate of Change</u>
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%
October 2018 - September 2019	3.5%	2.1%

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.

¹ 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 – Arizona**Arizona Trends****Trucks, Tractors & Trailers and Private Passenger Types Liability**

	Current Trends <u>Data through 12/31/2018</u>	Previous Trends <u>Data through 12/31/2017</u>
Arizona Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+3.5%	+6.2%
Property Damage (\$100,000 Limit)	+6.2%	+6.0%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+5.4%	+3.9%
Property Damage (\$100,000 Limit)	+4.7%	+5.0%
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)	+5.4%	+3.9%
Property Damage (\$100,000 Limit)	+4.7%	+5.0%
Private Passenger Types		
Bodily Injury (\$100,000 Limit)	+5.4%	+3.9%
Property Damage (\$100,000 Limit)	+4.7%	+5.0%

Arizona bodily injury severity trend receives 5% weight when combined with multistate trend in the filing, property damage trend receives 20% weight.

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been +7.1% rather than +10.0%. For the Private Passenger Types coverage, the indication would have been +1.7% instead of +3.5%.

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

	<u>Coverage</u>	<u>Current Trends</u> <u>Data through 12/31/2018</u>	<u>Previous Trends</u> <u>Data through 12/31/2017</u>
Trucks, Tractors & Trailers	OTC	+7.0%	+7.0%
	Collision	+4.5%	+5.0%
Private Passenger Types	OTC	+6.5%	+6.5%
	Collision	+4.0%	+4.5%

Physical Damage OCN Trend

	<u>Coverage</u>	<u>Current Trends</u> <u>Data through 12/31/2018</u>	<u>Previous Trends</u> <u>Data through 12/31/2017</u>
Trucks, Tractors & Trailers	OTC	+0.9%	+1.0%
	Collision	+1.5%	+1.6%
Private Passenger Types	OTC	+1.0%	+1.1%
	Collision	+0.6%	+0.6%

The loss trend has remained the same for Trucks, Tractors & Trailers OTC and Private Passenger Types OTC. The OCN trend has decreased by 0.1 points for Trucks, Tractors & Trailers OTC and has decreased by 0.1 points 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 +11.5%, instead of +11.9%, and +8.6%, instead of +8.9%, 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 decreased by 0.1 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 & Trailers and Private Passenger Types collision indications in this document would have been +2.5%, instead of +1.2%, and -0.8%, instead of -2.3%, respectively.

Supplementary Information – Arizona**Loss Development****Methodology**

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Arizona 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	1.074	1.080
27 to Ultimate	1.158	1.159
15 to Ultimate	1.453	1.438
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.004	1.003
27 to Ultimate	1.013	1.011
15 to Ultimate	1.031	1.034
Private Passenger Types BI		
39 to Ultimate	1.071	1.069
27 to Ultimate	1.151	1.163
15 to Ultimate	1.388	1.422
Private Passenger Types PD		
39 to Ultimate	1.004	1.004
27 to Ultimate	1.012	1.012
15 to Ultimate	1.068	1.074

Supplementary Information – Arizona**Other Factors**

Unallocated Loss Adjustment Expense factors:

	<u>Data through 12/31/2018</u>	<u>Data through 12/31/2017</u>
Bodily Injury	1.075	1.075
Property Damage	1.100	1.100
Physical Damage	1.130	1.130

Indicated vs. Filed Changes

An overall change of 8.0% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 10/01/2020 proposed effective date, with the following exceptions: the filed loss costs for liability and collision have been adjusted by a factor of 0.98 to reflect the impact of COVID-19.

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Trucks, Tractors and Trailers Liability	+10.0%	+7.8%
Trucks, Tractors and Trailers Collision	+1.2%	-0.8%
Private Passenger Types Liability	+3.5%	+1.4%
Private Passenger Types Collision	-2.3%	-4.3%

The overall filed change is 6.0%.

Notes

- 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.
- The high indications for Trucks, Tractors and Trailers Liability and OTC are due to the poor experience in the latest two years in the experience period, respectively
- The high indication for Private Passenger Types OTC is due to the poor experience in four of the five most recent years.