

LOSS COSTS – IMPLEMENTATION

APRIL 6, 2021

COMMERCIAL AUTOMOBILE

LI-CA-2021-088

**MINNESOTA REVISED COMMERCIAL AUTO ADVISORY
PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED**

KEY MESSAGE

Loss costs representing a +5.2% statewide change to be implemented.

UPGRADE TO WORD AND EXCEL DOCUMENTS

ISO is currently implementing changes to our authoring and delivery systems so that **newly created** documents will be delivered in Office 365 .docx/.xlsx format. These changes will be phased in by product/service tentatively beginning in second quarter 2021. We are providing advance notification so that you may prepare your internal systems. Products impacted include, but are not limited to, documents delivered/accessed via Circulars, CLM, EFD, ERC, Filings, FIRST, Forms Library (including PolicyWriting Support Forms Instructional Supplement), PRM, Statistical Plans and Suite +.

BACKGROUND

In circular [LI-CA-2021-052](#), we provided you with information about the Commercial Auto loss cost level experience review.

CONSIDERATION OF COVID-19

While there will almost certainly be 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 negligible and/or offsetting effects on prospective loss costs for Commercial Auto. Therefore, ISO is not making any explicit adjustment to the prospective loss costs referenced in this filing due to COVID-19. Additionally, the loss costs referenced in this filing 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-2021-BRLA1, which presents a review of Commercial Auto loss cost experience. Refer to the attached explanatory material for complete details about the filing.

SUPPLEMENTARY INFORMATION

We are including supplementary information for Minnesota, 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

We do not establish an effective date for Commercial Auto loss costs revisions in this state. Each insurer that elects to utilize this revision is responsible for determining its own effective date.

IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of October 1, 2021, 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 and the effective date of any rate change. If you decide to use our prospective loss costs to revise your rates, you are NOT required to file anything with the Insurance Department.

You must document your files in case the Insurance Department wishes to review the information at a later date. In all internal correspondence on this revision, you should refer to ISO Revision Designation Number CA-2021-BRLA1, NOT this circular number.

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-2021-004](#) 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 10-21 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-CA-2021-052](#) (03/03/2021) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2021-004](#) (02/17/2021) Revised Lead Time Requirements Listing

ATTACHMENT(S)

- Filing CA-2021-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>.

ISO RISK ANALYZER®

The loss cost analysis in this circular is reflected in ISO Risk Analyzer®, a suite of predictive models that help with granular pricing of insurance risks. Risk Analyzer can provide loss costs for refined territories and classes, as well as feed custom modeling efforts. For more information, please visit <https://www.verisk.com/riskanalyzer>.

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Phone: 800-888-4476

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.

MINNESOTA

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2021-BRLA1

EXECUTIVE SUMMARY

| | |
|---|--|
| PURPOSE | <p>This document:</p> <ul style="list-style-type: none">• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a +5.2% 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 | <p>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.”</p> |
| CONSIDERATION OF COVID-19 | <p>Due to the impact that the COVID-19 pandemic had on the March 2020 experience, we have decided to remove the experience for that month from our calculations. Therefore, any reference in this filing to the experience of year ending 3/31/2020 actually refers to the 11 months ending 2/29/2020.</p> |
| OPTIONAL CLASS PLAN LOSS COSTS | <p>The loss costs contained in this filing CA-2021-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-2021-BRLB1.</p> |
| FORMAT | <p>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 D-6, the exhibits are labeled EXHIBIT A1 through EXHIBIT D6, and the revised prospective loss cost pages are numbered E-1 through E-43.</p> |
| AUTO DEALERS LIABILITY AND PIP COVERAGES | <p>The Auto Dealers Liability and PIP coverages are not being reviewed this year.</p> |
| AUTO DEALERS AND GARAGEKEEPERS | <p>A review of the Auto Dealers and Garagekeepers physical damage loss costs is included in this document.</p> |
| PUBLIC AUTOMOBILES | <p>The base loss costs for the Public automobiles continue to be derived from the Trucks, Tractors & Trailers base loss costs through relativities. These relativities have been revised. The supporting material is provided in Section D.</p> |

REVISED LOSS
COST CHANGES

The statewide advisory loss cost level changes are:

| | <u>Indicated</u> | <u>Filed</u> |
|--|------------------|--------------|
| <u>Trucks, Tractors & Trailers</u> | | |
| Liability | | |
| Single Limit Liability | +6.9% | +6.9% |
| Personal Injury Protection | -0.2% | N.C. |
| Physical Damage | | |
| Other than Collision | +8.3% | +8.3% |
| Collision | +5.5% | +5.5% |
| Total Trucks, Tractors & Trailers | +6.6% | +6.6% |
| <u>Private Passenger Types</u> | | |
| Liability | | |
| Single Limit Liability | +6.2% | +6.2% |
| Personal Injury Protection | +1.5% | N.C. |
| Physical Damage | | |
| Other than Collision | +13.6% | +13.6% |
| Collision | +2.9% | N.C. |
| Total Private Passenger Types | +6.5% | +5.7% |
| <u>Garages</u> | | |
| Physical Damage | | |
| Auto Dealers | | |
| Other than Collision | +10.0% | N.C. |
| Collision | +17.8% | +17.8% |
| Garagekeepers | | |
| Other than Collision | +23.8% | +23.8% |
| Collision | +19.7% | +19.7% |
| Total Garages | +14.4% | +8.4% |
| <u>Publics</u> | | |
| Single Limit Liability | -8.2% | -8.2% |
| Physical Damage | | |
| Other Than Collision | -20.2% | -20.2% |
| Collision | -19.4% | -19.4% |
| Total Publics | -13.1% | -13.1% |
| <u>Grand Total</u> | +5.5% | +5.2% |

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

INDICATED VS.
FILED

Indicated changes are based on standard ISO methodology, utilizing a 10/01/2021 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: For Trucks, Tractors & Trailers PIP, Private Passenger Types PIP, and Private Passenger Types Collision, No Change (N.C.) was selected due to the modest indications. For Auto Dealers OTC, No Change (N.C.) was selected to better recognize the favorable state experience.

PRIOR ISO REVISIONS

The latest selected revisions in this state are:

| <u>Filing</u> | CA-2020-BRLA1 | CA-2019-BRLA1 | CA-2018-BRLA1 |
|---------------------------|---------------|---------------|---------------|
| Rate Level/ Loss Costs | Loss Costs | Loss Costs | Loss Costs |
| Effective Date | 11/01/2020 | 10/01/2019 | 10/01/2018 |
| <u>Changes</u> | | | |
| Indicated | +3.0% | +5.0% | +6.3% |
| Filed | +1.2% | +4.8% | +6.0% |
| Approved | +1.2% | +4.8% | +6.0% |

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 3/31/2020 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 first quarter 2020 and claim frequency trend data through fourth quarter 2019 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 | +6.0% |
| Property Damage | +6.0% |
| Private Passenger Types Liability: | |
| Bodily Injury | +6.0% |
| Property Damage | +6.0% |

| | | |
|--|---|-------|
| ADJUSTMENTS TO REPORTED EXPERIENCE (CONTINUED) | Trucks, Tractors & Trailers PIP | +3.6% |
| | Private Passenger Types PIP | +3.4% |
| | Trucks, Tractors & Trailers OTC | +6.5% |
| | Trucks, Tractors & Trailers Collision | +4.5% |
| | Private Passenger Types and Garages OTC | +6.5% |
| | Private Passenger Types and Garages 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

| <u>LIABILITY (ASLOB 19.3 & 19.4)</u> | <u>PHYSICAL DAMAGE (ASLOB 21.2)</u> |
|--|-------------------------------------|
| 1. Western National Mutual Ins. Co. | 1. Western National Mutual Ins. Co. |
| 2. Travelers Indemnity Co. | 2. Travelers Indemnity Co. |
| 3. Employers Mutual Casualty Co. | 3. Federated Mutual Insurance Co. |
| 4. Allstate Insurance Co. | 4. Employers Mutual Casualty Co. |
| 5. Federated Mutual Insurance Co. | 5. Zurich American Insurance Co. |
| 6. Cincinnati Insurance Co. | 6. Cincinnati Insurance Co. |
| 7. Selective Insurance Co. of America | 7. Motors Insurance Corp. |
| 8. Nationwide Mutual Insurance Co. | 8. Great American Insurance Co. |
| 9. Liberty Mutual Insurance Co. | 9. Liberty Mutual Insurance Co. |
| 10. Westfield Insurance Co. | 10. Westfield Insurance Co. |

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2019 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 12/31/2019 is:

| | |
|--|-------------------------------------|
| <u>Liability (ASLOB 19.3 & 19.4)</u> | <u>Physical Damage (ASLOB 21.2)</u> |
| 33.4% | 31.4% |

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

COMPANY
DECISION
(CONTINUED)

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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MINNESOTA
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." See the calculations in **Exhibits B1-B6**.

**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. See the calculations in **Exhibits B7-B12**.

**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 E.

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. See the calculations in **Exhibits B1-B6**.

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. For all coverages other than the Garage Dealers and Garage Keepers Physical Damage coverages, 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.

For the Garage Dealers and Garage Keepers Physical Damage coverages, the analysis is based on an on-leveling approach. The reported premiums are adjusted to current ISO loss cost levels by applying company reported deviation factors and on-level factors.

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. See the calculations in **Exhibits B7-B12**.

EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PIP 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 LIABILITY
OR BASIC PIP
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 \$100,000 liability or basic PIP loss cost at 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 or basic PIP 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 liability or basic PIP 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 liability base class loss cost or basic PIP 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 liability base loss cost or basic PIP loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

Percentage change from the present base loss cost to the revised 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

$$[\text{Terr. Col (6)} / \text{SW Total Col. (6)}]$$

(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. See the calculations in **Exhibit C1**.

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. See the calculations in **Exhibits C2-C3**.

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. See the calculations in **Exhibits C4-C5**. The exhibits include quarterly points for Multistate incurred frequency trend separately for Trucks, Tractors, and Trailers and Private Passenger Types. As can be seen from these exhibits (and corresponding graphs), frequency for both bodily injury and property damage has generally changed from year to year in an unpredictable manner.

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

PHYSICAL
DAMAGE:
LOSS TREND

Data Selections

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

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

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

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

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

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

Data Adjustments

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

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

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

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

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

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

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

The trend selections for physical damage are based on the data in the attached exhibits. See the calculations in **Exhibits C6-C9**. 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 | Private Passenger Types and Garages |
|-------|-----------------------------|--|
| | <u>Pure Premium</u> | <u>Pure Premium</u> |
| OTC: | +6.5% | +6.5% |
| COLL: | +4.5% | +4.0% |

PERSONAL
INJURY
PROTECTION
TREND

The average annual trend for personal injury protection coverage is based on consumer price indices for medical and hospital related services, and wage data from the Bureau of Labor statistics. The average annual claim cost trend uses a weighted average of the medical and wage trends using weights based on type of loss data for this state. The weighted average annual trend in claim cost is then multiplied by the selected average annual trend in claim frequency. The average annual trend in claim frequency for PIP that is used is the same for bodily injury claim frequency.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
SUPPLEMENTARY EXHIBIT

| Quarterly Values <u>Ending</u> | Consumer Price Index for Bodywork | |
|--------------------------------------|-----------------------------------|--------------------------------------|
| | <u>Actual</u> | <u>Exponential Fit</u> |
| 12/31/2016 | 2.913 | 2.887 |
| 03/31/2017 | 2.925 | 2.910 |
| 06/30/2017 | 2.942 | 2.933 |
| 09/30/2017 | 2.945 | 2.956 |
| 12/31/2017 | 2.966 | 2.980 |
| 03/31/2018 | 2.999 | 3.003 |
| 06/30/2018 | 3.016 | 3.027 |
| 09/30/2018 | 3.033 | 3.051 |
| 12/31/2018 | 3.061 | 3.075 |
| 03/31/2019 | 3.074 | 3.100 |
| 06/30/2019 | 3.118 | 3.124 |
| 09/30/2019 | 3.158 | 3.149 |
| 12/31/2019 | 3.189 | 3.174 |
| 03/31/2020 | 3.194 | 3.199 |
| 06/30/2020 | 3.248 | 3.225 |
| 09/30/2020 | 3.263 | 3.250 |
| | <u>R-Squared</u> | <u>Average Annual Change</u> |
| 16 Point Fit | 0.9814 | 3.2% |
| 12 Point Fit | 0.9886 | 3.6% |

PHYSICAL DAMAGE OCN TREND

OBJECTIVE

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

DESCRIPTION OF ORIGINAL COST NEW DATA

The average original cost new (OCN) relativities for Comprehensive and Collision are displayed on the following exhibits. See the calculations in **Exhibits C10-C11**. 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, 2020. In other words, accident year ended March 31, 2020 includes all losses and allocated loss adjustment expenses paid through June 30, 2020 on accidents occurring from April 1, 2019 to March 31, 2020 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2020, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended March 31, 2019 include all loss and loss adjustment expenses paid through June 30, 2020 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, 2020, 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. See the calculations in **Exhibits C12-C13**.

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, 2020. In other words, accident year ended March 31, 2020 includes all losses paid through June 30, 2020 on accidents occurring from April 1, 2019 to March 31, 2020. Similarly, the paid losses for accident year ended March 31, 2019 include all losses paid through June 30, 2020 on accidents occurring from April 1, 2018 to March 31, 2019. 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. See the calculations in **Exhibits C14-C17**.

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, PIP, 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 PIP
FLOWCHART TO DETERMINE
YEAR WEIGHTS AND
EXPERIENCE PERIOD CREDIBILITY

TRUCKS, TRACTORS, & TRAILERS AND PRIVATE PASSENGER TYPES

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 3,000,
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 350,
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims $<$ 350,
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 |
| Garages OTC | 900 | 7,500 |
| Garages Collision | 250 | 2,000 |

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

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

ALL LIABILITY COVERAGES
CREDIBILITY TABLE
NUMBER OF CLAIMS

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

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

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

PERSONAL INJURY PROTECTION
CREDIBILITY TABLES
NUMBER OF CLAIMS

| <u>Credibility</u> | <u>Trucks, Tractors & Trailers and Private Pass Types</u> | |
|--------------------|---|-------|
| *0.00 | 0 | 7 |
| 0.05 | 8 | 29 |
| 0.10 | 30 | 67 |
| 0.15 | 68 | 119 |
| 0.20 | 120 | 187 |
| 0.25 | 188 | 269 |
| 0.30 | 270 | 367 |
| 0.35 | 368 | 479 |
| 0.40 | 480 | 607 |
| 0.45 | 608 | 749 |
| 0.50 | 750 | 907 |
| 0.55 | 908 | 1,079 |
| 0.60 | 1,080 | 1,267 |
| 0.65 | 1,268 | 1,469 |
| 0.70 | 1,470 | 1,687 |
| 0.75 | 1,688 | 1,919 |
| 0.80 | 1,920 | 2,167 |
| 0.85 | 2,168 | 2,429 |
| 0.90 | 2,430 | 2,707 |
| 0.95 | 2,708 | 2,999 |
| 1.00 | > | 2,999 |

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

| <u>Cred</u> | <u>Trucks, Tractors & Trailers</u> | | | <u>Private Passenger Types</u> | | | <u>Garages</u> | | |
|-------------|--|---|--------|--------------------------------|---|-------|----------------|---|-------|
| 0.00* | 0 | - | 27 | 0 | - | 21 | 0 | - | 18 |
| 0.05 | 28 | - | 109 | 22 | - | 84 | 19 | - | 74 |
| 0.10 | 110 | - | 247 | 85 | - | 191 | 75 | - | 168 |
| 0.15 | 248 | - | 439 | 192 | - | 339 | 169 | - | 299 |
| 0.20 | 440 | - | 687 | 340 | - | 531 | 300 | - | 468 |
| 0.25 | 688 | - | 989 | 532 | - | 764 | 469 | - | 674 |
| 0.30 | 990 | - | 1,347 | 765 | - | 1,041 | 675 | - | 918 |
| 0.35 | 1,348 | - | 1,759 | 1,042 | - | 1,359 | 919 | - | 1,199 |
| 0.40 | 1,760 | - | 2,227 | 1,360 | - | 1,721 | 1,200 | - | 1,518 |
| 0.45 | 2,228 | - | 2,749 | 1,722 | - | 2,124 | 1,519 | - | 1,874 |
| 0.50 | 2,750 | - | 3,327 | 2,125 | - | 2,571 | 1,875 | - | 2,268 |
| 0.55 | 3,328 | - | 3,959 | 2,572 | - | 3,059 | 2,269 | - | 2,699 |
| 0.60 | 3,960 | - | 4,647 | 3,060 | - | 3,591 | 2,700 | - | 3,168 |
| 0.65 | 4,648 | - | 5,389 | 3,592 | - | 4,164 | 3,169 | - | 3,674 |
| 0.70 | 5,390 | - | 6,187 | 4,165 | - | 4,781 | 3,675 | - | 4,218 |
| 0.75 | 6,188 | - | 7,039 | 4,782 | - | 5,439 | 4,219 | - | 4,799 |
| 0.80 | 7,040 | - | 7,947 | 5,440 | - | 6,141 | 4,800 | - | 5,418 |
| 0.85 | 7,948 | - | 8,909 | 6,142 | - | 6,884 | 5,419 | - | 6,074 |
| 0.90 | 8,910 | - | 9,927 | 6,885 | - | 7,671 | 6,075 | - | 6,768 |
| 0.95 | 9,928 | - | 10,999 | 7,672 | - | 8,499 | 6,769 | - | 7,499 |
| 1.00 | | > | 10,999 | | > | 8,499 | | > | 7,499 |

COLLISION

| <u>Cred</u> | <u>Trucks, Tractors & Trailers</u> | | | <u>Private Passenger Types</u> | | | <u>Garages</u> | | |
|-------------|--|---|-------|--------------------------------|---|-------|----------------|---|-------|
| 0.00* | 0 | - | 11 | 0 | - | 8 | 0 | - | 4 |
| 0.05 | 12 | - | 44 | 9 | - | 34 | 5 | - | 19 |
| 0.10 | 45 | - | 101 | 35 | - | 78 | 20 | - | 44 |
| 0.15 | 102 | - | 179 | 79 | - | 139 | 45 | - | 79 |
| 0.20 | 180 | - | 281 | 140 | - | 218 | 80 | - | 124 |
| 0.25 | 282 | - | 404 | 219 | - | 314 | 125 | - | 179 |
| 0.30 | 405 | - | 551 | 315 | - | 428 | 180 | - | 244 |
| 0.35 | 552 | - | 719 | 429 | - | 559 | 245 | - | 319 |
| 0.40 | 720 | - | 911 | 560 | - | 708 | 320 | - | 404 |
| 0.45 | 912 | - | 1,124 | 709 | - | 874 | 405 | - | 499 |
| 0.50 | 1,125 | - | 1,361 | 875 | - | 1,058 | 500 | - | 604 |
| 0.55 | 1,362 | - | 1,619 | 1,059 | - | 1,259 | 605 | - | 719 |
| 0.60 | 1,620 | - | 1,901 | 1,260 | - | 1,478 | 720 | - | 844 |
| 0.65 | 1,902 | - | 2,204 | 1,479 | - | 1,714 | 845 | - | 979 |
| 0.70 | 2,205 | - | 2,531 | 1,715 | - | 1,968 | 980 | - | 1,124 |
| 0.75 | 2,532 | - | 2,879 | 1,969 | - | 2,239 | 1,125 | - | 1,279 |
| 0.80 | 2,880 | - | 3,251 | 2,240 | - | 2,528 | 1,280 | - | 1,444 |
| 0.85 | 3,252 | - | 3,644 | 2,529 | - | 2,834 | 1,445 | - | 1,619 |
| 0.90 | 3,645 | - | 4,061 | 2,835 | - | 3,158 | 1,620 | - | 1,804 |
| 0.95 | 4,062 | - | 4,499 | 3,159 | - | 3,499 | 1,805 | - | 1,999 |
| 1.00 | | > | 4,499 | | > | 3,499 | | > | 1,999 |

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.

MINNESOTA
CLAIMS PER TERRITORY
LIABILITY AND PIP

| Territory | Trucks, Tractors & Trailers Incurred Claims 5 Years Ending 3/31/2020 | | Private Passenger Types Incurred Claims 5 Years Ending 3/31/2020 | |
|-----------|---|-----|---|-----|
| | Combined BI and PD | PIP | Combined BI and PD | PIP |
| 101 | 1,741 | 57 | 422 | 59 |
| 103 | 190 | 15 | 33 | 1 |
| 104 | 121 | 8 | 10 | 0 |
| 105 | 1,372 | 60 | 301 | 49 |
| 108 | 811 | 21 | 160 | 29 |
| 109 | 917 | 41 | 138 | 37 |
| 112 | 914 | 48 | 165 | 38 |
| 113 | 1,186 | 65 | 150 | 43 |
| 114 | 209 | 12 | 17 | 4 |
| 115 | 248 | 11 | 53 | 8 |
| 116 | 770 | 39 | 129 | 14 |
| 117 | 1,205 | 52 | 161 | 29 |
| 118 | 29 | 2 | 6 | 0 |
| 119 | 62 | 0 | 5 | 0 |
| 120 | 111 | 1 | 14 | 5 |
| 121 | 73 | 3 | 7 | 2 |
| 122 | 202 | 9 | 37 | 5 |
| 123 | 262 | 17 | 54 | 5 |
| 124 | 45 | 1 | 4 | 0 |
| SW Total | 10,468 | 462 | 1,866 | 328 |

Claims for Trend

| BI | PD |
|------------|--------------|
| <u>453</u> | <u>2,740</u> |

MINNESOTA
CLAIMS PER TERRITORY
PHYSICAL DAMAGE

| Territory | Trucks, Tractors & Trailers Paid Claims 5 Years Ending 3/31/2020 | | Private Passenger Types Paid Claims 5 Years Ending 3/31/2020 | |
|-----------|---|-------|---|-------|
| | OTC | Coll | OTC | Coll |
| 101 | 922 | 814 | 512 | 551 |
| 103 | 241 | 135 | 109 | 53 |
| 104 | 202 | 87 | 46 | 12 |
| 105 | 1,079 | 742 | 480 | 388 |
| 108 | 518 | 497 | 195 | 218 |
| 109 | 738 | 507 | 281 | 177 |
| 112 | 1,736 | 779 | 400 | 183 |
| 113 | 1,576 | 668 | 374 | 165 |
| 114 | 326 | 156 | 74 | 31 |
| 115 | 575 | 196 | 157 | 44 |
| 116 | 1,138 | 558 | 288 | 120 |
| 117 | 1,121 | 671 | 288 | 198 |
| 118 | 23 | 27 | 4 | 4 |
| 119 | 44 | 37 | 4 | 8 |
| 120 | 261 | 77 | 54 | 27 |
| 121 | 56 | 39 | 16 | 10 |
| 122 | 127 | 119 | 44 | 47 |
| 123 | 269 | 187 | 143 | 82 |
| 124 | 40 | 30 | 13 | 6 |
| SW Total | 10,992 | 6,326 | 3,482 | 2,324 |

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
MINNESOTA

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 | 183,023 | 1,260,909 | 1,077,886 | 0.170 | 0.019 | 20,480 | 1,281,389 |
| 1988 | 176,330 | 1,592,777 | 1,416,447 | 0.124 | 0.065 | 92,069 | 1,684,846 |
| 1989 | 93,069 | 1,848,860 | 1,755,791 | 0.053 | 0.136 | 238,788 | 2,087,648 |
| 1990 | 176,463 | 2,151,999 | 1,975,536 | 0.089 | 0.100 | 197,554 | 2,349,553 |
| 1991 | 123,491 | 2,326,401 | 2,202,910 | 0.056 | 0.133 | 292,987 | 2,619,388 |
| 1992 | 187,123 | 2,545,170 | 2,358,047 | 0.079 | 0.110 | 259,385 | 2,804,555 |
| 1993 | 129,062 | 2,238,477 | 2,109,415 | 0.061 | 0.128 | 270,005 | 2,508,482 |
| 1994 | 235,980 | 2,543,650 | 2,307,670 | 0.102 | 0.087 | 200,767 | 2,744,417 |
| 1995 | 194,447 | 2,877,279 | 2,682,832 | 0.072 | 0.117 | 313,891 | 3,191,170 |
| 1996 | 218,741 | 3,653,144 | 3,434,403 | 0.064 | 0.125 | 429,300 | 4,082,444 |
| 1997 | 299,141 | 4,391,527 | 4,092,386 | 0.073 | 0.116 | 474,717 | 4,866,244 |
| 1998 | 768,648 | 6,257,879 | 5,489,231 | 0.140 | 0.049 | 268,972 | 6,526,851 |
| 1999 | 5,495,832 | 12,096,994 | 6,601,162 | 0.833 | -0.644 | -4,251,148 | 7,845,846 |
| 2000 | 716,461 | 7,264,283 | 6,547,822 | 0.109 | 0.080 | 523,826 | 7,788,109 |
| 2001 | 1,229,036 | 8,172,173 | 6,943,137 | 0.177 | 0.012 | 83,318 | 8,255,491 |
| 2002 | 1,800,764 | 7,465,822 | 5,665,058 | 0.318 | -0.129 | -730,792 | 6,735,030 |
| 2003 | 279,523 | 4,255,318 | 3,975,795 | 0.070 | 0.119 | 473,120 | 4,728,438 |
| 2004 | 142,065 | 2,262,877 | 2,120,812 | 0.067 | 0.122 | 258,739 | 2,521,616 |
| 2005 | 157,374 | 2,162,989 | 2,005,615 | 0.078 | 0.111 | 222,623 | 2,385,612 |
| 2006 | 474,974 | 3,065,722 | 2,590,748 | 0.183 | 0.006 | 15,544 | 3,081,266 |
| 2007 | 897,024 | 3,361,530 | 2,464,506 | 0.364 | -0.175 | -431,289 | 2,930,241 |
| 2008 | 969,811 | 3,620,098 | 2,650,287 | 0.366 | -0.177 | -469,101 | 3,150,997 |
| 2009 | 1,506,039 | 4,233,499 | 2,727,460 | 0.552 | -0.363 | -990,068 | 3,243,431 |
| 2010 | 210,938 | 3,033,280 | 2,822,342 | 0.075 | 0.114 | 321,747 | 3,355,027 |
| 2011 | 1,048,363 | 4,775,530 | 3,727,167 | 0.281 | -0.092 | -342,899 | 4,432,631 |
| 2012 | 614,206 | 3,685,705 | 3,071,499 | 0.200 | -0.011 | -33,786 | 3,651,919 |
| 2013 | 668,795 | 3,493,114 | 2,824,319 | 0.237 | -0.048 | -135,567 | 3,357,547 |
| 2014 | 586,694 | 2,998,419 | 2,411,725 | 0.243 | -0.054 | -130,233 | 2,868,186 |
| 2015 | 378,455 | 4,066,712 | 3,688,257 | 0.103 | 0.086 | 317,190 | 4,383,902 |
| 2016 | 541,162 | 4,973,777 | 4,432,615 | 0.122 | 0.067 | 296,985 | 5,270,762 |
| 2017 | 840,364 | 5,257,899 | 4,417,535 | 0.190 | -0.001 | -4,418 | 5,253,481 |
| 2018 | 1,759,630 | 6,597,748 | 4,838,118 | 0.364 | -0.175 | -846,671 | 5,751,077 |
| 2019 | 711,712 | 5,653,312 | 4,941,600 | 0.144 | 0.045 | 222,372 | 5,875,684 |
| 2020 | 1,419,432 | 6,436,129 | 5,016,697 | 0.283 | -0.094 | -471,570 | 5,964,559 |

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.189

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MINNESOTA

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 | 179,311 | 1,125,077 | 945,766 | 0.190 | 0.116 | 109,709 | 1,234,786 |
| 1988 | 272,279 | 1,515,364 | 1,243,085 | 0.219 | 0.087 | 108,148 | 1,623,512 |
| 1989 | 145,569 | 1,335,523 | 1,189,954 | 0.122 | 0.184 | 218,952 | 1,554,475 |
| 1990 | 215,783 | 1,548,085 | 1,332,302 | 0.162 | 0.144 | 191,851 | 1,739,936 |
| 1991 | 115,081 | 1,614,521 | 1,499,440 | 0.077 | 0.229 | 343,372 | 1,957,893 |
| 1992 | 161,364 | 1,527,603 | 1,366,239 | 0.118 | 0.188 | 256,853 | 1,784,456 |
| 1993 | 82,016 | 1,443,331 | 1,361,315 | 0.060 | 0.246 | 334,883 | 1,778,214 |
| 1994 | 105,933 | 1,608,374 | 1,502,441 | 0.071 | 0.235 | 353,074 | 1,961,448 |
| 1995 | 213,907 | 1,663,557 | 1,449,650 | 0.148 | 0.158 | 229,045 | 1,892,602 |
| 1996 | 191,634 | 1,655,739 | 1,464,105 | 0.131 | 0.175 | 256,218 | 1,911,957 |
| 1997 | 223,512 | 1,877,412 | 1,653,900 | 0.135 | 0.171 | 282,817 | 2,160,229 |
| 1998 | 463,481 | 2,315,585 | 1,852,104 | 0.250 | 0.056 | 103,718 | 2,419,303 |
| 1999 | 4,575,751 | 7,177,869 | 2,602,118 | 1.758 | -1.452 | -3,778,275 | 3,399,594 |
| 2000 | 354,974 | 2,813,501 | 2,458,527 | 0.144 | 0.162 | 398,281 | 3,211,782 |
| 2001 | 772,406 | 3,131,354 | 2,358,948 | 0.327 | -0.021 | -49,538 | 3,081,816 |
| 2002 | 844,108 | 3,099,333 | 2,255,225 | 0.374 | -0.068 | -153,355 | 2,945,978 |
| 2003 | 184,998 | 1,653,713 | 1,468,715 | 0.126 | 0.180 | 264,369 | 1,918,082 |
| 2004 | 58,147 | 827,502 | 769,355 | 0.076 | 0.230 | 176,952 | 1,004,454 |
| 2005 | 67,649 | 809,984 | 742,335 | 0.091 | 0.215 | 159,602 | 969,586 |
| 2006 | 329,813 | 1,283,008 | 953,195 | 0.346 | -0.040 | -38,128 | 1,244,880 |
| 2007 | 475,916 | 1,290,522 | 814,606 | 0.584 | -0.278 | -226,460 | 1,064,062 |
| 2008 | 375,583 | 1,097,658 | 722,075 | 0.520 | -0.214 | -154,524 | 943,134 |
| 2009 | 848,446 | 1,726,614 | 878,168 | 0.966 | -0.660 | -579,591 | 1,147,023 |
| 2010 | 68,467 | 945,429 | 876,962 | 0.078 | 0.228 | 199,947 | 1,145,376 |
| 2011 | 464,471 | 1,481,462 | 1,016,991 | 0.457 | -0.151 | -153,566 | 1,327,896 |
| 2012 | 241,892 | 1,119,644 | 877,752 | 0.276 | 0.030 | 26,333 | 1,145,977 |
| 2013 | 335,600 | 1,399,286 | 1,063,686 | 0.316 | -0.010 | -10,637 | 1,388,649 |
| 2014 | 552,114 | 1,424,018 | 871,904 | 0.633 | -0.327 | -285,113 | 1,138,905 |
| 2015 | 239,997 | 1,291,266 | 1,051,269 | 0.228 | 0.078 | 81,999 | 1,373,265 |
| 2016 | 300,893 | 1,345,243 | 1,044,350 | 0.288 | 0.018 | 18,798 | 1,364,041 |
| 2017 | 182,784 | 1,213,173 | 1,030,389 | 0.177 | 0.129 | 132,920 | 1,346,093 |
| 2018 | 468,397 | 1,559,801 | 1,091,404 | 0.429 | -0.123 | -134,243 | 1,425,558 |
| 2019 | 180,381 | 1,270,277 | 1,089,896 | 0.166 | 0.14 | 152,585 | 1,422,862 |
| 2020 | 492,394 | 1,902,947 | 1,410,553 | 0.349 | -0.043 | -60,654 | 1,842,293 |

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.306

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MINNESOTA

AUTO DEALERS

| | (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 | 956,491 | 1,527,879 | 571,388 | 1.674 | 0.716 | 409,114 | 1,936,993 |
| 1988 | 1,413,896 | 2,520,889 | 1,106,993 | 1.277 | 1.113 | 1,232,083 | 3,752,972 |
| 1989 | 370,792 | 1,962,735 | 1,591,943 | 0.233 | 2.157 | 3,433,821 | 5,396,556 |
| 1990 | 1,204,370 | 1,893,382 | 689,012 | 1.748 | 0.642 | 442,346 | 2,335,728 |
| 1991 | 848,061 | 1,700,171 | 852,110 | 0.995 | 1.395 | 1,188,693 | 2,888,864 |
| 1992 | 1,137,901 | 2,091,209 | 953,308 | 1.194 | 1.196 | 1,140,156 | 3,231,365 |
| 1993 | 578,791 | 1,494,203 | 915,412 | 0.632 | 1.758 | 1,609,294 | 3,103,497 |
| 1994 | 1,546,158 | 2,648,884 | 1,102,726 | 1.402 | 0.988 | 1,089,493 | 3,738,377 |
| 1995 | 862,361 | 1,642,449 | 780,088 | 1.105 | 1.285 | 1,002,413 | 2,644,862 |
| 1996 | 1,128,061 | 2,159,845 | 1,031,784 | 1.093 | 1.297 | 1,338,224 | 3,498,069 |
| 1997 | 977,821 | 1,932,910 | 955,089 | 1.024 | 1.366 | 1,304,652 | 3,237,562 |
| 1998 | 3,920,687 | 5,424,600 | 1,503,913 | 2.607 | -0.217 | -326,349 | 5,098,251 |
| 1999 | 16,536,152 | 18,476,207 | 1,940,055 | 8.524 | -6.134 | -11,900,297 | 6,575,910 |
| 2000 | 1,489,784 | 2,754,372 | 1,264,588 | 1.178 | 1.212 | 1,532,681 | 4,287,053 |
| 2001 | 2,696,164 | 4,444,808 | 1,748,644 | 1.542 | 0.848 | 1,482,850 | 5,927,658 |
| 2002 | 2,861,401 | 3,809,369 | 947,968 | 3.018 | -0.628 | -595,324 | 3,214,045 |
| 2003 | 421,947 | 977,908 | 555,961 | 0.759 | 1.631 | 906,772 | 1,884,680 |
| 2004 | 75,399 | 946,743 | 871,344 | 0.087 | 2.303 | 2,006,705 | 2,953,448 |
| 2005 | 271,789 | 431,736 | 159,947 | 1.699 | 0.691 | 110,523 | 542,259 |
| 2006 | 2,478,406 | 2,663,625 | 185,219 | 13.381 | -10.991 | -2,035,742 | 627,883 |
| 2007 | 566,651 | 1,002,795 | 436,144 | 1.299 | 1.091 | 475,833 | 1,478,628 |
| 2008 | 815,540 | 1,666,705 | 851,165 | 0.958 | 1.432 | 1,218,868 | 2,885,573 |
| 2009 | 3,280,227 | 3,616,209 | 335,982 | 9.763 | -7.373 | -2,477,195 | 1,139,014 |
| 2010 | 983,969 | 1,410,792 | 426,823 | 2.305 | 0.085 | 36,280 | 1,447,072 |
| 2011 | 1,068,283 | 1,339,615 | 271,332 | 3.937 | -1.547 | -419,751 | 919,864 |
| 2012 | 169,400 | 464,128 | 294,728 | 0.575 | 1.815 | 534,931 | 999,059 |
| 2013 | 1,083,049 | 1,361,520 | 278,471 | 3.889 | -1.499 | -417,428 | 944,092 |
| 2014 | 874,595 | 1,277,694 | 403,099 | 2.170 | 0.22 | 88,682 | 1,366,376 |
| 2015 | 158,125 | 553,201 | 395,076 | 0.400 | 1.99 | 786,201 | 1,339,402 |
| 2016 | 406,047 | 537,121 | 131,074 | 3.098 | -0.708 | -92,800 | 444,321 |
| 2017 | 84,904 | 307,930 | 223,026 | 0.381 | 2.009 | 448,059 | 755,989 |
| 2018 | 205,197 | 568,792 | 363,595 | 0.564 | 1.826 | 663,924 | 1,232,716 |
| 2019 | 609,604 | 726,554 | 116,950 | 5.213 | -2.823 | -330,150 | 396,404 |
| 2020 | 239,726 | 396,116 | 156,390 | 1.533 | 0.857 | 134,026 | 530,142 |

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 2.390

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MINNESOTA

GARAGEKEEPERS

| | (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 | 30,218 | 347,247 | 317,029 | 0.095 | 0.249 | 78,940 | 426,187 |
| 1988 | 419,928 | 802,475 | 382,547 | 1.098 | -0.754 | -288,440 | 514,035 |
| 1989 | 16,528 | 527,085 | 510,557 | 0.032 | 0.312 | 159,294 | 686,379 |
| 1990 | 155,304 | 549,542 | 394,238 | 0.394 | -0.050 | -19,712 | 529,830 |
| 1991 | 63,061 | 544,798 | 481,737 | 0.131 | 0.213 | 102,610 | 647,408 |
| 1992 | 56,596 | 469,070 | 412,474 | 0.137 | 0.207 | 85,382 | 554,452 |
| 1993 | 2,609 | 288,930 | 286,321 | 0.009 | 0.335 | 95,918 | 384,848 |
| 1994 | 6,970 | 343,027 | 336,057 | 0.021 | 0.323 | 108,546 | 451,573 |
| 1995 | 18,471 | 376,699 | 358,228 | 0.052 | 0.292 | 104,603 | 481,302 |
| 1996 | 7,398 | 491,146 | 483,748 | 0.015 | 0.329 | 159,153 | 650,299 |
| 1997 | 11,444 | 296,975 | 285,531 | 0.040 | 0.304 | 86,801 | 383,776 |
| 1998 | 976,275 | 1,439,823 | 463,548 | 2.106 | -1.762 | -816,772 | 623,051 |
| 1999 | 1,281,853 | 1,742,174 | 460,321 | 2.785 | -2.441 | -1,123,644 | 618,530 |
| 2000 | 27,366 | 543,147 | 515,781 | 0.053 | 0.291 | 150,092 | 693,239 |
| 2001 | 239,722 | 1,105,708 | 865,986 | 0.277 | 0.067 | 58,021 | 1,163,729 |
| 2002 | 53,015 | 454,098 | 401,083 | 0.132 | 0.212 | 85,030 | 539,128 |
| 2003 | 20,915 | 316,075 | 295,160 | 0.071 | 0.273 | 80,579 | 396,654 |
| 2004 | 5,223 | 248,736 | 243,513 | 0.021 | 0.323 | 78,655 | 327,391 |
| 2005 | 22,149 | 143,751 | 121,602 | 0.182 | 0.162 | 19,700 | 163,451 |
| 2006 | 31,224 | 170,668 | 139,444 | 0.224 | 0.120 | 16,733 | 187,401 |
| 2007 | 19,079 | 155,996 | 136,917 | 0.139 | 0.205 | 28,068 | 184,064 |
| 2008 | 42,995 | 152,426 | 109,431 | 0.393 | -0.049 | -5,362 | 147,064 |
| 2009 | 69,382 | 262,103 | 192,721 | 0.360 | -0.016 | -3,084 | 259,019 |
| 2010 | 76,619 | 195,953 | 119,334 | 0.642 | -0.298 | -35,562 | 160,391 |
| 2011 | 47,947 | 137,026 | 89,079 | 0.538 | -0.194 | -17,281 | 119,745 |
| 2012 | 38,691 | 191,444 | 152,753 | 0.253 | 0.091 | 13,901 | 205,345 |
| 2013 | 3,000 | 224,267 | 221,267 | 0.014 | 0.330 | 73,018 | 297,285 |
| 2014 | 99,602 | 212,729 | 113,127 | 0.880 | -0.536 | -60,636 | 152,093 |
| 2015 | 6,399 | 236,506 | 230,107 | 0.028 | 0.316 | 72,714 | 309,220 |
| 2016 | 20,036 | 158,918 | 138,882 | 0.144 | 0.2 | 27,776 | 186,694 |
| 2017 | 17,345 | 144,439 | 127,094 | 0.136 | 0.208 | 26,436 | 170,875 |
| 2018 | 7,610 | 208,227 | 200,617 | 0.038 | 0.306 | 61,389 | 269,616 |
| 2019 | 8,080 | 252,308 | 244,228 | 0.033 | 0.311 | 75,955 | 328,263 |
| 2020 | 56,724 | 329,403 | 272,679 | 0.208 | 0.136 | 37,084 | 366,487 |

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

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. Column (2) - 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.
Column (1) ÷ Column (3)

COLUMN (5)
VARIATION FROM
AVERAGE WIND
RATIO

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

COLUMN (6)
WIND AND WATER
ADJUSTMENT

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

COLUMN (7)
ADJUSTED OTC
TOTAL LOSSES

Column (2) + 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

**COMMERCIAL AUTOMOBILE
MULTISTATE PUBLIC AUTOMOBILE RELATIVITIES**

Public Automobiles base loss costs are calculated as a multiplicative factor or relativity off the Trucks, Tractors & Trailers (territory) base loss costs for both Liability and Physical Damage. Public auto classes are further categorized into four subdivisions:

- Taxis and Limousines
- Van Pools
- School and Church Buses
- Other Buses

Changes in these relativities were calculated by observing changes in the experience ratios for Public Automobile classes and Trucks, Tractors & Trailers classes. Experience ratios are basic limits losses divided by aggregate loss costs at current level. Public Automobile aggregate loss costs include the current relativity off the Trucks, Tractors & Trailers base loss cost. Therefore any differences observed will show whether the current relativity should be increased or decreased.

The Liability review uses five years of accident year data ending 12/31/19 excluding Massachusetts, New York, and Puerto Rico. A multistate comparison was performed on the remaining states. Basic limit loss development factors were applied to basic limit losses. See the factors in **Exhibits D1-D5**. Experience ratios for each year were obtained using aggregate loss costs at current ISO level. Average experience ratios were then calculated using a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%. The ratios for Taxis and Limousines, Van Pools, School and Church Buses and Other Buses were separately indexed off of the Trucks, Tractors & Trailers ratio. These indicated changes were then multiplied by the current relativity to calculate a revised relativity. Page D-3 displays the five year average experience ratios and calculates the indicated changes. Page D-4 shows the underlying data used to calculate the experience ratios. The current relativities and new indications are summarized below:

LIABILITY

| <u>Class</u> | <u>Current</u> | <u>Indicated</u> | <u>Selected</u> | <u>Change</u> |
|-----------------------|----------------|------------------|-----------------|---------------|
| Taxis and Limousines | 6.20 | 4.43 | 4.43 | - 28.5% |
| Van Pools | 1.50 | 1.05 | 1.05 | - 30.0% |
| School & Church Buses | 0.55 | 0.42 | 0.42 | - 23.6% |
| Other Buses | 3.80 | 3.48 | 3.48 | - 8.4% |

The Physical Damage review also uses five years of accident year data ending 12/31/19 excluding Massachusetts, New York, and Puerto Rico. A multistate comparison was performed on the remaining states. Losses were developed to an ultimate settlement basis. Experience ratios for Other Than Collision and Collision were obtained separately using aggregate loss costs at current ISO level. Average experience ratios were then calculated using a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%. Combined ratios for Taxis, Limousines & Van Pools and, separately, for School, Church & Other Buses were calculated and indexed off the Trucks, Tractors & Trailers experience ratios. These indicated changes were then multiplied by the current relativity to calculate a revised relativity. Page D-4 displays the average five year experience ratios and calculates the indicated changes. Pages D-5 and D-6 show the underlying data used to calculate the experience ratios. See **Exhibit D6** for public changes by class. The current relativities and new indications are summarized below:

PHYSICAL DAMAGE

| <u>Class</u> | <u>Current</u> | <u>Indicated</u> | <u>Selected</u> | <u>Change</u> |
|------------------------------|----------------|------------------|-----------------|---------------|
| Other Than Collision | | | | |
| Taxis, Limos & Van Pools | 1.02 | 1.10 | 1.10 | +7.8% |
| School, Church & Other Buses | 0.70 | 0.50 | 0.50 | -28.6% |
| Collision | | | | |
| Taxis, Limos & Van Pools | 1.27 | 1.55 | 1.55 | +22.0% |
| School, Church & Other Buses | 0.65 | 0.46 | 0.46 | -29.2% |

PUBLIC AUTOMOBILE RELATIVITIES CALCULATED

LIABILITY

| | <u>Losses/ Loss Costs</u> | <u>Indicated Change*</u> | <u>Current Relativity</u> | <u>Indicated Relativity@</u> |
|-----------------------------|-------------------------------|------------------------------|-------------------------------|----------------------------------|
| Trucks, Tractors & Trailers | 0.815 | | | |
| Taxis and Limousines | 0.583 | 0.715 | 6.20 | 4.43 |
| Van Pools | 0.571 | 0.701 | 1.50 | 1.05 |
| School & Church Buses | 0.623 | 0.764 | 0.55 | 0.42 |
| All Other Buses | 0.746 | 0.915 | 3.80 | 3.48 |

PHYSICAL DAMAGE

| | <u>Losses/ Loss Costs</u> | <u>Indicated Change*</u> | <u>Current Relativity</u> | <u>Indicated Relativity@</u> |
|------------------------------|-------------------------------|------------------------------|-------------------------------|----------------------------------|
| Other Than Collision | | | | |
| Trucks, Tractors & Trailers | 0.794 | | | |
| Taxis, Limos and Van Pools | 0.855 | 1.077 | 1.02 | 1.10 |
| School, Church & Other Buses | 0.565 | 0.712 | 0.70 | 0.50 |
| Collision | | | | |
| Trucks, Tractors & Trailers | 0.732 | | | |
| Taxis, Limos and Van Pools | 0.891 | 1.217 | 1.27 | 1.55 |
| School, Church & Other Buses | 0.522 | 0.713 | 0.65 | 0.46 |

* Indicated Change = Experience Ratio for Publics Class/Experience Ratio for Commercial Cars
 For example, for Van Pools Liability, $0.701 = 0.571/0.815$

@ Indicated Relativity = Indicated Change x Current Relativity
 For example, for Van Pools Liability, $1.05 = 0.701 \times 1.50$

**PUBLIC AUTOMOBILE RELATIVITIES
LIABILITY DATA**

| | <u>Aggregate Loss Costs At Current Level</u> | <u>Basic Limit BI Losses</u> | <u>Basic Limit PD Losses</u> | <u>Basic Limit Losses/Loss Costs</u> |
|--|--|----------------------------------|----------------------------------|--|
| Trucks, Tractors & Trailers | | | | |
| 2015 | 1,695,481,129 | 745,930,825 | 470,602,864 | 0.718 |
| 2016 | 1,694,886,344 | 836,739,383 | 502,829,301 | 0.790 |
| 2017 | 1,758,623,845 | 894,288,578 | 518,371,951 | 0.803 |
| 2018 | 1,775,807,756 | 933,396,678 | 561,835,080 | 0.842 |
| 2019 | <u>1,816,865,578</u> | <u>965,020,134</u> | <u>573,222,422</u> | <u>0.847</u> |
| Total | 8,741,664,652 | 4,375,375,598 | 2,626,861,618 | 0.815* |
| Taxis and Limousines | | | | |
| 2015 | 39,757,648 | 18,313,224 | 6,736,335 | 0.630 |
| 2016 | 35,976,189 | 15,434,015 | 6,570,058 | 0.612 |
| 2017 | 35,646,660 | 12,355,689 | 5,439,436 | 0.499 |
| 2018 | 28,134,954 | 11,908,915 | 4,702,347 | 0.590 |
| 2019 | <u>24,127,644</u> | <u>10,858,144</u> | <u>3,651,013</u> | <u>0.601</u> |
| Total | 163,643,095 | 68,869,988 | 27,099,189 | 0.583* |
| Van Pools | | | | |
| 2015 | 4,335,116 | 1,112,697 | 520,151 | 0.377 |
| 2016 | 4,363,868 | 2,226,842 | 748,098 | 0.682 |
| 2017 | 5,166,021 | 2,601,577 | 720,930 | 0.643 |
| 2018 | 4,473,888 | 1,902,215 | 725,342 | 0.587 |
| 2019 | <u>3,494,060</u> | <u>1,385,274</u> | <u>426,814</u> | <u>0.519</u> |
| Total | 21,832,953 | 9,228,604 | 3,141,335 | 0.571* |
| School & Church Buses | | | | |
| 2015 | 48,920,539 | 17,613,827 | 10,699,542 | 0.579 |
| 2016 | 50,109,029 | 20,439,370 | 11,431,691 | 0.636 |
| 2017 | 52,186,287 | 21,777,378 | 12,248,792 | 0.652 |
| 2018 | 54,506,940 | 19,149,048 | 13,404,173 | 0.597 |
| 2019 | <u>56,492,126</u> | <u>21,484,569</u> | <u>14,259,713</u> | <u>0.633</u> |
| Total | 262,214,922 | 100,464,191 | 62,043,911 | 0.623* |
| Other Buses | | | | |
| 2015 | 77,438,534 | 38,900,237 | 16,717,610 | 0.718 |
| 2016 | 86,257,832 | 47,484,158 | 18,820,332 | 0.769 |
| 2017 | 93,200,231 | 51,698,607 | 21,895,625 | 0.790 |
| 2018 | 104,578,298 | 52,875,373 | 23,364,635 | 0.729 |
| 2019 | <u>104,354,742</u> | <u>53,118,247</u> | <u>22,790,604</u> | <u>0.727</u> |
| Total | 465,829,637 | 244,076,623 | 103,588,805 | 0.746* |

* The total Basic Limit Losses/Loss Costs ratios are a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%.

**PUBLIC AUTOMOBILE RELATIVITIES
PHYSICAL DAMAGE DATA**

Other than Collision

| | Aggregate Loss Costs <u>At Current Level</u> | <u>Losses</u> | Losses/ <u>Aggregate Loss Costs</u> |
|---------------------------------|---|--------------------|--|
| Trucks, Tractors & Trailers | | | |
| 2015 | 358,246,637 | 232,352,003 | 0.649 |
| 2016 | 374,427,072 | 295,001,387 | 0.788 |
| 2017 | 379,240,393 | 313,510,578 | 0.827 |
| 2018 | 389,746,629 | 311,017,844 | 0.798 |
| 2019 | <u>395,936,164</u> | <u>324,304,137</u> | <u>0.819</u> |
| Total | 1,897,596,896 | 1,476,185,948 | 0.794* |
| Taxis, Limousines and Van Pools | | | |
| 2015 | 2,891,429 | 1,795,708 | 0.621 |
| 2016 | 2,641,581 | 1,901,777 | 0.720 |
| 2017 | 2,221,921 | 2,385,823 | 1.074 |
| 2018 | 2,023,209 | 1,775,769 | 0.878 |
| 2019 | <u>1,853,368</u> | <u>1,547,935</u> | <u>0.835</u> |
| Total | 11,631,508 | 9,407,012 | 0.855* |
| School, Church and Other Buses | | | |
| 2015 | 22,976,947 | 11,144,333 | 0.485 |
| 2016 | 23,619,828 | 14,805,009 | 0.627 |
| 2017 | 26,001,298 | 15,955,569 | 0.614 |
| 2018 | 31,999,882 | 17,579,504 | 0.549 |
| 2019 | <u>29,982,174</u> | <u>16,261,665</u> | <u>0.542</u> |
| Total | 134,580,128 | 75,746,080 | 0.565* |

* The total Basic Limit Losses/Loss Costs ratios are a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%.

**PUBLIC AUTOMOBILE RELATIVITIES
PHYSICAL DAMAGE DATA**

Collision

| | Aggregate Loss Costs <u>At Current Level</u> | <u>Losses</u> | Losses/ <u>Aggregate Loss Costs</u> |
|---------------------------------|---|--------------------|--|
| Trucks, Tractors & Trailers | | | |
| 2015 | 1,129,489,730 | 656,299,156 | 0.581 |
| 2016 | 923,054,578 | 681,978,820 | 0.739 |
| 2017 | 936,738,293 | 674,457,427 | 0.720 |
| 2018 | 979,463,330 | 745,035,783 | 0.761 |
| 2019 | <u>1,028,669,981</u> | <u>784,205,785</u> | <u>0.762</u> |
| Total | 4,997,415,912 | 3,541,976,971 | 0.732* |
| Taxis, Limousines and Van Pools | | | |
| 2015 | 8,550,123 | 7,215,452 | 0.844 |
| 2016 | 8,476,734 | 6,939,775 | 0.819 |
| 2017 | 8,074,615 | 6,938,538 | 0.859 |
| 2018 | 6,984,247 | 6,775,456 | 0.970 |
| 2019 | <u>6,549,600</u> | <u>5,875,987</u> | <u>0.897</u> |
| Total | 38,635,319 | 33,745,209 | 0.891* |
| School, Church and Other Buses | | | |
| 2015 | 36,717,908 | 20,364,465 | 0.555 |
| 2016 | 40,120,555 | 20,656,692 | 0.515 |
| 2017 | 44,971,328 | 25,610,235 | 0.569 |
| 2018 | 53,646,128 | 29,642,957 | 0.553 |
| 2019 | <u>50,998,100</u> | <u>23,257,873</u> | <u>0.456</u> |
| Total | 226,454,018 | 119,532,222 | 0.522* |

* The total Basic Limit Losses/Loss Costs ratios are a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | \$ 28,216,326 | 6.9% |
| Personal Injury Protection | 1,011,010 | N.C. |
| Combined | 29,227,336 | 6.7% |
| Physical Damage | | |
| Other Than Collision | 7,257,716 | 8.3% |
| Collision | 11,950,221 | 5.5% |
| Combined | 19,207,937 | 6.6% |
| Total Trucks, Tractors & Trailers | 48,435,273 | 6.6% |
| PRIVATE PASSENGER TYPES | | |
| Liability | | |
| Single Limit Liability | 4,015,230 | 6.2% |
| Personal Injury Protection | 534,971 | N.C. |
| Combined | 4,550,201 | 5.5% |
| Physical Damage | | |
| Other Than Collision | 1,694,265 | 13.6% |
| Collision | 2,151,508 | N.C. |
| Combined | 3,845,773 | 6.0% |
| Total Private Passenger Types | 8,395,974 | 5.7% |
| GARAGES | | |
| Physical Damage | | |
| Auto Dealers | | |
| Other Than Collision | 1,123,512 | N.C. |
| Collision | 157,560 | 17.8% |
| Combined | 1,281,072 | 2.2% |
| Garagekeepers | | |
| Other Than Collision | 316,463 | 23.8% |
| Collision | 273,754 | 19.7% |
| Combined | 590,217 | 21.9% |
| Total Garages | 1,871,289 | 8.4% |
| PUBLICS | | |
| Liability | | |
| Single Limit Liability | 2,411,433 | -8.2% |
| Physical Damage | | |
| Other Than Collision | 876,698 | -20.2% |
| Collision | 885,164 | -19.4% |
| Combined | 1,761,862 | -19.8% |
| Total Publics | 4,173,295 | -13.1% |
| GRAND TOTAL ALL COVERAGES | | |
| TOTAL LIABILITY | 62,875,831 | 5.2% |
| TOTAL PHYSICAL DAMAGE | 36,188,970 | 5.5% |
| | 26,686,861 | 4.9% |

(A) An implementation date of 10/01/2021 is assumed for purposes of trending.

(B) Accident Year ending 03/31/2020 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. The Publics changes listed are a combination of the Trucks change and the change in relativity. Details of the relativity change can be found in Section D. A breakdown by class can be found in Exhibit D6.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(a) |
|-------------------|----------------------------|--------------------|
| 101 | 10.8% | |
| 103 | 6.8% | |
| 104 | 7.2% | |
| 105 | 5.7% | |
| 108 | 4.2% | |
| 109 | 10.6% | |
| 112 | 6.5% | |
| 113 | 6.1% | |
| 114 | 2.9% | |
| 115 | 5.8% | |
| 116 | 3.6% | |
| 117 | 6.4% | |
| 118 | 6.3% | |
| 119 | 7.0% | |
| 120 | 6.4% | |
| 121 | 5.0% | |
| 122 | 13.0% | |
| 123 | 5.2% | |
| 124 | 5.7% | |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | |
| 101 | 4.0% | 7.4% | 4.2% |
| 103 | 5.3% | 5.6% | 6.2% |
| 104 | 7.9% | 5.4% | 8.3% |
| 105 | 8.5% | 5.7% | 8.5% |
| 108 | 7.8% | 10.3% | 6.8% |
| 109 | 9.7% | 8.2% | 9.5% |
| 112 | 8.9% | 2.2% | 8.1% |
| 113 | 7.6% | 5.2% | 7.5% |
| 114 | 8.8% | 1.1% | 8.8% |
| 115 | 14.5% | 3.7% | 14.7% |
| 116 | 6.5% | 5.9% | 6.8% |
| 117 | 7.4% | 8.1% | 8.2% |
| 118 | 8.4% | 6.3% | 9.3% |
| 119 | 6.0% | 8.7% | 7.0% |
| 120 | 21.2% | 3.4% | 20.7% |
| 121 | 6.5% | 4.4% | 6.3% |
| 122 | 9.8% | 1.8% | 10.5% |
| 123 | 8.2% | 0.0% | 8.2% |
| 124 | 10.6% | 5.0% | 9.9% |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

| Territory Code | Liability \$100,000 CSL | PIP | Physical Damage | | Specified Causes of Loss ^(c) |
|-------------------|----------------------------|-----|------------------------------|--------------------------|--|
| | | | Comprehensive ^(a) | Collision ^(b) | |
| 101 | 350 | 37 | 130 | 188 | 75 |
| 103 | 188 | 29 | 178 | 207 | 103 |
| 104 | 149 | 32 | 205 | 196 | 118 |
| 105 | 336 | 31 | 154 | 185 | 89 |
| 108 | 275 | 35 | 138 | 193 | 79 |
| 109 | 334 | 39 | 159 | 198 | 92 |
| 112 | 115 | 17 | 209 | 189 | 120 |
| 113 | 190 | 28 | 198 | 181 | 114 |
| 114 | 141 | 19 | 236 | 189 | 136 |
| 115 | 110 | 15 | 189 | 167 | 109 |
| 116 | 143 | 18 | 163 | 199 | 94 |
| 117 | 284 | 31 | 159 | 186 | 92 |
| 118 | 168 | 19 | 142 | 170 | 82 |
| 119 | 198 | 19 | 159 | 188 | 92 |
| 120 | 149 | 19 | 183 | 151 | 105 |
| 121 | 148 | 19 | 148 | 165 | 85 |
| 122 | 156 | 20 | 145 | 172 | 84 |
| 123 | 204 | 23 | 159 | 185 | 92 |
| 124 | 166 | 19 | 136 | 148 | 78 |

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

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

(c) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.576 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(a) |
|-------------------|----------------------------|--------------------|
| 101 | 10.4% | |
| 103 | 3.3% | |
| 104 | 5.5% | |
| 105 | 6.1% | |
| 108 | 3.6% | |
| 109 | 3.1% | |
| 112 | 4.9% | |
| 113 | 5.7% | |
| 114 | 5.7% | |
| 115 | 6.3% | |
| 116 | 3.1% | |
| 117 | 9.1% | |
| 118 | 5.6% | |
| 119 | 5.6% | |
| 120 | 5.4% | |
| 121 | 5.9% | |
| 122 | 7.6% | |
| 123 | 3.8% | |
| 124 | 5.5% | |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 |
|-------------------|-----------------|--------------------------|-----------------------------|
| | Comprehensive | Collision ^(a) | |
| 101 | 13.0% | | 13.6% |
| 103 | 12.1% | | 12.0% |
| 104 | 14.6% | | 14.9% |
| 105 | 14.3% | | 13.0% |
| 108 | 14.0% | | 12.9% |
| 109 | 12.9% | | 14.1% |
| 112 | 15.5% | | 15.7% |
| 113 | 11.9% | | 11.8% |
| 114 | 12.1% | | 12.1% |
| 115 | 13.3% | | 13.2% |
| 116 | 11.9% | | 11.5% |
| 117 | 15.6% | | 15.3% |
| 118 | 13.4% | | 13.0% |
| 119 | 13.3% | | 15.0% |
| 120 | 15.3% | | 16.0% |
| 121 | 13.7% | | 13.8% |
| 122 | 13.4% | | 13.8% |
| 123 | 14.0% | | 14.0% |
| 124 | 13.3% | | 15.0% |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

| Territory Code | Liability \$100,000 CSL | PIP | Physical Damage | | Specified Causes of Loss ^(c) |
|-------------------|----------------------------|-----|------------------------------|--------------------------|--|
| | | | Comprehensive ^(a) | Collision ^(b) | |
| 101 | 296 | 88 | 130 | 331 | 75 |
| 103 | 218 | 54 | 195 | 326 | 112 |
| 104 | 174 | 75 | 227 | 285 | 131 |
| 105 | 245 | 60 | 136 | 251 | 78 |
| 108 | 285 | 95 | 138 | 355 | 79 |
| 109 | 231 | 70 | 140 | 246 | 81 |
| 112 | 170 | 47 | 231 | 221 | 133 |
| 113 | 186 | 60 | 198 | 245 | 114 |
| 114 | 167 | 60 | 241 | 248 | 139 |
| 115 | 187 | 60 | 238 | 206 | 137 |
| 116 | 167 | 55 | 169 | 195 | 97 |
| 117 | 228 | 92 | 170 | 223 | 98 |
| 118 | 226 | 49 | 135 | 207 | 78 |
| 119 | 226 | 49 | 119 | 221 | 69 |
| 120 | 194 | 49 | 151 | 207 | 87 |
| 121 | 217 | 49 | 158 | 200 | 91 |
| 122 | 242 | 51 | 186 | 293 | 107 |
| 123 | 216 | 64 | 171 | 263 | 98 |
| 124 | 230 | 62 | 119 | 238 | 69 |

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

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

(c) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.576 to the Private Passenger Types Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR GARAGE POLICY COVERAGES
PHYSICAL DAMAGE

AUTO DEALERS^(a)

FIRE

| | |
|-----------|------|
| Territory | |
| ALL | 0.0% |

FIRE AND THEFT

| Territory | Personal Auto Type Vehicles | | Misc. Type Vehicles |
|--------------------|-------------------------------------|---------------------------|----------------------------|
| | Buildings and Standard Open Lots | Non-Standard Open Lots | Buildings and Open Lots |
| 101, 105, 108, 109 | 0.0% | 0.0% | 0.0% |
| ALL OTHER | 0.0% | 0.0% | 0.0% |

SPECIFIED CAUSES OF LOSS

| Territory | Personal Auto Type Vehicles | | | Misc. Type Vehicles | |
|--------------------|-----------------------------|-----------------------|---------------------------|---------------------|-----------|
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings | Open Lots |
| 101, 105, 108, 109 | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| ALL OTHER | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

LIMITED SPECIFIED CAUSES OF LOSS

| Territory | Personal Auto Type Vehicles | | | Misc. Type Vehicles | |
|--------------------|-----------------------------|-----------------------|---------------------------|---------------------|-----------|
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings | Open Lots |
| 101, 105, 108, 109 | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| ALL OTHER | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

COMPREHENSIVE

| Territory | Personal Auto Type Vehicles | | | Misc. Type Vehicles |
|--------------------|-----------------------------|-----------------------|---------------------------|----------------------------|
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings and Open Lots |
| 101, 105, 108, 109 | 0.0% | 0.0% | 0.0% | 0.0% |
| ALL OTHER | 0.0% | 0.0% | 0.0% | 0.0% |

BLANKET COLLISION

| Deductible | First \$50,000 and Under | \$50,001 to \$100,000 | Over \$100,000 |
|------------|-----------------------------|--------------------------|-------------------|
| \$100 | 17.9% | 19.4% | 16.7% |
| \$250 | 18.0% | 15.8% | 12.5% |

GARAGEKEEPERS

| Territory | Specified Causes of Loss Legal Liability \$6,000 Limit | Collision Legal Liability \$6,000 Limit |
|-----------|---|--|
| ALL | 22.2% | 20.0% |

(a) For Auto Dealers Other Than Collision, No Change (N.C.) was selected to better recognize the favorable state experience.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR GARAGE POLICY COVERAGES
PHYSICAL DAMAGE

AUTO DEALERS

FIRE

| | |
|-----------|------|
| Territory | |
| ALL | 0.11 |

FIRE AND THEFT

| Territory | Personal Auto Type Vehicles | | Misc. Type Vehicles |
|--------------------|-------------------------------------|---------------------------|----------------------------|
| | Buildings and Standard Open Lots | Non-Standard Open Lots | Buildings and Open Lots |
| 101, 105, 108, 109 | 0.51 | 0.54 | 0.45 |
| ALL OTHER | 0.42 | 0.48 | 0.45 |

SPECIFIED CAUSES OF LOSS

| Territory | Personal Auto Type Vehicles | | | Misc. Type Vehicles | |
|--------------------|-----------------------------|-----------------------|---------------------------|---------------------|-----------|
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings | Open Lots |
| 101, 105, 108, 109 | 0.92 | 0.99 | 1.09 | 0.86 | 0.94 |
| ALL OTHER | 0.83 | 0.94 | 0.99 | 0.86 | 0.94 |

LIMITED SPECIFIED CAUSES OF LOSS

| Territory | Personal Auto Type Vehicles | | | Misc. Type Vehicles | |
|--------------------|-----------------------------|-----------------------|---------------------------|---------------------|-----------|
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings | Open Lots |
| 101, 105, 108, 109 | 0.83 | 0.92 | 0.98 | 0.77 | 0.86 |
| ALL OTHER | 0.72 | 0.83 | 0.90 | 0.77 | 0.86 |

COMPREHENSIVE

| Territory | Personal Auto Type Vehicles | | | Misc. Type Vehicles |
|--------------------|-----------------------------|-----------------------|---------------------------|----------------------------|
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings and Open Lots |
| 101, 105, 108, 109 | 1.09 | 1.28 | 1.36 | 1.20 |
| ALL OTHER | 1.05 | 1.17 | 1.25 | 1.20 |

BLANKET COLLISION

| Deductible | First \$50,000 and Under | \$50,001 to \$100,000 | Over \$100,000 |
|------------|-----------------------------|--------------------------|-------------------|
| \$100 | 0.92 | 0.37 | 0.14 |
| \$250 | 0.59 | 0.22 | 0.09 |

GARAGEKEEPERS

| Territory | Specified Causes of Loss Legal Liability \$6,000 Limit | Collision Legal Liability \$6,000 Limit |
|-----------|---|--|
| ALL | 22 | 30 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(a) |
|-------------------|----------------------------|--------------------|
| 101 | -22.4% | |
| 103 | -25.4% | |
| 104 | -25.4% | |
| 105 | -26.0% | |
| 108 | -27.0% | |
| 109 | -22.5% | |
| 112 | -25.3% | |
| 113 | -25.7% | |
| 114 | -28.2% | |
| 115 | -25.6% | |
| 116 | -27.5% | |
| 117 | -25.7% | |
| 118 | -25.7% | |
| 119 | -25.2% | |
| 120 | -25.7% | |
| 121 | -26.9% | |
| 122 | -20.8% | |
| 123 | -26.5% | |
| 124 | -26.3% | |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | |
| 101 | 11.7% | 31.1% | 13.7% |
| 103 | 14.0% | 28.9% | 14.1% |
| 104 | 16.5% | 28.8% | 17.1% |
| 105 | 16.6% | 29.3% | 16.7% |
| 108 | 16.0% | 34.7% | 16.0% |
| 109 | 18.2% | 32.3% | 17.4% |
| 112 | 17.3% | 24.7% | 16.8% |
| 113 | 16.0% | 28.9% | 15.7% |
| 114 | 17.6% | 23.6% | 17.2% |
| 115 | 23.8% | 27.0% | 23.7% |
| 116 | 14.7% | 28.9% | 14.4% |
| 117 | 15.9% | 32.1% | 16.1% |
| 118 | 16.4% | 30.0% | 16.9% |
| 119 | 14.4% | 32.3% | 14.8% |
| 120 | 30.5% | 26.5% | 30.3% |
| 121 | 14.8% | 27.4% | 14.6% |
| 122 | 18.5% | 24.2% | 17.9% |
| 123 | 16.7% | 22.1% | 16.1% |
| 124 | 20.0% | 27.9% | 19.4% |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

| Territory Code | Liability \$100,000 CSL ^(a) | PIP ^(b) | Physical Damage | | Specified Causes of Loss ^(e) |
|-------------------|---|--------------------|------------------------------|--------------------------|--|
| | | | Comprehensive ^(c) | Collision ^(d) | |
| 101 | 368 | 23 | 143 | 291 | 83 |
| 103 | 197 | 18 | 196 | 321 | 113 |
| 104 | 156 | 20 | 226 | 304 | 130 |
| 105 | 353 | 19 | 169 | 287 | 98 |
| 108 | 289 | 22 | 152 | 299 | 87 |
| 109 | 351 | 24 | 175 | 307 | 101 |
| 112 | 121 | 11 | 230 | 293 | 132 |
| 113 | 200 | 17 | 218 | 281 | 125 |
| 114 | 148 | 12 | 260 | 293 | 150 |
| 115 | 116 | 9 | 208 | 259 | 120 |
| 116 | 150 | 11 | 179 | 308 | 103 |
| 117 | 298 | 19 | 175 | 288 | 101 |
| 118 | 176 | 12 | 156 | 264 | 90 |
| 119 | 208 | 12 | 175 | 291 | 101 |
| 120 | 156 | 12 | 201 | 234 | 116 |
| 121 | 155 | 12 | 163 | 256 | 94 |
| 122 | 164 | 12 | 160 | 267 | 92 |
| 123 | 214 | 14 | 175 | 287 | 101 |
| 124 | 174 | 12 | 150 | 229 | 86 |

- (a) The current loss costs for Van Pools were calculated by a relativity of 1.50 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for Van Pools have been calculated by a relativity of 1.05 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 0.62 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost. The revised 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 1.10 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 1.55 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 1.10 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(a) |
|-------------------|----------------------------|--------------------|
| 101 | -20.8% | |
| 103 | -23.6% | |
| 104 | -23.4% | |
| 105 | -24.5% | |
| 108 | -25.6% | |
| 109 | -20.9% | |
| 112 | -24.0% | |
| 113 | -24.1% | |
| 114 | -26.4% | |
| 115 | -24.5% | |
| 116 | -26.1% | |
| 117 | -24.0% | |
| 118 | -24.1% | |
| 119 | -23.5% | |
| 120 | -24.0% | |
| 121 | -24.9% | |
| 122 | -19.3% | |
| 123 | -24.9% | |
| 124 | -24.5% | |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | |
| 101 | 11.7% | 31.1% | 13.7% |
| 103 | 14.0% | 28.9% | 14.1% |
| 104 | 16.5% | 28.8% | 17.1% |
| 105 | 16.6% | 29.3% | 16.7% |
| 108 | 16.0% | 34.7% | 16.0% |
| 109 | 18.2% | 32.3% | 17.4% |
| 112 | 17.3% | 24.7% | 16.8% |
| 113 | 16.0% | 28.9% | 15.7% |
| 114 | 17.6% | 23.6% | 17.2% |
| 115 | 23.8% | 27.0% | 23.7% |
| 116 | 14.7% | 28.9% | 14.4% |
| 117 | 15.9% | 32.1% | 16.1% |
| 118 | 16.4% | 30.0% | 16.9% |
| 119 | 14.4% | 32.3% | 14.8% |
| 120 | 30.5% | 26.5% | 30.3% |
| 121 | 14.8% | 27.4% | 14.6% |
| 122 | 18.5% | 24.2% | 17.9% |
| 123 | 16.7% | 22.1% | 16.1% |
| 124 | 20.0% | 27.9% | 19.4% |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 \$100,000 CSL ^(a) | PIP ^(b) | Physical Damage | | Specified Causes of Loss ^(e) |
|-------------------|---|--------------------|------------------------------|--------------------------|--|
| | | | Comprehensive ^(c) | Collision ^(d) | |
| 101 | 1551 | 174 | 143 | 291 | 83 |
| 103 | 833 | 136 | 196 | 321 | 113 |
| 104 | 660 | 150 | 226 | 304 | 130 |
| 105 | 1488 | 145 | 169 | 287 | 98 |
| 108 | 1218 | 164 | 152 | 299 | 87 |
| 109 | 1480 | 183 | 175 | 307 | 101 |
| 112 | 509 | 80 | 230 | 293 | 132 |
| 113 | 842 | 131 | 218 | 281 | 125 |
| 114 | 625 | 89 | 260 | 293 | 150 |
| 115 | 487 | 70 | 208 | 259 | 120 |
| 116 | 633 | 84 | 179 | 308 | 103 |
| 117 | 1258 | 145 | 175 | 288 | 101 |
| 118 | 744 | 89 | 156 | 264 | 90 |
| 119 | 877 | 89 | 175 | 291 | 101 |
| 120 | 660 | 89 | 201 | 234 | 116 |
| 121 | 656 | 89 | 163 | 256 | 94 |
| 122 | 691 | 94 | 160 | 267 | 92 |
| 123 | 904 | 108 | 175 | 287 | 101 |
| 124 | 735 | 89 | 150 | 229 | 86 |

- (a) The current loss costs for Taxis and Limousines were calculated by a relativity of 6.20 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for Taxis and Limousines have been calculated by a relativity of 4.43 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 4.69 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost. The revised 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 1.10 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 1.55 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 1.10 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(a) |
|-------------------|----------------------------|--------------------|
| 101 | -15.5% | |
| 103 | -18.6% | |
| 104 | -17.1% | |
| 105 | -19.4% | |
| 108 | -20.0% | |
| 109 | -15.7% | |
| 112 | -18.6% | |
| 113 | -18.4% | |
| 114 | -21.3% | |
| 115 | -19.3% | |
| 116 | -21.1% | |
| 117 | -19.0% | |
| 118 | -18.4% | |
| 119 | -18.6% | |
| 120 | -18.2% | |
| 121 | -20.5% | |
| 122 | -13.2% | |
| 123 | -19.6% | |
| 124 | -18.6% | |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | |
| 101 | -26.1% | -24.6% | -24.0% |
| 103 | -24.6% | -25.2% | -23.5% |
| 104 | -22.6% | -25.6% | -22.4% |
| 105 | -22.2% | -25.4% | -21.1% |
| 108 | -23.3% | -21.9% | -23.1% |
| 109 | -21.6% | -23.5% | -22.0% |
| 112 | -21.6% | -27.5% | -23.1% |
| 113 | -23.3% | -25.9% | -23.0% |
| 114 | -22.4% | -28.7% | -22.7% |
| 115 | -18.1% | -26.7% | -17.9% |
| 116 | -23.4% | -24.6% | -24.2% |
| 117 | -23.1% | -23.2% | -23.3% |
| 118 | -22.8% | -25.0% | -22.6% |
| 119 | -23.8% | -23.2% | -23.3% |
| 120 | -13.2% | -27.4% | -13.1% |
| 121 | -23.7% | -26.2% | -23.2% |
| 122 | -20.7% | -28.2% | -20.8% |
| 123 | -22.3% | -29.2% | -23.3% |
| 124 | -20.9% | -26.1% | -22.0% |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 \$100,000 CSL ^(a) | PIP ^(b) | Physical Damage | | Specified Causes of Loss ^(e) |
|-------------------|---|--------------------|------------------------------|--------------------------|--|
| | | | Comprehensive ^(c) | Collision ^(d) | |
| 101 | 147 | 21 | 65 | 86 | 38 |
| 103 | 79 | 17 | 89 | 95 | 52 |
| 104 | 63 | 18 | 103 | 90 | 59 |
| 105 | 141 | 18 | 77 | 85 | 45 |
| 108 | 116 | 20 | 69 | 89 | 40 |
| 109 | 140 | 22 | 80 | 91 | 46 |
| 112 | 48 | 10 | 105 | 87 | 60 |
| 113 | 80 | 16 | 99 | 83 | 57 |
| 114 | 59 | 11 | 118 | 87 | 68 |
| 115 | 46 | 9 | 95 | 77 | 55 |
| 116 | 60 | 10 | 82 | 92 | 47 |
| 117 | 119 | 18 | 80 | 86 | 46 |
| 118 | 71 | 11 | 71 | 78 | 41 |
| 119 | 83 | 11 | 80 | 86 | 46 |
| 120 | 63 | 11 | 92 | 69 | 53 |
| 121 | 62 | 11 | 74 | 76 | 43 |
| 122 | 66 | 11 | 73 | 79 | 42 |
| 123 | 86 | 13 | 80 | 85 | 46 |
| 124 | 70 | 11 | 68 | 68 | 39 |

- (a) The current loss costs for School and Church Buses were calculated by a relativity of 0.55 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for School and Church Buses have been calculated by a relativity of 0.42 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 0.57 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost. The revised 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 0.50 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 0.46 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 0.50 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(a) |
|-------------------|----------------------------|--------------------|
| 101 | 1.4% | |
| 103 | -2.2% | |
| 104 | -1.7% | |
| 105 | -3.2% | |
| 108 | -4.6% | |
| 109 | 1.2% | |
| 112 | -2.4% | |
| 113 | -2.8% | |
| 114 | -5.8% | |
| 115 | -3.0% | |
| 116 | -5.0% | |
| 117 | -2.7% | |
| 118 | -2.5% | |
| 119 | -2.0% | |
| 120 | -2.4% | |
| 121 | -3.9% | |
| 122 | 3.6% | |
| 123 | -3.7% | |
| 124 | -3.2% | |

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR ALL OTHER BUSES POLICY COVERAGES

| Territory Code | Physical Damage | | Specified Causes of Loss |
|-------------------|-----------------|-----------|-----------------------------|
| | Comprehensive | Collision | |
| 101 | -26.1% | -24.6% | -24.0% |
| 103 | -24.6% | -25.2% | -23.5% |
| 104 | -22.6% | -25.6% | -22.4% |
| 105 | -22.2% | -25.4% | -21.1% |
| 108 | -23.3% | -21.9% | -23.1% |
| 109 | -21.6% | -23.5% | -22.0% |
| 112 | -21.6% | -27.5% | -23.1% |
| 113 | -23.3% | -25.9% | -23.0% |
| 114 | -22.4% | -28.7% | -22.7% |
| 115 | -18.1% | -26.7% | -17.9% |
| 116 | -23.4% | -24.6% | -24.2% |
| 117 | -23.1% | -23.2% | -23.3% |
| 118 | -22.8% | -25.0% | -22.6% |
| 119 | -23.8% | -23.2% | -23.3% |
| 120 | -13.2% | -27.4% | -13.1% |
| 121 | -23.7% | -26.2% | -23.2% |
| 122 | -20.7% | -28.2% | -20.8% |
| 123 | -22.3% | -29.2% | -23.3% |
| 124 | -20.9% | -26.1% | -22.0% |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | PIP ^(b) | Physical Damage | | Specified Causes of Loss ^(e) |
|-------------------|------------------------------|--------------------|------------------------------|--------------------------|--|
| | \$100,000 CSL ^(a) | | Comprehensive ^(c) | Collision ^(d) | |
| 101 | 1218 | 202 | 65 | 86 | 38 |
| 103 | 654 | 158 | 89 | 95 | 52 |
| 104 | 519 | 175 | 103 | 90 | 59 |
| 105 | 1169 | 169 | 77 | 85 | 45 |
| 108 | 957 | 191 | 69 | 89 | 40 |
| 109 | 1162 | 213 | 80 | 91 | 46 |
| 112 | 400 | 93 | 105 | 87 | 60 |
| 113 | 661 | 153 | 99 | 83 | 57 |
| 114 | 491 | 104 | 118 | 87 | 68 |
| 115 | 383 | 82 | 95 | 77 | 55 |
| 116 | 498 | 98 | 82 | 92 | 47 |
| 117 | 988 | 169 | 80 | 86 | 46 |
| 118 | 585 | 104 | 71 | 78 | 41 |
| 119 | 689 | 104 | 80 | 86 | 46 |
| 120 | 519 | 104 | 92 | 69 | 53 |
| 121 | 515 | 104 | 74 | 76 | 43 |
| 122 | 543 | 109 | 73 | 79 | 42 |
| 123 | 710 | 126 | 80 | 85 | 46 |
| 124 | 578 | 104 | 68 | 68 | 39 |

- (a) The current loss costs for All Other Buses were calculated by a relativity of 3.80 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for All Other Buses have been calculated by a relativity of 3.48 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 5.46 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost. The revised 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 0.50 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 0.46 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 0.50 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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 |
| 03/31/18 | \$19,760,047 | \$22,078,935 | 1.117 | 20% | 2,156 |
| 03/31/19 | \$19,348,351 | \$21,166,985 | 1.094 | 30% | 2,144 |
| 03/31/20 | \$17,321,256 | \$18,139,415 | 1.047 | 50% | 1,709 |
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | | | | 1.075 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | | | | 1.055 |
| (8) | CREDIBILITY (E). | | | | 0.70 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))). | | | | 1.069 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). | | | | 6.9% |
| (11) | FILED CHANGE. | | | | 6.9% |
| (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 10/01/21 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 0.92 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.

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

| | ACC. YEAR ENDING | BODILY INJURY | PROPERTY DAMAGE | COMBINED |
|---|---------------------|------------------|--------------------|--------------|
| (1) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES | 03/31/18 | \$6,510,209 | \$8,116,911 | |
| | 03/31/19 | \$4,817,779 | \$9,537,469 | |
| | 03/31/20 | \$4,554,856 | \$7,297,108 | |
| (2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A) | 03/31/18 | \$7,537,129 | \$8,964,317 | |
| | 03/31/19 | \$6,134,478 | \$10,638,093 | |
| | 03/31/20 | \$6,818,301 | \$8,412,106 | |
| (3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C) | | 6.0% | 6.0% | 6.0% |
| (4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B) | 03/31/18 | \$10,084,679 | \$11,994,256 | \$22,078,935 |
| | 03/31/19 | \$7,741,711 | \$13,425,273 | \$21,166,985 |
| | 03/31/20 | \$8,120,596 | \$10,018,818 | \$18,139,415 |

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

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: B.I. 1.070 P.D. 1.100
- 2 - LOSS DEVELOPMENT FACTORS:

| YEAR ENDING | B.I. | P.D. |
|-------------|-------|-------|
| 03/31/18 | 1.082 | 1.004 |
| 03/31/19 | 1.190 | 1.014 |
| 03/31/20 | 1.399 | 1.048 |

(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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD |
|-------------|-----------------------------|----------------------|
| 03/31/18 | 10/1/17 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 PERSONAL INJURY PROTECTION

| | (1) AGGREGATE LOSS COST AT CURRENT LEVEL (B) | (2) INCURRED LOSSES (C) | (3) EXPERIENCE RATIO (2) / (1) | (4) ACCIDENT YEAR WEIGHTS | (5) NUMBER OF INCURRED CLAIMS |
|----------------------------|--|-------------------------------|---|---------------------------------|--|
| ACCIDENT YEAR ENDING | | | | | |
| 03/31/16 | \$1,081,291 | \$1,517,950 | 1.404 | 10% | 105 |
| 03/31/17 | \$1,115,759 | \$1,006,083 | 0.902 | 15% | 96 |
| 03/31/18 | \$1,136,171 | \$871,628 | 0.767 | 20% | 84 |
| 03/31/19 | \$1,126,614 | \$1,290,491 | 1.145 | 25% | 113 |
| 03/31/20 | \$1,011,010 | \$734,706 | 0.727 | 30% | 64 |

- (6) AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)). 0.932
- (7) EXPECTED EXPERIENCE RATIO (D). 1.033
- (8) CREDIBILITY (E). 0.35
- (9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:
 ((6) * (8)) + ((7) * (1.000 - (8))). 0.998
- (10) INDICATED PERCENTAGE CHANGE IN ADVISORY
 LOSS COST LEVEL ((9) - 1.000). -0.2%
- (11) FILED CHANGE. N.C.

- (A) TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN
 IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1,
 AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.
- (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 PERSONAL INJURY
 PROTECTION. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE 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
 03/31/20 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 0.92 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP
 SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 3,000
 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
TRUCKS, TRACTORS, AND TRAILERS
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

| | ACC. YEAR ENDING | PIP |
|--------------------------|---------------------|-------------|
| (1) INCURRED LOSSES AND | 03/31/16 | \$1,107,451 |
| ALLOCATED LOSS | 03/31/17 | \$759,972 |
| ADJUSTMENT EXPENSES | 03/31/18 | \$669,433 |
| | 03/31/19 | \$1,035,542 |
| | 03/31/20 | \$569,109 |
| | | |
| (2) DEVELOPED LOSSES AND | 03/31/16 | \$1,184,973 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$813,983 |
| EXPENSES (A) | 03/31/18 | \$730,619 |
| | 03/31/19 | \$1,120,218 |
| | 03/31/20 | \$660,707 |
| | | |
| (3) SELECTED ANNUAL LOSS | | |
| TREND (SEE TREND | | 3.6% |
| EXHIBIT IN SECTION C) | | |
| | | |
| (4) TRENDED LOSSES AND | 03/31/16 | \$1,517,950 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$1,006,083 |
| EXPENSES (B) | 03/31/18 | \$871,628 |
| | 03/31/19 | \$1,290,491 |
| | 03/31/20 | \$734,706 |

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

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.070
- 2 - LOSS DEVELOPMENT FACTORS:

| YEAR ENDING | PIP |
|-------------|-------|
| 03/31/16 | 1.000 |
| 03/31/17 | 1.001 |
| 03/31/18 | 1.020 |
| 03/31/19 | 1.011 |
| 03/31/20 | 1.085 |

(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 03/31/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD |
|-------------|-----------------------------|----------------------|
| 03/31/16 | 10/1/15 | 7.000 |
| 03/31/17 | 10/1/16 | 6.000 |
| 03/31/18 | 10/1/17 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

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

| COVERAGE | 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 |
| O.T.C. | 03/31/18 | \$8,499,039 | \$8,912,146 | 1.049 | 20% | 2,225 |
| | 03/31/19 | \$8,351,113 | \$8,555,503 | 1.024 | 30% | 2,380 |
| | 03/31/20 | \$7,257,716 | \$8,353,550 | 1.151 | 50% | 2,221 |
| COLL. | 03/31/18 | \$12,973,019 | \$13,814,382 | 1.065 | 20% | 1,238 |
| | 03/31/19 | \$12,932,624 | \$12,730,718 | 0.984 | 30% | 1,432 |
| | 03/31/20 | \$11,950,221 | \$13,142,776 | 1.100 | 50% | 1,233 |
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | | | | O.T.C. | COLLISION |
| | | | | | 1.093 | 1.058 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | | | | 1.051 | 1.027 |
| (8) | CREDIBILITY (E). | | | | 0.75 | 0.90 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))). | | | | 1.083 | 1.055 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). | | | | 8.3% | 5.5% |
| (11) | FILED CHANGE. | | | | 8.3% | 5.5% |
| (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 10/01/21 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 0.92 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.

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

| | ACC. YEAR ENDING | O.T.C | COLLISION |
|---|---------------------|-------------|--------------|
| (1) PAID LOSSES | | | |
| | 03/31/18 | \$5,751,077 | \$9,821,312 |
| | 03/31/19 | \$5,875,684 | \$9,519,680 |
| | 03/31/20 | \$5,964,559 | \$10,574,163 |
| (2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A) | | | |
| | 03/31/18 | \$6,505,216 | \$11,086,984 |
| | 03/31/19 | \$6,652,802 | \$10,671,180 |
| | 03/31/20 | \$6,915,190 | \$11,518,647 |
| (3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C) | | 6.5% | 4.5% |
| (4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B) | | | |
| | 03/31/18 | \$8,912,146 | \$13,814,382 |
| | 03/31/19 | \$8,555,503 | \$12,730,718 |
| | 03/31/20 | \$8,353,550 | \$13,142,776 |

(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. |
|-------------|--------|-------|
| 03/31/18 | 1.001 | 0.999 |
| 03/31/19 | 1.002 | 0.992 |
| 03/31/20 | 1.026 | 0.964 |

(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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD OTC | PROJECTION PERIOD COLL |
|-------------|-----------------------------|--------------------------|---------------------------|
| 03/31/18 | 10/1/17 | 5.000 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 AT CURRENT LEVEL | | | |
| | 03/31/18 | \$8,125,276 | \$12,045,514 |
| | 03/31/19 | \$8,060,920 | \$12,189,090 |
| | 03/31/20 | \$7,066,909 | \$11,424,685 |
| (2) SELECTED ANNUAL OCN TREND (SEE TREND EXHIBIT IN SECTION C) | | | |
| | | 0.9% | 1.5% |
| (3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A) | | | |
| | 03/31/18 | \$8,499,039 | \$12,973,019 |
| | 03/31/19 | \$8,351,113 | \$12,932,624 |
| | 03/31/20 | \$7,257,716 | \$11,950,221 |
| (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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION. | | | |

| YEAR ENDING | AVERAGE DATE OF WRITING | PROJECTION PERIOD OTC | PROJECTION PERIOD COLL |
|-------------|----------------------------|--------------------------|---------------------------|
| 03/31/18 | 4/1/17 | 5.000 | 5.000 |
| 03/31/19 | 4/1/18 | 4.000 | 4.000 |
| 03/31/20 | 4/1/19 | 3.000 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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 |
| 03/31/16 | \$3,353,326 | \$3,809,261 | 1.136 | 10% | 392 |
| 03/31/17 | \$3,270,007 | \$3,710,218 | 1.135 | 15% | 394 |
| 03/31/18 | \$3,201,562 | \$3,491,863 | 1.091 | 20% | 397 |
| 03/31/19 | \$3,059,725 | \$3,679,268 | 1.202 | 25% | 388 |
| 03/31/20 | \$2,659,093 | \$2,380,294 | 0.895 | 30% | 295 |
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | | | | 1.072 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | | | | 1.055 |
| (8) | CREDIBILITY (E). | | | | 0.40 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) . | | | | 1.062 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) . | | | | 6.2% |
| (11) | FILED CHANGE. | | | | 6.2% |
| (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 10/01/21 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 0.92 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.

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

| | ACC. YEAR ENDING | BODILY INJURY | PROPERTY DAMAGE | COMBINED |
|---|---------------------|------------------|--------------------|-------------|
| (1) INCURRED LOSSES AND | 03/31/16 | \$1,118,555 | \$1,211,066 | |
| ALLOATED LOSS | 03/31/17 | \$1,169,683 | \$1,209,466 | |
| ADJUSTMENT EXPENSES | 03/31/18 | \$1,063,795 | \$1,246,855 | |
| | 03/31/19 | \$935,284 | \$1,523,093 | |
| | 03/31/20 | \$607,671 | \$965,592 | |
| (2) DEVELOPED LOSSES AND | 03/31/16 | \$1,199,248 | \$1,333,505 | |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$1,281,598 | \$1,333,073 | |
| EXPENSES (A) | 03/31/18 | \$1,232,736 | \$1,377,027 | |
| | 03/31/19 | \$1,219,919 | \$1,695,507 | |
| | 03/31/20 | \$867,377 | \$1,131,191 | |
| (3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C) | | 6.0% | 6.0% | 6.0% |
| (4) TRENDED LOSSES AND | 03/31/16 | \$1,803,669 | \$2,005,592 | \$3,809,261 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$1,818,588 | \$1,891,631 | \$3,710,218 |
| EXPENSES (B) | 03/31/18 | \$1,649,401 | \$1,842,462 | \$3,491,863 |
| | 03/31/19 | \$1,539,538 | \$2,139,730 | \$3,679,268 |
| | 03/31/20 | \$1,033,046 | \$1,347,248 | \$2,380,294 |
| (A) INCURRED LOSSES AND ALLOATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS: | | | | |
| 1 - UNALLOATED LOSS ADJUSTMENT FACTORS: | | B.I. 1.070 | P.D. 1.100 | |
| 2 - LOSS DEVELOPMENT FACTORS: | | | | |
| | YEAR ENDING | B.I. | P.D. | |
| | 03/31/16 | 1.002 | 1.001 | |
| | 03/31/17 | 1.024 | 1.002 | |
| | 03/31/18 | 1.083 | 1.004 | |
| | 03/31/19 | 1.219 | 1.012 | |
| | 03/31/20 | 1.334 | 1.065 | |

(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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD |
|-------------|-----------------------------|----------------------|
| 03/31/16 | 10/1/15 | 7.000 |
| 03/31/17 | 10/1/16 | 6.000 |
| 03/31/18 | 10/1/17 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 PERSONAL INJURY PROTECTION

| ACCIDENT YEAR ENDING | (1) AGGREGATE LOSS COST AT CURRENT LEVEL (B) | (2) INCURRED LOSSES (C) | (3) EXPERIENCE RATIO (2) / (1) | (4) ACCIDENT YEAR WEIGHTS | (5) NUMBER OF INCURRED CLAIMS |
|----------------------|---|-------------------------------|---|---------------------------------|--|
| 03/31/16 | \$695,606 | \$1,140,706 | 1.640 | 10% | 91 |
| 03/31/17 | \$682,194 | \$592,014 | 0.868 | 15% | 64 |
| 03/31/18 | \$668,806 | \$697,394 | 1.043 | 20% | 64 |
| 03/31/19 | \$636,110 | \$602,345 | 0.947 | 25% | 67 |
| 03/31/20 | \$534,971 | \$426,339 | 0.797 | 30% | 42 |
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | | | | 0.979 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | | | | 1.031 |
| (8) | CREDIBILITY (E). | | | | 0.30 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) . | | | | 1.015 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) . | | | | 1.5% |
| (11) | FILED CHANGE. | | | | N.C. |
| (A) | PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE. | | | | |
| (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 PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE. | | | | |
| (D) | EXPECTED EXPERIENCE RATIO IS EQUAL TO THE 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 03/31/20 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 0.92 YEAR(S). | | | | |
| (E) | CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 3,000 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C). | | | | |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
PRIVATE PASSENGER TYPES
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

| | ACC. YEAR ENDING | PIP |
|--------------------------|---------------------|-------------|
| (1) INCURRED LOSSES AND | 03/31/16 | \$843,418 |
| ALLOCATED LOSS | 03/31/17 | \$450,965 |
| ADJUSTMENT EXPENSES | 03/31/18 | \$547,037 |
| | 03/31/19 | \$479,562 |
| | 03/31/20 | \$347,071 |
| | | |
| (2) DEVELOPED LOSSES AND | 03/31/16 | \$902,457 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$484,463 |
| EXPENSES (A) | 03/31/18 | \$590,012 |
| | 03/31/19 | \$526,986 |
| | 03/31/20 | \$385,478 |
| | | |
| (3) SELECTED ANNUAL LOSS | | |
| TREND (SEE TREND | | 3.4% |
| EXHIBIT IN SECTION C) | | |
| | | |
| (4) TRENDED LOSSES AND | 03/31/16 | \$1,140,706 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$592,014 |
| EXPENSES (B) | 03/31/18 | \$697,394 |
| | 03/31/19 | \$602,345 |
| | 03/31/20 | \$426,339 |

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

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.070
2 - LOSS DEVELOPMENT FACTORS:

| YEAR ENDING | PIP |
|-------------|-------|
| 03/31/16 | 1.000 |
| 03/31/17 | 1.004 |
| 03/31/18 | 1.008 |
| 03/31/19 | 1.027 |
| 03/31/20 | 1.038 |

(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 03/31/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD |
|-------------|-----------------------------|----------------------|
| 03/31/16 | 10/1/15 | 7.000 |
| 03/31/17 | 10/1/16 | 6.000 |
| 03/31/18 | 10/1/17 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

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

| COVERAGE | 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 |
| O.T.C. | 03/31/16 | \$2,309,190 | \$2,395,283 | 1.037 | 10% | 758 |
| | 03/31/17 | \$2,173,896 | \$2,219,263 | 1.021 | 15% | 712 |
| | 03/31/18 | \$2,050,644 | \$2,204,700 | 1.075 | 20% | 659 |
| | 03/31/19 | \$1,907,896 | \$2,069,742 | 1.085 | 25% | 677 |
| | 03/31/20 | \$1,694,265 | \$2,544,982 | 1.502 | 30% | 676 |
| COLL. | 03/31/16 | \$2,841,270 | \$3,340,059 | 1.176 | 10% | 507 |
| | 03/31/17 | \$2,722,470 | \$2,800,060 | 1.028 | 15% | 472 |
| | 03/31/18 | \$2,607,780 | \$2,333,288 | 0.895 | 20% | 441 |
| | 03/31/19 | \$2,455,646 | \$2,685,889 | 1.094 | 25% | 524 |
| | 03/31/20 | \$2,151,508 | \$2,180,487 | 1.013 | 30% | 380 |

| | | O.T.C. | COLLISION |
|------|---|--------|-----------|
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | 1.194 | 1.029 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | 1.050 | 1.031 |
| (8) | CREDIBILITY (E). | 0.60 | 0.80 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))). | 1.136 | 1.029 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). | 13.6% | 2.9% |
| (11) | FILED CHANGE. | 13.6% | N.C. |

- (A) PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/21 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 0.92 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.

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

| | ACC. YEAR ENDING | O.T.C | COLLISION |
|---|---------------------|-------------|-------------|
| (1) PAID LOSSES | 03/31/16 | \$1,364,041 | \$2,246,052 |
| | 03/31/17 | \$1,346,093 | \$1,958,837 |
| | 03/31/18 | \$1,425,558 | \$1,698,376 |
| | 03/31/19 | \$1,422,862 | \$2,049,983 |
| | 03/31/20 | \$1,842,293 | \$1,822,775 |
| (2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A) | 03/31/16 | \$1,541,366 | \$2,538,039 |
| | 03/31/17 | \$1,521,085 | \$2,213,486 |
| | 03/31/18 | \$1,609,270 | \$1,917,246 |
| | 03/31/19 | \$1,609,442 | \$2,295,632 |
| | 03/31/20 | \$2,106,773 | \$1,938,211 |
| (3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C) | | 6.5% | 4.0% |
| | | | |
| (4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B) | 03/31/16 | \$2,395,283 | \$3,340,059 |
| | 03/31/17 | \$2,219,263 | \$2,800,060 |
| | 03/31/18 | \$2,204,700 | \$2,333,288 |
| | 03/31/19 | \$2,069,742 | \$2,685,889 |
| | 03/31/20 | \$2,544,982 | \$2,180,487 |

(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. |
|-------------|--------|-------|
| 03/31/16 | 1.000 | 1.000 |
| 03/31/17 | 1.000 | 1.000 |
| 03/31/18 | 0.999 | 0.999 |
| 03/31/19 | 1.001 | 0.991 |
| 03/31/20 | 1.012 | 0.941 |

(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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD OTC | PROJECTION PERIOD COLL |
|-------------|-----------------------------|--------------------------|---------------------------|
| 03/31/16 | 10/1/15 | 7.000 | 7.000 |
| 03/31/17 | 10/1/16 | 6.000 | 6.000 |
| 03/31/18 | 10/1/17 | 5.000 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
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 | 03/31/16 | \$2,154,095 | \$2,724,132 |
| AT CURRENT LEVEL | 03/31/17 | \$2,046,983 | \$2,625,333 |
| | 03/31/18 | \$1,951,136 | \$2,531,825 |
| | 03/31/19 | \$1,832,753 | \$2,398,092 |
| | 03/31/20 | \$1,644,917 | \$2,113,466 |
| (2) SELECTED ANNUAL OCN TREND (SEE TREND EXHIBIT IN SECTION C) | | 1.0% | 0.6% |
| (3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A) | 03/31/16 | \$2,309,190 | \$2,841,270 |
| | 03/31/17 | \$2,173,896 | \$2,722,470 |
| | 03/31/18 | \$2,050,644 | \$2,607,780 |
| | 03/31/19 | \$1,907,896 | \$2,455,646 |
| | 03/31/20 | \$1,694,265 | \$2,151,508 |

(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
10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC
AND COLLISION.

| YEAR ENDING | AVERAGE DATE OF WRITING | PROJECTION PERIOD OTC | PROJECTION PERIOD COLL |
|-------------|----------------------------|--------------------------|---------------------------|
| 03/31/16 | 4/1/15 | 7.000 | 7.000 |
| 03/31/17 | 4/1/16 | 6.000 | 6.000 |
| 03/31/18 | 4/1/17 | 5.000 | 5.000 |
| 03/31/19 | 4/1/18 | 4.000 | 4.000 |
| 03/31/20 | 4/1/19 | 3.000 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - AUTO DEALERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

| COVERAGE | 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 |
| O.T.C | 03/31/16 | \$1,178,749 | \$780,237 | 0.662 | 10% | 83 |
| | 03/31/17 | \$1,423,560 | \$1,247,623 | 0.876 | 15% | 143 |
| | 03/31/18 | \$1,388,408 | \$1,908,368 | 1.375 | 20% | 206 |
| | 03/31/19 | \$1,390,342 | \$578,926 | 0.416 | 25% | 84 |
| | 03/31/20 | \$1,123,512 | \$749,717 | 0.667 | 30% | 87 |
| COLL. | 03/31/16 | \$104,071 | \$133,885 | 1.286 | 10% | 25 |
| | 03/31/17 | \$111,905 | \$163,624 | 1.462 | 15% | 30 |
| | 03/31/18 | \$144,507 | \$145,733 | 1.008 | 20% | 23 |
| | 03/31/19 | \$166,668 | \$274,051 | 1.644 | 25% | 46 |
| | 03/31/20 | \$157,560 | \$196,100 | 1.245 | 30% | 33 |

| | | O.T.C. | COLLISION |
|------|---|--------|-----------|
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | 0.776 | 1.335 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | 1.208 | 1.125 |
| (8) | CREDIBILITY (E). | 0.25 | 0.25 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))). | 1.100 | 1.178 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). | 10.0% | 17.8% |
| (11) | FILED CHANGE. | N.C. | 17.8% |

- (A) GARAGE EXPERIENCE INCLUDES ALL CLASSES WRITTEN IN ACCORDANCE WITH RULE 48 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY APPLYING FACTORS TO ADJUST THE REPORTED EARNED PREMIUM TO THE CURRENT ISO LOSS COST LEVEL.
- (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, 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 10/01/21 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 3.000 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 7,500 CLAIMS FOR O.T.C. AND 2,000 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 AUTO DEALERS
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE
 DETERMINATION OF PHYSICAL DAMAGE LOSSES

| | ACC. YEAR ENDING | O.T.C | COLLISION |
|---|---------------------|-------------|-----------|
| (1) PAID LOSSES | 03/31/16 | \$444,321 | \$90,122 |
| | 03/31/17 | \$755,989 | \$114,811 |
| | 03/31/18 | \$1,232,716 | \$106,504 |
| | 03/31/19 | \$396,404 | \$210,015 |
| | 03/31/20 | \$530,142 | \$162,206 |
| (2) DEVELOPED LOSSES AND | 03/31/16 | \$502,083 | \$101,736 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$855,122 | \$129,347 |
| EXPENSES (A) | 03/31/18 | \$1,392,969 | \$119,748 |
| | 03/31/19 | \$450,176 | \$234,232 |
| | 03/31/20 | \$620,627 | \$174,311 |
| (3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C) | | 6.5% | 4.0% |
| (4) TRENDED LOSSES AND | 03/31/16 | \$780,237 | \$133,885 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$1,247,623 | \$163,624 |
| EXPENSES (B) | 03/31/18 | \$1,908,368 | \$145,733 |
| | 03/31/19 | \$578,926 | \$274,051 |
| | 03/31/20 | \$749,717 | \$196,100 |

(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. |
|-------------|--------|-------|
| 03/31/16 | 1.000 | 0.999 |
| 03/31/17 | 1.001 | 0.997 |
| 03/31/18 | 1.000 | 0.995 |
| 03/31/19 | 1.005 | 0.987 |
| 03/31/20 | 1.036 | 0.951 |

(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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD OTC | PROJECTION PERIOD COLL |
|-------------|-----------------------------|--------------------------|---------------------------|
| 03/31/16 | 10/1/15 | 7.000 | 7.000 |
| 03/31/17 | 10/1/16 | 6.000 | 6.000 |
| 03/31/18 | 10/1/17 | 5.000 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - GARAGEKEEPERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

| COVERAGE | 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 |
| O.T.C | 03/31/16 | \$271,097 | \$327,838 | 1.209 | 10% | 34 |
| | 03/31/17 | \$284,627 | \$282,843 | 0.994 | 15% | 31 |
| | 03/31/18 | \$372,400 | \$420,731 | 1.130 | 20% | 40 |
| | 03/31/19 | \$346,012 | \$497,061 | 1.437 | 25% | 58 |
| | 03/31/20 | \$316,463 | \$586,316 | 1.853 | 30% | 43 |
| COLL. | 03/31/16 | \$216,673 | \$305,691 | 1.411 | 10% | 57 |
| | 03/31/17 | \$264,021 | \$500,195 | 1.895 | 15% | 68 |
| | 03/31/18 | \$346,746 | \$336,915 | 0.972 | 20% | 63 |
| | 03/31/19 | \$317,080 | \$525,721 | 1.658 | 25% | 74 |
| | 03/31/20 | \$273,754 | \$270,334 | 0.988 | 30% | 45 |

| | | O.T.C. | COLLISION |
|------|---|--------|-----------|
| (6) | AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). | 1.411 | 1.330 |
| (7) | EXPECTED EXPERIENCE RATIO (D). | 1.208 | 1.125 |
| (8) | CREDIBILITY (E). | 0.15 | 0.35 |
| (9) | CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))). | 1.238 | 1.197 |
| (10) | INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). | 23.8% | 19.7% |
| (11) | FILED CHANGE. | 23.8% | 19.7% |

- (A) GARAGE EXPERIENCE INCLUDES ALL CLASSES WRITTEN IN ACCORDANCE WITH RULE 54 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY APPLYING FACTORS TO ADJUST THE REPORTED EARNED PREMIUM TO THE CURRENT ISO LOSS COST LEVEL.
- (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, 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 10/01/21 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 3.000 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 7,500 CLAIMS FOR O.T.C. AND 2,000 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
GARAGEKEEPERS
AUTOMOBILE PHYSICAL DAMAGE INSURANCE
DETERMINATION OF PHYSICAL DAMAGE LOSSES

| | ACC. YEAR ENDING | O.T.C | COLLISION |
|---|---------------------|-----------|-----------|
| (1) PAID LOSSES | 03/31/16 | \$186,694 | \$205,565 |
| | 03/31/17 | \$170,875 | \$349,572 |
| | 03/31/18 | \$269,616 | \$244,259 |
| | 03/31/19 | \$328,263 | \$395,269 |
| | 03/31/20 | \$366,487 | \$201,185 |
| (2) DEVELOPED LOSSES AND | 03/31/16 | \$210,964 | \$232,288 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$193,861 | \$395,411 |
| EXPENSES (A) | 03/31/18 | \$307,103 | \$276,841 |
| | 03/31/19 | \$386,517 | \$449,334 |
| | 03/31/20 | \$485,361 | \$240,297 |
| (3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C) | | 6.5% | 4.0% |
| (4) TRENDED LOSSES AND | 03/31/16 | \$327,838 | \$305,691 |
| ALL LOSS ADJUSTMENT | 03/31/17 | \$282,843 | \$500,195 |
| EXPENSES (B) | 03/31/18 | \$420,731 | \$336,915 |
| | 03/31/19 | \$497,061 | \$525,721 |
| | 03/31/20 | \$586,316 | \$270,334 |

(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. |
|-------------|--------|-------|
| 03/31/16 | 1.000 | 1.000 |
| 03/31/17 | 1.004 | 1.001 |
| 03/31/18 | 1.008 | 1.003 |
| 03/31/19 | 1.042 | 1.006 |
| 03/31/20 | 1.172 | 1.057 |

(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 10/01/21 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

| YEAR ENDING | AVERAGE DATE OF ACCIDENT | PROJECTION PERIOD OTC | PROJECTION PERIOD COLL |
|-------------|-----------------------------|--------------------------|---------------------------|
| 03/31/16 | 10/1/15 | 7.000 | 7.000 |
| 03/31/17 | 10/1/16 | 6.000 | 6.000 |
| 03/31/18 | 10/1/17 | 5.000 | 5.000 |
| 03/31/19 | 10/1/18 | 4.000 | 4.000 |
| 03/31/20 | 10/1/19 | 3.000 | 3.000 |

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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) |
|-----|------------|----------|------------|-------|------|-------|--------|-------|-------|-------|-------|
| | EARNED CAR | \$100000 | EXPER LOSS | | | | | BASE | BASE | BASE | |
| T | YRS YR | UND | COST 5 YRS | | | | INDEX | CLASS | CLASS | CLASS | ADV |
| R | ENDED | LOSS | END | EXPER | | FORM | (6) TO | LOSS | LOSS | LOSS | LOSS |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | COST | COST | COST | COST |
| | | | | | | | | PRES | IND* | REV | CHG** |
| 101 | 7224 | 364.59 | 472.86 | 1.297 | 0.35 | 1.212 | 1.037 | 316 | 350 | 350 | 10.8% |
| 103 | 1737 | 184.13 | 221.96 | 1.205 | 0.10 | 1.170 | 1.001 | 176 | 188 | 188 | 6.8% |
| 104 | 1286 | 152.34 | 189.01 | 1.241 | 0.10 | 1.174 | 1.004 | 139 | 149 | 149 | 7.2% |
| 105 | 6861 | 316.61 | 359.77 | 1.136 | 0.30 | 1.157 | 0.990 | 318 | 336 | 336 | 5.7% |
| 108 | 4124 | 294.51 | 310.71 | 1.055 | 0.25 | 1.138 | 0.973 | 264 | 275 | 275 | 4.2% |
| 109 | 4665 | 305.04 | 410.04 | 1.344 | 0.25 | 1.211 | 1.036 | 302 | 334 | 334 | 10.6% |
| 112 | 15120 | 108.02 | 126.56 | 1.172 | 0.25 | 1.168 | 0.999 | 108 | 115 | 115 | 6.5% |
| 113 | 12033 | 181.37 | 206.42 | 1.138 | 0.30 | 1.158 | 0.991 | 179 | 190 | 190 | 6.1% |
| 114 | 3375 | 147.27 | 110.15 | 0.748 | 0.10 | 1.124 | 0.962 | 137 | 141 | 141 | 2.9% |
| 115 | 4987 | 106.05 | 117.05 | 1.104 | 0.10 | 1.160 | 0.992 | 104 | 110 | 110 | 5.8% |
| 116 | 10267 | 136.94 | 141.95 | 1.037 | 0.25 | 1.134 | 0.970 | 138 | 143 | 143 | 3.6% |
| 117 | 8235 | 249.57 | 288.76 | 1.157 | 0.30 | 1.163 | 0.995 | 267 | 284 | 284 | 6.4% |
| 118 | 343 | 171.53 | 198.77 | 1.159 | 0.05 | 1.166 | 0.997 | 158 | 168 | 168 | 6.3% |
| 119 | 459 | 186.4 | 230.21 | 1.235 | 0.05 | 1.169 | 1.000 | 185 | 198 | 198 | 7.0% |
| 120 | 1358 | 133.28 | 158.02 | 1.186 | 0.05 | 1.167 | 0.998 | 140 | 149 | 149 | 6.4% |
| 121 | 532 | 142.26 | 114.68 | 0.806 | 0.05 | 1.148 | 0.982 | 141 | 148 | 148 | 5.0% |
| 122 | 1398 | 133 | 250.27 | 1.882 | 0.10 | 1.238 | 1.059 | 138 | 156 | 156 | 13.0% |
| 123 | 2009 | 199.1 | 212.12 | 1.065 | 0.15 | 1.151 | 0.985 | 194 | 204 | 204 | 5.2% |
| 124 | 416 | 173.41 | 173.88 | 1.003 | 0.05 | 1.158 | 0.991 | 157 | 166 | 166 | 5.7% |
| SW | 86429 | 200.41 | 233.64 | 1.166 | | 1.169 | | | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 6.9 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 COMMERCIAL AUTOMOBILE INSURANCE
 PERSONAL INJURY PROTECTION

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

| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) |
|-----|------------|--------|------------|-------|------|-------|--------|-------|-------|
| T | EARNED CAR | P.I.P. | EXPER LOSS | | | | | BASE | BASE |
| E | YRS YR | UND | COST 5 YRS | | | | INDEX | CLASS | CLASS |
| R | ENDED | LOSS | END | EXPER | | FORM | (6) TO | COST | COST |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | PRES | IND* |
| 101 | 6589 | 20.18 | 14.25 | 0.706 | 0.10 | 0.919 | 0.971 | 37 | 36 |
| 103 | 1475 | 14.82 | 22.02 | 1.486 | 0.05 | 0.970 | 1.025 | 29 | 30 |
| 104 | 1329 | 15.43 | 10.22 | 0.662 | 0.05 | 0.929 | 0.982 | 32 | 31 |
| 105 | 6598 | 16.11 | 17.55 | 1.089 | 0.10 | 0.958 | 1.013 | 31 | 31 |
| 108 | 4111 | 17.84 | 12.25 | 0.687 | 0.05 | 0.930 | 0.983 | 35 | 34 |
| 109 | 4282 | 20.39 | 19.43 | 0.953 | 0.10 | 0.944 | 0.998 | 39 | 39 |
| 112 | 13437 | 8.61 | 8.08 | 0.938 | 0.10 | 0.943 | 0.997 | 17 | 17 |
| 113 | 10453 | 13.62 | 16.39 | 1.203 | 0.10 | 0.969 | 1.024 | 28 | 29 |
| 114 | 2758 | 8.85 | 10.28 | 1.162 | 0.05 | 0.954 | 1.008 | 19 | 19 |
| 115 | 4320 | 7.85 | 4.78 | 0.609 | 0.05 | 0.926 | 0.979 | 15 | 15 |
| 116 | 8613 | 9.42 | 9.89 | 1.050 | 0.10 | 0.954 | 1.008 | 18 | 18 |
| 117 | 7219 | 15.18 | 15.79 | 1.040 | 0.10 | 0.953 | 1.007 | 31 | 31 |
| 118 | 300 | 9.36 | 5.23 | 0.559 | 0.00 | 0.943 | 0.997 | 19 | 19 |
| 119 | 391 | 9.19 | 0.00 | 0.000 | 0.00 | 0.943 | 0.997 | 19 | 19 |
| 120 | 1171 | 9.96 | 0.23 | 0.023 | 0.00 | 0.943 | 0.997 | 19 | 19 |
| 121 | 472 | 9.78 | 0.37 | 0.038 | 0.00 | 0.943 | 0.997 | 19 | 19 |
| 122 | 1083 | 10.58 | 13.39 | 1.266 | 0.05 | 0.959 | 1.014 | 20 | 20 |
| 123 | 2110 | 11.41 | 9.20 | 0.806 | 0.05 | 0.936 | 0.989 | 23 | 23 |
| 124 | 358 | 9.61 | 0.19 | 0.020 | 0.00 | 0.943 | 0.997 | 19 | 19 |
| SW | 77069 | 13.12 | 12.37 | 0.943 | | 0.946 | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -0.2 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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 | |
| E | YRS | YR | UND | COST | 5 YRS | | INDEX | CLASS | CLASS | CLASS | ADV |
| R | ENDED | LOSS | END | EXPER | | FORM | (6) TO | LOSS | LOSS | LOSS | LOSS |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | COST | COST | COST | COST |
| | | | | | | | | PRES | IND* | REV | CHG** |
| 101 | 1896 | 270.41 | 384.67 | 1.423 | 0.15 | 1.153 | 1.039 | 268 | 296 | 296 | 10.4% |
| 103 | 298 | 212.61 | 119.45 | 0.562 | 0.05 | 1.078 | 0.971 | 211 | 218 | 218 | 3.3% |
| 104 | 128 | 158.05 | 82.06 | 0.519 | 0.00 | 1.105 | 0.995 | 165 | 174 | 174 | 5.5% |
| 105 | 1640 | 233.98 | 265.43 | 1.134 | 0.15 | 1.109 | 0.999 | 231 | 245 | 245 | 6.1% |
| 108 | 773 | 278.06 | 249.64 | 0.898 | 0.10 | 1.084 | 0.977 | 275 | 285 | 285 | 3.6% |
| 109 | 810 | 224.44 | 191.75 | 0.854 | 0.10 | 1.080 | 0.973 | 224 | 231 | 231 | 3.1% |
| 112 | 1805 | 162.51 | 171.49 | 1.055 | 0.10 | 1.100 | 0.991 | 162 | 170 | 170 | 4.9% |
| 113 | 1351 | 177.07 | 194.04 | 1.096 | 0.10 | 1.104 | 0.995 | 176 | 186 | 186 | 5.7% |
| 114 | 262 | 158.46 | 277.78 | 1.753 | 0.00 | 1.105 | 0.995 | 158 | 167 | 167 | 5.7% |
| 115 | 639 | 173.62 | 203.47 | 1.172 | 0.05 | 1.108 | 0.998 | 176 | 187 | 187 | 6.3% |
| 116 | 1212 | 163.23 | 133.46 | 0.818 | 0.10 | 1.076 | 0.969 | 162 | 167 | 167 | 3.1% |
| 117 | 1005 | 210.74 | 301.45 | 1.430 | 0.10 | 1.138 | 1.025 | 209 | 228 | 228 | 9.1% |
| 118 | 38 | 227.92 | 61.81 | 0.271 | 0.00 | 1.105 | 0.995 | 214 | 226 | 226 | 5.6% |
| 119 | 51 | 211.75 | 53.39 | 0.252 | 0.00 | 1.105 | 0.995 | 214 | 226 | 226 | 5.6% |
| 120 | 147 | 182.65 | 61.29 | 0.336 | 0.00 | 1.105 | 0.995 | 184 | 194 | 194 | 5.4% |
| 121 | 57 | 212.39 | 146.84 | 0.691 | 0.00 | 1.105 | 0.995 | 205 | 217 | 217 | 5.9% |
| 122 | 174 | 224.91 | 327.82 | 1.458 | 0.05 | 1.123 | 1.012 | 225 | 242 | 242 | 7.6% |
| 123 | 371 | 211.93 | 141.78 | 0.669 | 0.05 | 1.083 | 0.976 | 208 | 216 | 216 | 3.8% |
| 124 | 53 | 217.45 | 144.42 | 0.664 | 0.00 | 1.105 | 0.995 | 218 | 230 | 230 | 5.5% |
| SW | 12710 | 209.21 | 231.15 | 1.105 | | 1.110 | | | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 6.2 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 COMMERCIAL AUTOMOBILE INSURANCE
 PERSONAL INJURY PROTECTION

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

| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) |
|-----|------------|--------|------------|-------|------|-------|--------|-------|-------|
| | EARNED CAR | P.I.P. | EXPER LOSS | | | | INDEX | BASE | BASE |
| T | YRS YR | UND | COST 5 YRS | | | | | CLASS | CLASS |
| E | ENDED | LOSS | END | EXPER | | FORM | (6) TO | LOSS | LOSS |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | COST | COST |
| R | | | | | | | | PRES | IND* |
| 101 | 1869 | 56.46 | 53.20 | 0.942 | 0.10 | 1.049 | 0.982 | 88 | 88 |
| 103 | 295 | 34.93 | 29.55 | 0.846 | 0.00 | 1.061 | 0.993 | 54 | 54 |
| 104 | 126 | 46.32 | 0.00 | 0.000 | 0.00 | 1.061 | 0.993 | 75 | 76 |
| 105 | 1637 | 38.93 | 53.04 | 1.362 | 0.10 | 1.091 | 1.022 | 60 | 62 |
| 108 | 766 | 65.91 | 78.76 | 1.195 | 0.05 | 1.068 | 1.000 | 95 | 96 |
| 109 | 793 | 44.99 | 91.21 | 2.027 | 0.10 | 1.158 | 1.084 | 70 | 77 |
| 112 | 1532 | 32.35 | 31.64 | 0.978 | 0.10 | 1.053 | 0.986 | 47 | 47 |
| 113 | 1266 | 40.81 | 59.04 | 1.447 | 0.10 | 1.100 | 1.030 | 60 | 63 |
| 114 | 262 | 38.98 | 22.81 | 0.585 | 0.00 | 1.061 | 0.993 | 60 | 60 |
| 115 | 542 | 40.92 | 24.86 | 0.608 | 0.05 | 1.038 | 0.972 | 60 | 59 |
| 116 | 1069 | 39.45 | 19.50 | 0.494 | 0.05 | 1.033 | 0.967 | 55 | 54 |
| 117 | 920 | 61.51 | 51.84 | 0.843 | 0.05 | 1.050 | 0.983 | 92 | 92 |
| 118 | 33 | 30.55 | 0.00 | 0.000 | 0.00 | 1.061 | 0.993 | 49 | 49 |
| 119 | 51 | 33.53 | 0.00 | 0.000 | 0.00 | 1.061 | 0.993 | 49 | 49 |
| 120 | 144 | 34.56 | 54.42 | 1.575 | 0.00 | 1.061 | 0.993 | 49 | 49 |
| 121 | 41 | 31.29 | 79.00 | 2.525 | 0.00 | 1.061 | 0.993 | 49 | 49 |
| 122 | 151 | 35.3 | 54.04 | 1.531 | 0.00 | 1.061 | 0.993 | 51 | 51 |
| 123 | 345 | 41.68 | 26.97 | 0.647 | 0.00 | 1.061 | 0.993 | 64 | 65 |
| 124 | 54 | 43.35 | 0.00 | 0.000 | 0.00 | 1.061 | 0.993 | 62 | 62 |
| SW | 11896 | 44.97 | 47.70 | 1.061 | | 1.068 | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.5 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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) |
|-----|------------|--------|------------|-------|------|-------|--------|-------|-------|-------|-------|
| | | | | | | | | BASE | BASE | BASE | |
| T | EARNED CAR | | EXPER LOSS | | | | | CLASS | CLASS | CLASS | ADV |
| E | YRS YR | UND | COST 5 YRS | | | | INDEX | LOSS | LOSS | LOSS | LOSS |
| R | ENDED | LOSS | END | EXPER | | FORM | (6) TO | COST | COST | COST | COST |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | PRES | IND* | REV | CHG** |
| 101 | 6131 | 96.91 | 90.59 | 0.935 | 0.25 | 1.070 | 0.961 | 125 | 130 | 130 | 4.0% |
| 103 | 1261 | 111.68 | 90.62 | 0.811 | 0.10 | 1.085 | 0.975 | 169 | 178 | 178 | 5.3% |
| 104 | 1039 | 133.79 | 141.22 | 1.056 | 0.10 | 1.109 | 0.996 | 190 | 205 | 205 | 7.9% |
| 105 | 6482 | 102.54 | 114.39 | 1.116 | 0.30 | 1.115 | 1.002 | 142 | 154 | 154 | 8.5% |
| 108 | 3401 | 92.23 | 100.76 | 1.092 | 0.20 | 1.110 | 0.997 | 128 | 138 | 138 | 7.8% |
| 109 | 3798 | 108.82 | 127.17 | 1.169 | 0.25 | 1.129 | 1.014 | 145 | 159 | 159 | 9.7% |
| 112 | 10670 | 115.5 | 129.90 | 1.125 | 0.35 | 1.119 | 1.005 | 192 | 209 | 209 | 8.9% |
| 113 | 9142 | 121.95 | 132.67 | 1.088 | 0.35 | 1.106 | 0.994 | 184 | 198 | 198 | 7.6% |
| 114 | 2307 | 134.88 | 153.33 | 1.137 | 0.15 | 1.118 | 1.004 | 217 | 236 | 236 | 8.8% |
| 115 | 3980 | 95.35 | 134.60 | 1.412 | 0.20 | 1.174 | 1.055 | 165 | 189 | 189 | 14.5% |
| 116 | 7909 | 96.06 | 100.36 | 1.045 | 0.30 | 1.094 | 0.983 | 153 | 163 | 163 | 6.5% |
| 117 | 7111 | 98.55 | 107.05 | 1.086 | 0.30 | 1.106 | 0.994 | 148 | 159 | 159 | 7.4% |
| 118 | 234 | 88.85 | 186.64 | 2.101 | 0.00 | 1.115 | 1.002 | 131 | 142 | 142 | 8.4% |
| 119 | 348 | 88.09 | 55.18 | 0.626 | 0.05 | 1.091 | 0.980 | 150 | 159 | 159 | 6.0% |
| 120 | 1096 | 98.03 | 192.25 | 1.961 | 0.15 | 1.242 | 1.116 | 151 | 183 | 183 | 21.2% |
| 121 | 347 | 91.49 | 60.53 | 0.662 | 0.05 | 1.092 | 0.981 | 139 | 148 | 148 | 6.5% |
| 122 | 1273 | 85.9 | 110.93 | 1.291 | 0.10 | 1.133 | 1.018 | 132 | 145 | 145 | 9.8% |
| 123 | 1677 | 97.27 | 106.67 | 1.097 | 0.15 | 1.112 | 0.999 | 147 | 159 | 159 | 8.2% |
| 124 | 381 | 80.49 | 125.11 | 1.554 | 0.05 | 1.137 | 1.022 | 123 | 136 | 136 | 10.6% |
| SW | 68587 | 105.82 | 117.94 | 1.115 | | 1.113 | | | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 8.3 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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) |
|-----|------------|--------|------------|-------|------|-------|--------|------|------|------|-------|
| | EARNED CAR | UND | EXPER LOSS | EXPER | CRED | FORM | INDEX | BASE | BASE | BASE | ADV |
| T | YRS YR | LOSS | COST 5 YRS | RATIO | | RATIO | (6) TO | LOSS | LOSS | LOSS | LOSS |
| R | ENDED | LOSS | END | | | | STATE | COST | COST | COST | COST |
| R | 03/31/2020 | COST | 03/31/2020 | | | | | PRES | IND* | REV | CHG** |
| 101 | 6255 | 196.63 | 209.51 | 1.066 | 0.40 | 1.038 | 1.016 | 175 | 188 | 188 | 7.4% |
| 103 | 1218 | 181.07 | 190.62 | 1.053 | 0.15 | 1.024 | 1.002 | 196 | 207 | 207 | 5.6% |
| 104 | 1029 | 194.20 | 199.39 | 1.027 | 0.10 | 1.020 | 0.998 | 186 | 196 | 196 | 5.4% |
| 105 | 6540 | 177.65 | 182.77 | 1.029 | 0.40 | 1.023 | 1.001 | 175 | 185 | 185 | 5.7% |
| 108 | 3474 | 193.14 | 226.86 | 1.175 | 0.30 | 1.066 | 1.043 | 175 | 193 | 193 | 10.3% |
| 109 | 4013 | 215.21 | 239.65 | 1.114 | 0.30 | 1.048 | 1.025 | 183 | 198 | 198 | 8.2% |
| 112 | 10329 | 156.15 | 147.67 | 0.946 | 0.40 | 0.990 | 0.969 | 185 | 189 | 189 | 2.2% |
| 113 | 9004 | 164.79 | 168.31 | 1.021 | 0.35 | 1.020 | 0.998 | 172 | 181 | 181 | 5.2% |
| 114 | 2340 | 176.33 | 133.39 | 0.756 | 0.15 | 0.980 | 0.959 | 187 | 189 | 189 | 1.1% |
| 115 | 3951 | 141.12 | 135.22 | 0.958 | 0.20 | 1.007 | 0.985 | 161 | 167 | 167 | 3.7% |
| 116 | 7783 | 175.71 | 182.64 | 1.039 | 0.35 | 1.026 | 1.004 | 188 | 199 | 199 | 5.9% |
| 117 | 7129 | 169.36 | 185.81 | 1.097 | 0.35 | 1.046 | 1.023 | 172 | 186 | 186 | 8.1% |
| 118 | 263 | 218.34 | 258.68 | 1.185 | 0.05 | 1.027 | 1.005 | 160 | 170 | 170 | 6.3% |
| 119 | 332 | 164.83 | 279.76 | 1.697 | 0.05 | 1.053 | 1.030 | 173 | 188 | 188 | 8.7% |
| 120 | 1089 | 138.34 | 117.71 | 0.851 | 0.10 | 1.002 | 0.980 | 146 | 151 | 151 | 3.4% |
| 121 | 393 | 190.53 | 171.77 | 0.902 | 0.05 | 1.013 | 0.991 | 158 | 165 | 165 | 4.4% |
| 122 | 1280 | 144.02 | 114.89 | 0.798 | 0.15 | 0.986 | 0.965 | 169 | 172 | 172 | 1.8% |
| 123 | 1778 | 221.88 | 170.11 | 0.767 | 0.20 | 0.969 | 0.948 | 185 | 185 | 185 | 0.0% |
| 124 | 380 | 119.05 | 113.95 | 0.957 | 0.05 | 1.016 | 0.994 | 141 | 148 | 148 | 5.0% |
| SW | 68580 | 174.25 | 177.54 | 1.019 | | 1.022 | | | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 5.5 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 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) |
|-----|------------|--------|------------|-------|------|-------|--------|-------|-------|-------|-------|
| | | | | | | | | BASE | BASE | BASE | |
| T | EARNED CAR | | EXPER LOSS | | | | | CLASS | CLASS | CLASS | ADV |
| E | YRS YR | UND | COST 5 YRS | | | | INDEX | LOSS | LOSS | LOSS | LOSS |
| R | ENDED | LOSS | END | EXPER | | FORM | (6) TO | COST | COST | COST | COST |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | PRES | IND* | REV | CHG** |
| 101 | 1781 | 135.87 | 156.91 | 1.155 | 0.20 | 1.157 | 0.998 | 115 | 130 | 130 | 13.0% |
| 103 | 255 | 195.8 | 192.00 | 0.981 | 0.10 | 1.140 | 0.984 | 174 | 195 | 195 | 12.1% |
| 104 | 111 | 215.51 | 307.79 | 1.428 | 0.05 | 1.172 | 1.011 | 198 | 227 | 227 | 14.6% |
| 105 | 1580 | 153.51 | 181.89 | 1.185 | 0.20 | 1.163 | 1.003 | 119 | 136 | 136 | 14.3% |
| 108 | 645 | 136.65 | 163.67 | 1.198 | 0.15 | 1.164 | 1.004 | 121 | 138 | 138 | 14.0% |
| 109 | 735 | 155.38 | 177.76 | 1.144 | 0.15 | 1.156 | 0.997 | 124 | 140 | 140 | 12.9% |
| 112 | 1044 | 219.35 | 275.03 | 1.254 | 0.20 | 1.177 | 1.016 | 200 | 231 | 231 | 15.5% |
| 113 | 950 | 194.61 | 205.98 | 1.058 | 0.20 | 1.138 | 0.982 | 177 | 198 | 198 | 11.9% |
| 114 | 230 | 208.31 | 186.56 | 0.896 | 0.05 | 1.145 | 0.988 | 215 | 241 | 241 | 12.1% |
| 115 | 340 | 215.41 | 249.53 | 1.158 | 0.10 | 1.158 | 0.999 | 210 | 238 | 238 | 13.3% |
| 116 | 804 | 169.74 | 181.83 | 1.071 | 0.15 | 1.145 | 0.988 | 151 | 169 | 169 | 11.9% |
| 117 | 842 | 167.63 | 215.07 | 1.283 | 0.15 | 1.177 | 1.016 | 147 | 170 | 170 | 15.6% |
| 118 | 29 | 129.92 | 68.77 | 0.529 | 0.00 | 1.158 | 0.999 | 119 | 135 | 135 | 13.4% |
| 119 | 28 | 107.75 | 48.68 | 0.452 | 0.00 | 1.158 | 0.999 | 105 | 119 | 119 | 13.3% |
| 120 | 112 | 162.15 | 239.32 | 1.476 | 0.05 | 1.174 | 1.013 | 131 | 151 | 151 | 15.3% |
| 121 | 34 | 169.34 | 123.89 | 0.732 | 0.00 | 1.158 | 0.999 | 139 | 158 | 158 | 13.7% |
| 122 | 141 | 187.88 | 210.79 | 1.122 | 0.05 | 1.156 | 0.997 | 164 | 186 | 186 | 13.4% |
| 123 | 351 | 166.62 | 200.92 | 1.206 | 0.10 | 1.163 | 1.003 | 150 | 171 | 171 | 14.0% |
| 124 | 50 | 104.26 | 80.48 | 0.772 | 0.00 | 1.158 | 0.999 | 105 | 119 | 119 | 13.3% |
| SW | 10062 | 168.38 | 195.06 | 1.158 | | 1.159 | | | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 13.6 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

MINNESOTA
 COMMERCIAL AUTOMOBILE INSURANCE
 PHYSICAL DAMAGE - COLLISION

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

| | (1) | (2) | (3) | (4) | (5) | (6) | (7) | (8) | (9) |
|-----|------------|--------|------------|-------|------|-------|--------|------|------|
| T | EARNED CAR | | EXPER LOSS | | | | | BASE | BASE |
| E | YRS YR | UND | COST 5 YRS | | | | INDEX | LOSS | LOSS |
| R | ENDED | LOSS | END | EXPER | | FORM | (6) TO | COST | COST |
| R | 03/31/2020 | COST | 03/31/2020 | RATIO | CRED | RATIO | STATE | PRES | IND* |
| 101 | 1743 | 285.18 | 302.29 | 1.060 | 0.35 | 1.061 | 0.997 | 331 | 340 |
| 103 | 267 | 258.23 | 184.28 | 0.714 | 0.10 | 1.026 | 0.964 | 326 | 323 |
| 104 | 112 | 212.38 | 174.18 | 0.820 | 0.05 | 1.049 | 0.986 | 285 | 289 |
| 105 | 1527 | 230.44 | 266.79 | 1.158 | 0.30 | 1.090 | 1.024 | 251 | 265 |
| 108 | 638 | 289.33 | 333.34 | 1.152 | 0.20 | 1.079 | 1.014 | 355 | 370 |
| 109 | 722 | 221.44 | 222.61 | 1.005 | 0.20 | 1.050 | 0.987 | 246 | 250 |
| 112 | 1013 | 174.80 | 184.07 | 1.053 | 0.20 | 1.059 | 0.995 | 221 | 226 |
| 113 | 933 | 192.47 | 190.75 | 0.991 | 0.20 | 1.047 | 0.984 | 245 | 248 |
| 114 | 215 | 182.08 | 138.02 | 0.758 | 0.05 | 1.046 | 0.983 | 248 | 251 |
| 115 | 336 | 150.45 | 156.76 | 1.042 | 0.10 | 1.059 | 0.995 | 206 | 211 |
| 116 | 802 | 156.11 | 156.59 | 1.003 | 0.15 | 1.052 | 0.989 | 195 | 199 |
| 117 | 771 | 190.32 | 231.85 | 1.218 | 0.20 | 1.092 | 1.026 | 223 | 235 |
| 118 | 23 | 187.22 | 202.09 | 1.079 | 0.00 | 1.061 | 0.997 | 207 | 212 |
| 119 | 26 | 168.91 | 416.21 | 2.464 | 0.00 | 1.061 | 0.997 | 221 | 227 |
| 120 | 107 | 175.86 | 214.19 | 1.218 | 0.05 | 1.069 | 1.005 | 207 | 214 |
| 121 | 33 | 180.75 | 138.58 | 0.767 | 0.05 | 1.046 | 0.983 | 200 | 202 |
| 122 | 136 | 240.53 | 351.58 | 1.462 | 0.10 | 1.101 | 1.035 | 293 | 312 |
| 123 | 332 | 220.89 | 177.46 | 0.803 | 0.15 | 1.022 | 0.961 | 263 | 260 |
| 124 | 41 | 183.76 | 124.34 | 0.677 | 0.00 | 1.061 | 0.997 | 238 | 244 |
| SW | 9777 | 220.06 | 233.44 | 1.061 | | 1.064 | | | |

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 2.9 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE LIABILITY INSURANCE
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Unallocated Loss Adjustment Expense Factor

| <u>ITEM</u> | <u>Bodily Injury</u> (000's) | | | | | <u>3 YR.</u> <u>AVG</u> | <u>5 YR.</u> <u>AVG</u> |
|--|---------------------------------|-------------|-------------|-------------|-------------|----------------------------|----------------------------|
| | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | | |
| (1) Direct Losses Incurred | 5,418,876 | 5,928,003 | 6,606,295 | 6,949,226 | 7,517,364 | | |
| (2) Allocated Loss Adjustment Expenses Incurred | 613,419 | 664,234 | 690,860 | 655,280 | 744,900 | | |
| (3) Unallocated Loss Adjustment Expense Incurred | 487,566 | 498,950 | 522,633 | 539,473 | 568,403 | | |
| (4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)] | 8.1% | 7.6% | 7.2% | 7.1% | 6.9% | 7.0% | 7.4% |
| (5) Selected Factor | | | | | | | 7.0% |

| <u>ITEM</u> | <u>Property Damage</u> (000's) | | | | | <u>3 YR.</u> <u>AVG</u> | <u>5 YR.</u> <u>AVG</u> |
|--|-----------------------------------|-------------|-------------|-------------|-------------|----------------------------|----------------------------|
| | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | | |
| (1) Direct Losses Incurred | 1,028,909 | 1,144,001 | 1,144,333 | 1,236,607 | 1,147,273 | | |
| (2) Allocated Loss Adjustment Expenses Incurred | 74,458 | 61,308 | 65,235 | 63,489 | 51,175 | | |
| (3) Unallocated Loss Adjustment Expense Incurred | 125,250 | 123,337 | 129,475 | 135,435 | 117,776 | | |
| (4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)] | 11.4% | 10.2% | 10.7% | 10.4% | 9.8% | 10.3% | 10.5% |
| (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>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>AVG</u> | <u>AVG</u> |
| (1) | Direct Losses Incurred | 4,293,161 | 4,806,825 | 5,440,605 | 5,512,801 | 5,741,885 | | |
| (2) | Loss Adjustment Expenses Incurred | 577,805 | 621,686 | 701,565 | 713,364 | 735,418 | | |
| (3) | Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1) | 1.135 | 1.129 | 1.129 | 1.129 | 1.128 | 1.129 | 1.130 |
| (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 | MINNESOTA | | | | 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 |
| 6/30/2017 | 22396.00 | 22659.71 | 4246.65 | 4089.65 | 22779.35 | 22659.95 | 4338.13 | 4301.86 |
| 9/30/2017 | 23627.78 | 22890.15 | 4293.00 | 4143.51 | 22763.79 | 22994.83 | 4390.14 | 4367.32 |
| 12/31/2017 | 23456.78 | 23122.93 | 4121.51 | 4198.07 | 23155.07 | 23334.67 | 4421.69 | 4433.76 |
| 3/31/2018 | 22890.98 | 23358.08 | 4025.25 | 4253.34 | 23580.32 | 23679.52 | 4465.30 | 4501.22 |
| 6/30/2018 | 23129.94 | 23595.63 | 4158.47 | 4309.35 | 24127.73 | 24029.47 | 4542.53 | 4569.71 |
| 9/30/2018 | 24084.68 | 23835.58 | 4294.46 | 4366.09 | 24641.40 | 24384.60 | 4616.39 | 4639.24 |
| 12/31/2018 | 24431.76 | 24077.98 | 4417.18 | 4423.58 | 24948.40 | 24744.97 | 4707.12 | 4709.83 |
| 3/31/2019 | 24375.29 | 24322.85 | 4595.33 | 4481.83 | 25338.21 | 25110.67 | 4788.65 | 4781.49 |
| 6/30/2019 | 24117.93 | 24570.20 | 4656.60 | 4540.84 | 25424.21 | 25481.77 | 4865.94 | 4854.24 |
| 9/30/2019 | 23500.42 | 24820.07 | 4657.98 | 4600.64 | 25686.45 | 25858.36 | 4939.44 | 4928.09 |
| 12/31/2019 | 25193.31 | 25072.48 | 4630.67 | 4661.22 | 26187.57 | 26240.51 | 5006.16 | 5003.08 |
| 3/31/2020 | 26547.80 | 25327.46 | 4713.37 | 4722.59 | 26520.80 | 26628.32 | 5088.29 | 5079.20 |

| | | BODILY INJURY | PROPERTY DAMAGE |
|------|---|---------------|-----------------|
| (9) | AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT) | | |
| | (A) MINNESOTA | 4.1% | 5.4% |
| | (B) MULTISTATE | 6.0% | 6.2% |
| (10) | CREDIBILITY | 0.00 | 0.20 |
| (11) | WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)} | 6.0% | 6.0% |
| (12) | SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY | 0.0% | 0.0% |
| (13) | AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12) | 6.0% | 6.0% |

* EXCLUDES MASSACHUSETTS

INSURANCE SERVICES OFFICE, INC.

CLAIM COST TREND DATA FOR PIP
TRUCKS, TRACTORS, & TRAILERS
MINNESOTA

| QUARTER ENDING | MEDICAL INDEX* | | HOSPITAL AND RELATED SERVICES* | | INCOME LOSSES** | |
|-------------------|----------------|--------------------|-----------------------------------|--------------------|-----------------|--------------------|
| | ACTUAL | EXPONENTIAL FIT | ACTUAL | EXPONENTIAL FIT | ACTUAL | EXPONENTIAL FIT |
| | 12/31/2017 | 477.4 | 474.7 | 843.0 | 847.1 | 752.46 |
| 3/31/2018 | 482.7 | 478.7 | 860.1 | 853.7 | 749.75 | 753.51 |
| 6/30/2018 | 485.0 | 482.7 | 866.1 | 860.3 | 765.06 | 761.24 |
| 9/30/2018 | 484.7 | 486.7 | 869.3 | 866.9 | 774.71 | 769.04 |
| 12/31/2018 | 486.5 | 490.8 | 872.1 | 873.6 | 777.88 | 776.93 |
| 3/31/2019 | 491.2 | 494.9 | 878.8 | 880.3 | 776.00 | 784.90 |
| 6/30/2019 | 494.6 | 499.0 | 877.1 | 887.1 | 788.14 | 792.95 |
| 9/30/2019 | 500.0 | 503.2 | 885.0 | 893.9 | 796.80 | 801.08 |
| 12/31/2019 | 507.8 | 507.4 | 899.7 | 900.8 | 801.27 | 809.29 |
| 3/31/2020 | 513.9 | 511.6 | 913.8 | 907.8 | 806.43 | 817.59 |
| 6/30/2020 | 519.0 | 515.9 | 919.8 | 914.8 | 841.34 | 825.98 |
| 9/30/2020 | 522.8 | 520.2 | 923.6 | 921.9 | 843.47 | 834.45 |

| | (A) MEDICAL | (B) HOSPITAL | (C) COMBINED+ | (D) INCOME |
|---|----------------|-----------------|------------------|---------------|
| (1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT) | 3.4% | 3.1% | 3.3% | 4.2% |
| (2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST 0.68*(1C) + 0.32*(1D). BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING. | | | | 3.6% |
| (3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY | | | | 0.0% |
| (4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS (1.0 + (2)) * (1.0 + (3)) | | | | 3.6% |

* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX
BASED ON CONSUMER PRICE INDEX.

** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.

+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE
IN INDEX = {(1A) * .5} + (1B) * .5}.

INSURANCE SERVICES OFFICE, INC.

CLAIM COST TREND DATA FOR PIP
PRIVATE PASSENGER TYPES
MINNESOTA

| QUARTER ENDING | MEDICAL INDEX* | | HOSPITAL AND RELATED SERVICES* | | INCOME LOSSES** | |
|-------------------|----------------|--------------------|-----------------------------------|--------------------|-----------------|--------------------|
| | ACTUAL | EXPONENTIAL FIT | ACTUAL | EXPONENTIAL FIT | ACTUAL | EXPONENTIAL FIT |
| 12/31/2017 | 477.4 | 474.7 | 843.0 | 847.1 | 752.46 | 745.86 |
| 3/31/2018 | 482.7 | 478.7 | 860.1 | 853.7 | 749.75 | 753.51 |
| 6/30/2018 | 485.0 | 482.7 | 866.1 | 860.3 | 765.06 | 761.24 |
| 9/30/2018 | 484.7 | 486.7 | 869.3 | 866.9 | 774.71 | 769.04 |
| 12/31/2018 | 486.5 | 490.8 | 872.1 | 873.6 | 777.88 | 776.93 |
| 3/31/2019 | 491.2 | 494.9 | 878.8 | 880.3 | 776.00 | 784.90 |
| 6/30/2019 | 494.6 | 499.0 | 877.1 | 887.1 | 788.14 | 792.95 |
| 9/30/2019 | 500.0 | 503.2 | 885.0 | 893.9 | 796.80 | 801.08 |
| 12/31/2019 | 507.8 | 507.4 | 899.7 | 900.8 | 801.27 | 809.29 |
| 3/31/2020 | 513.9 | 511.6 | 913.8 | 907.8 | 806.43 | 817.59 |
| 6/30/2020 | 519.0 | 515.9 | 919.8 | 914.8 | 841.34 | 825.98 |
| 9/30/2020 | 522.8 | 520.2 | 923.6 | 921.9 | 843.47 | 834.45 |

| | (A) MEDICAL | (B) HOSPITAL | (C) COMBINED+ | (D) INCOME |
|---|----------------|-----------------|------------------|---------------|
| (1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT) | 3.4% | 3.1% | 3.3% | 4.2% |
| (2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST 0.84*(1C) + 0.16*(1D). BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING. | | | | 3.4% |
| (3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY | | | | 0.0% |
| (4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS (1.0 + (2)) * (1.0 + (3)) | | | | 3.4% |

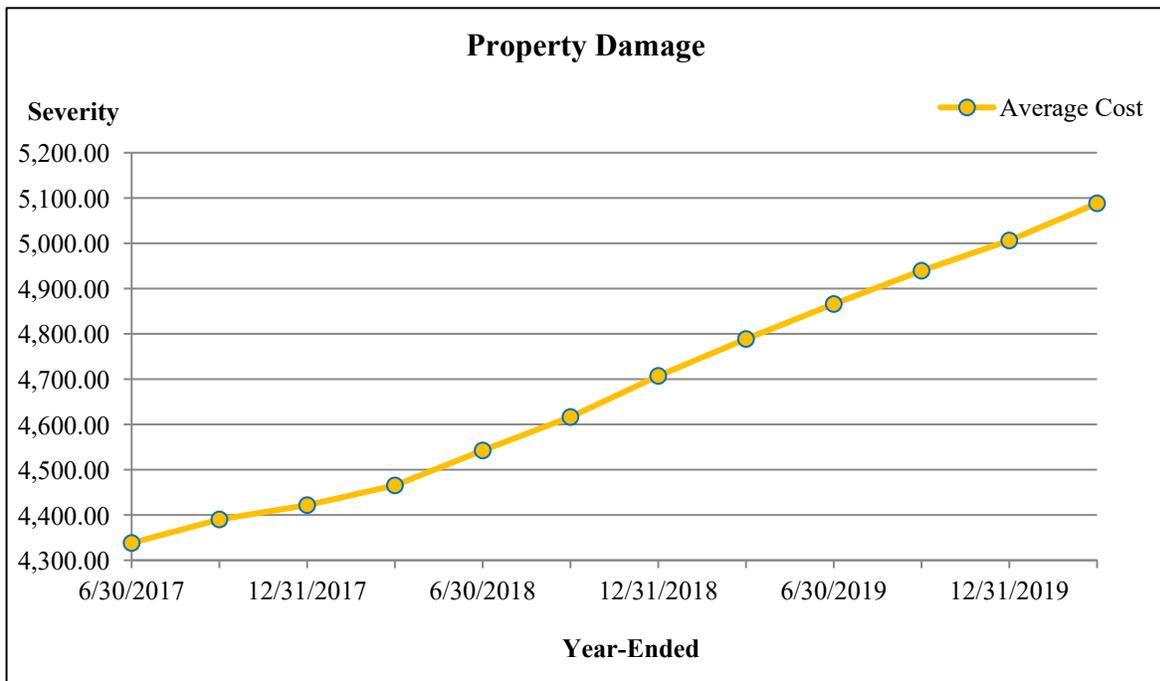
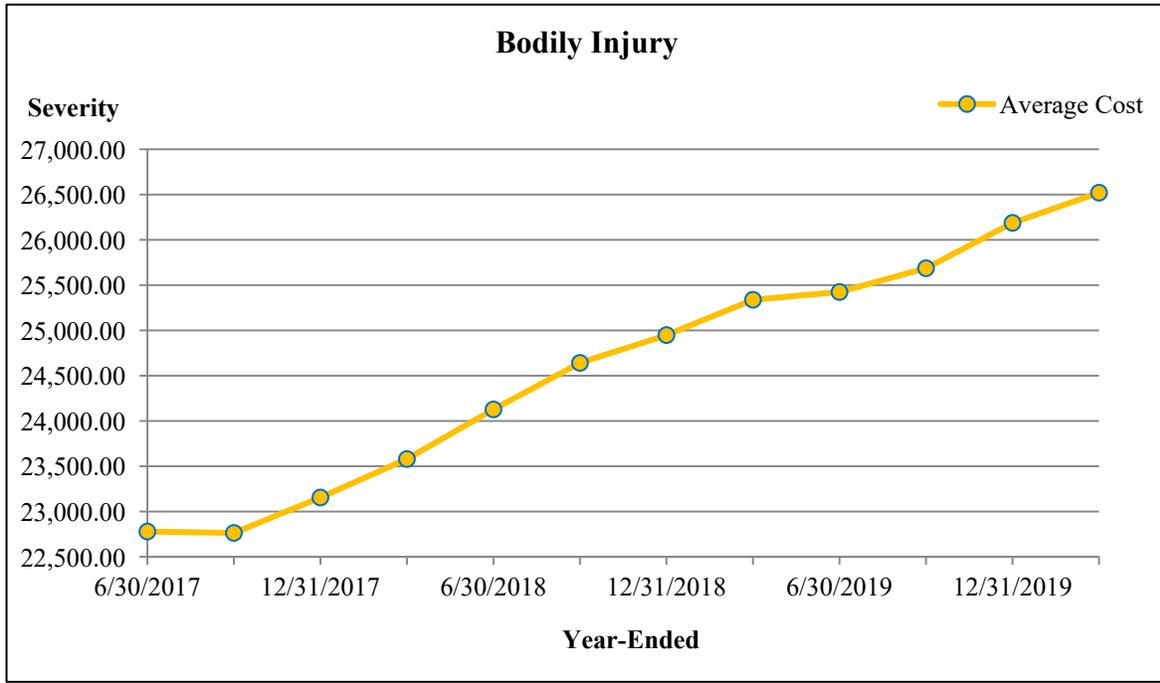
* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX
BASED ON CONSUMER PRICE INDEX.

** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.

+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE
IN INDEX = {(1A) * .5} + (1B) * .5}.

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> |
|------------------------------|---------------------------------------|---|---|---|
| 3/31/2014 | 0.7556 | | 2.8213 | |
| 6/30/2014 | 0.7452 | | 2.8191 | |
| 9/30/2014 | 0.7386 | | 2.8201 | |
| 12/31/2014 | 0.7443 | | 2.8200 | |
| 3/31/2015 | 0.7348 | -2.8% & | 2.7821 | -1.4% & |
| 6/30/2015 | 0.7412 | | 2.7860 | |
| 9/30/2015 | 0.7506 | | 2.8087 | |
| 12/31/2015 | 0.7628 | 2.5% | 2.8192 | 0.0% |
| 3/31/2016 | 0.7767 | | 2.7919 | |
| 6/30/2016 | 0.7885 | | 2.7985 | |
| 9/30/2016 | 0.7984 | | 2.8007 | |
| 12/31/2016 | 0.8024 | 5.2% | 2.7979 | -0.8% |
| 3/31/2017 | 0.8059 | | 2.7771 | |
| 6/30/2017 | 0.8120 | | 2.7656 | |
| 9/30/2017 | 0.8059 | | 2.7293 | |
| 12/31/2017 | 0.8010 | -0.2% | 2.7138 | -3.0% |
| 3/31/2018 | 0.8001 | | 2.7247 | |
| 6/30/2018 | 0.7986 | | 2.7314 | |
| 9/30/2018 | 0.7969 | | 2.7378 | |
| 12/31/2018 | 0.7959 | -0.6% | 2.7425 | 1.1% |
| 3/31/2019 | 0.7921 | | 2.7304 | |
| 6/30/2019 | 0.7803 | | 2.6909 | |
| 9/30/2019 | 0.7766 | | 2.6776 | |
| 12/31/2019 | 0.7690 | -3.4% | 2.6293 | -4.1% |

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

& CHANGE BASED ON YEAR ENDING 3/31/2015 divided by 3/31/2014

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> |
|------------------------------|---------------------------------------|---|---|---|
| 3/31/2014 | 0.8583 | | 3.1475 | |
| 6/30/2014 | 0.8576 | | 3.1443 | |
| 9/30/2014 | 0.8462 | | 3.1039 | |
| 12/31/2014 | 0.8406 | | 3.0676 | |
| 3/31/2015 | 0.8193 | -4.5% & | 3.0350 | -3.6% & |
| 6/30/2015 | 0.8047 | | 3.0076 | |
| 9/30/2015 | 0.8013 | | 3.0387 | |
| 12/31/2015 | 0.8011 | -4.7% | 3.0483 | -0.6% |
| 3/31/2016 | 0.8095 | | 3.0331 | |
| 6/30/2016 | 0.8112 | | 3.0514 | |
| 9/30/2016 | 0.8300 | | 3.0445 | |
| 12/31/2016 | 0.8165 | 1.9% | 3.0255 | -0.7% |
| 3/31/2017 | 0.8150 | | 2.9657 | |
| 6/30/2017 | 0.8167 | | 2.9227 | |
| 9/30/2017 | 0.7931 | | 2.8333 | |
| 12/31/2017 | 0.7909 | -3.1% | 2.7998 | -7.5% |
| 3/31/2018 | 0.8001 | | 2.8122 | |
| 6/30/2018 | 0.8018 | | 2.7666 | |
| 9/30/2018 | 0.7958 | | 2.7474 | |
| 12/31/2018 | 0.7909 | 0.0% | 2.7039 | -3.4% |
| 3/31/2019 | 0.7671 | | 2.6515 | |
| 6/30/2019 | 0.7471 | | 2.6115 | |
| 9/30/2019 | 0.7240 | | 2.5628 | |
| 12/31/2019 | 0.7137 | -9.8% | 2.4963 | -7.7% |

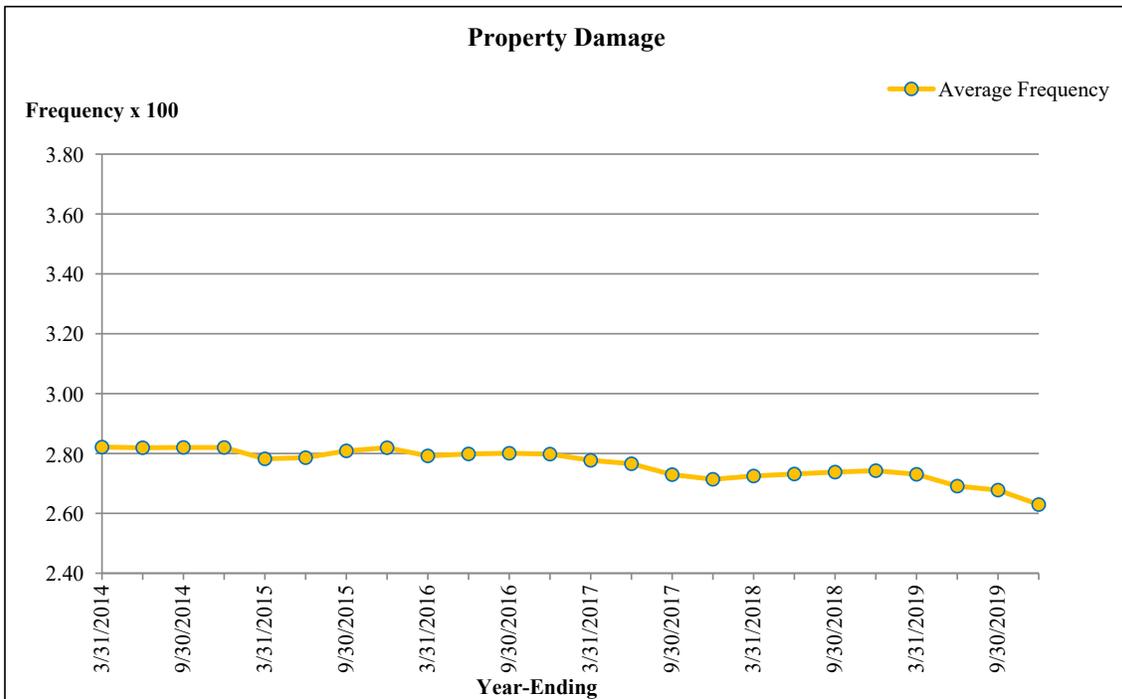
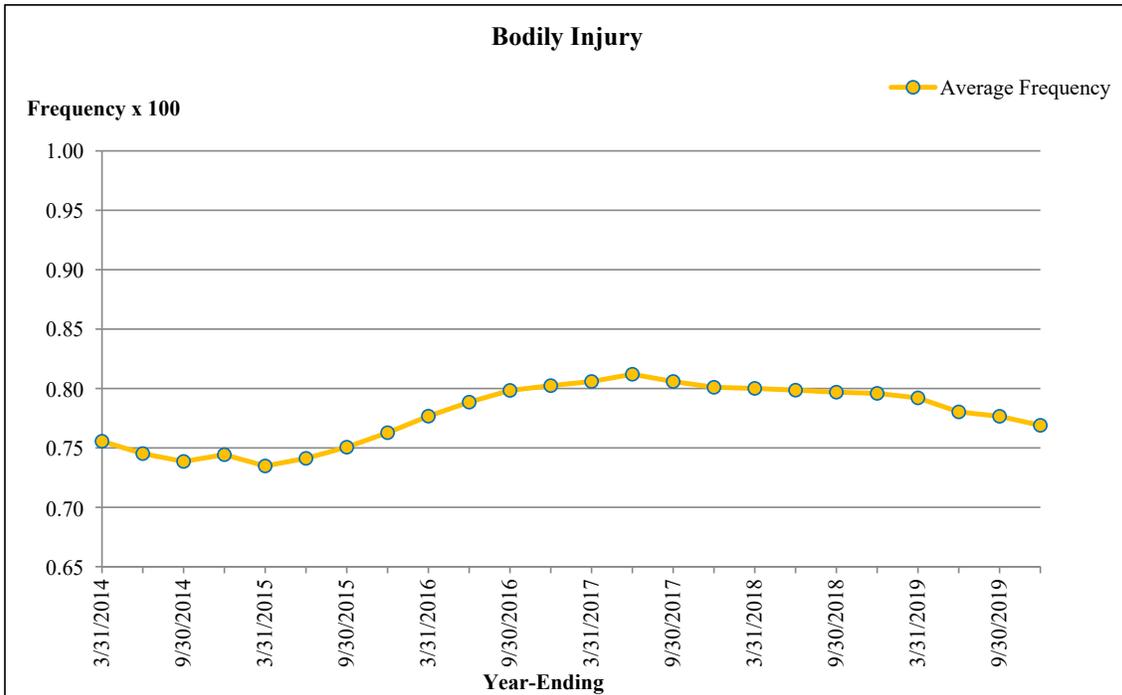
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

& CHANGE BASED ON YEAR ENDING 3/31/2015 divided by 3/31/2014

INSURANCE SERVICES OFFICE, INC.

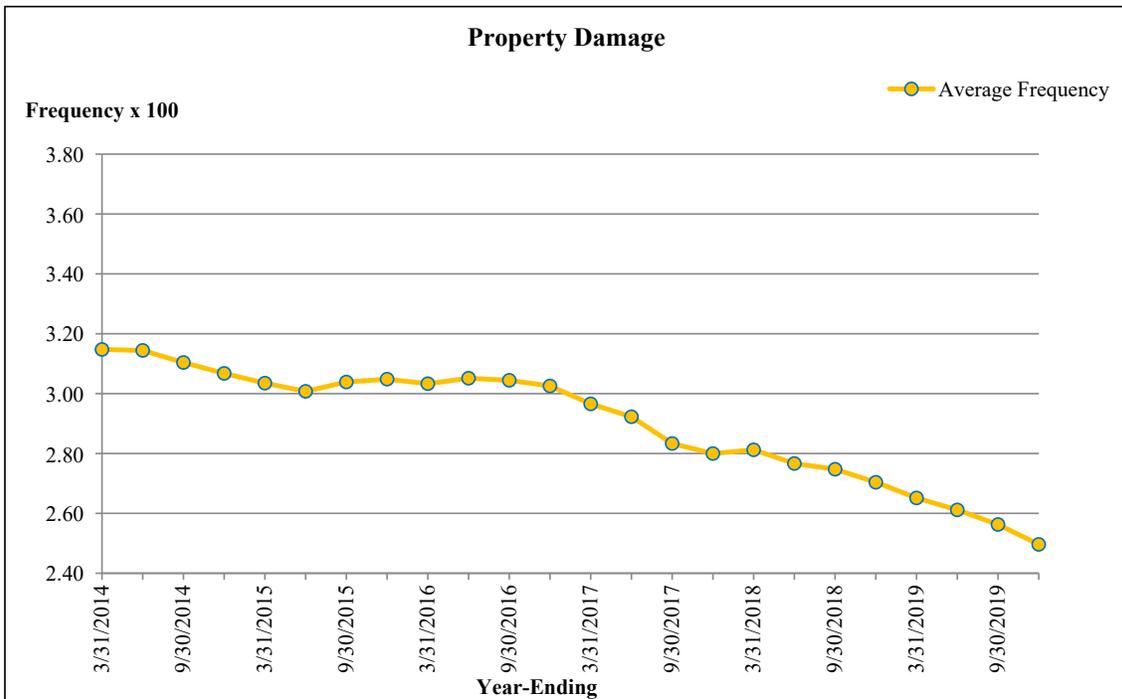
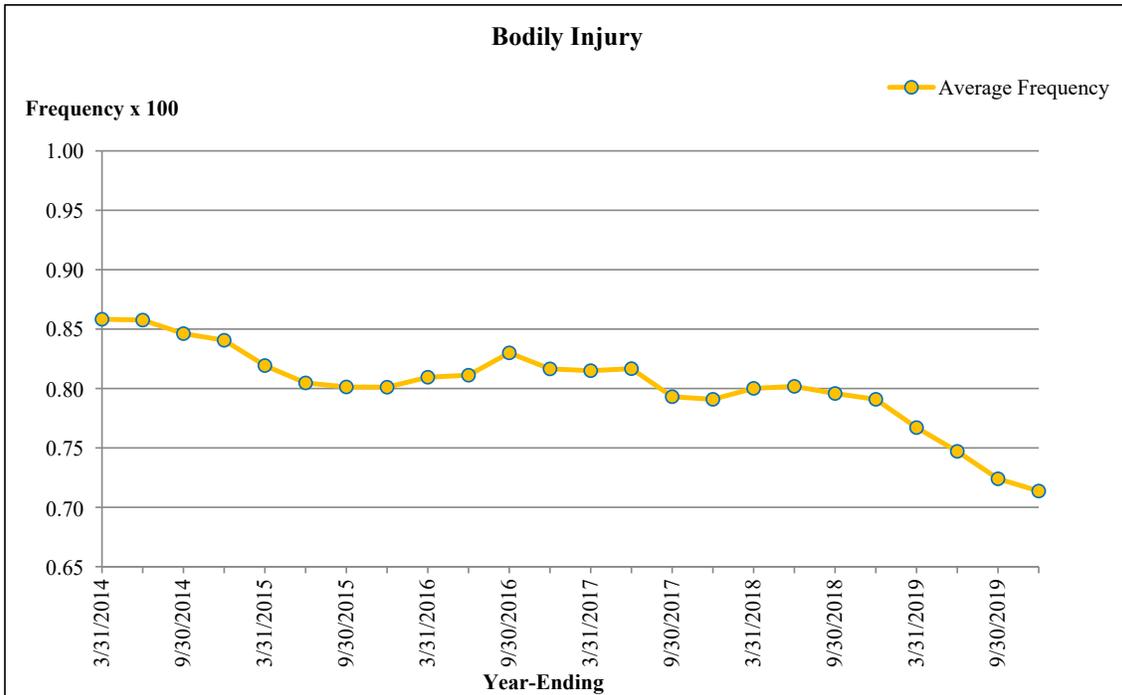
Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Trucks, Tractors, and Trailers
 Multistate*



*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: | \$500 Deductible | | \$1,000 Deductible | | \$2,000 Deductible | |
|--------------|------------------|----------|--------------------|----------|--------------------|----------|
| | Actual | Change** | Actual | Change** | Actual | Change** |
| 6/30/2015 | 1.37 | | 0.89 | | 0.67 | |
| 12/31/2015 | 1.36 | | 0.89 | | 0.68 | |
| 6/30/2016 | 1.35 | | 0.91 | | 0.69 | |
| 12/31/2016 | 1.35 | -0.7% | 0.89 | 0.0% | 0.67 | -1.5% |
| 6/30/2017 | 1.34 | | 0.88 | | 0.67 | |
| 12/31/2017 | 1.37 | 1.5% | 0.90 | 1.1% | 0.70 | 4.5% |
| 6/30/2018 | 1.44 | | 0.94 | | 0.71 | |
| 12/31/2018 | 1.51 | 10.2% | 0.96 | 6.7% | 0.73 | 4.3% |
| 6/30/2019 | 1.56 | | 0.99 | | 0.74 | |
| 12/31/2019 | 1.57 | 4.0% | 0.98 | 2.1% | 0.73 | 0.0% |

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

| Deductible: | Percent of Losses |
|-------------|-------------------|
| Full | 0.4% |
| \$50 | 0.5% |
| \$100 | 2.0% |
| \$200 | 0.1% |
| \$250 | 7.9% |
| \$500 | 30.4% |
| \$1,000 | 48.9% |
| \$2,000 | 6.0% |
| \$3,000 | 1.3% |
| \$5,000 | 2.5% |

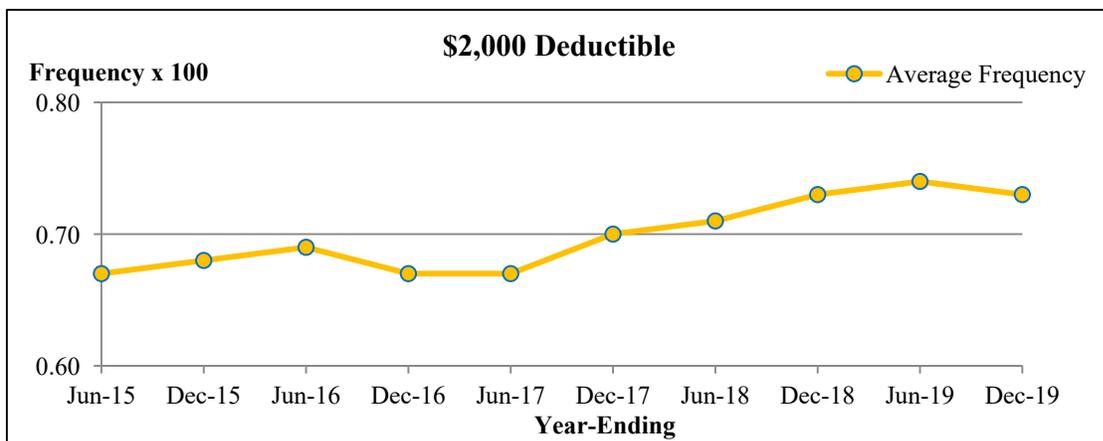
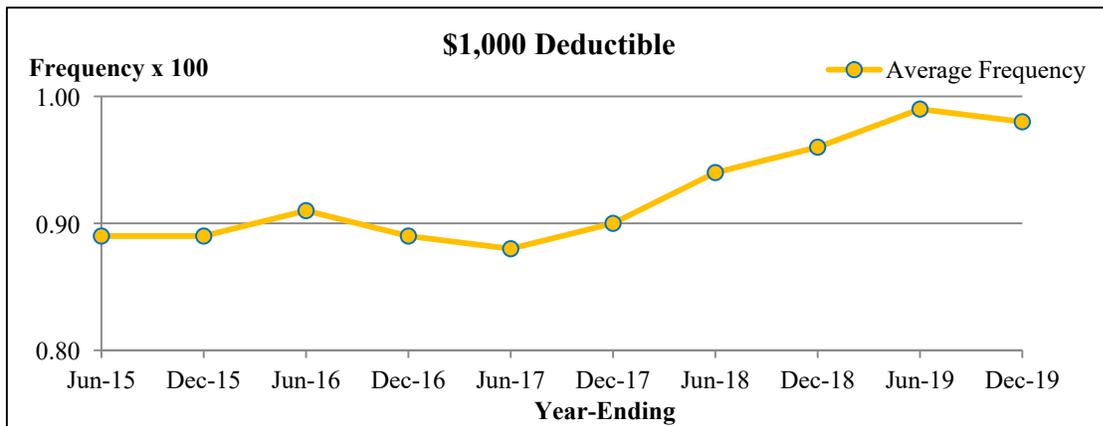
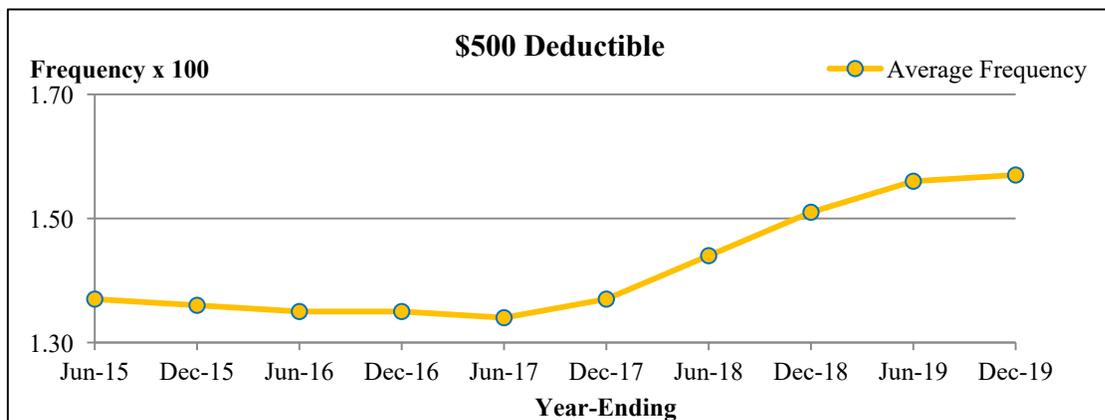
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 3.8% 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: | \$500 Deductible | \$1,000 Deductible | \$2,000 Deductible |
|--------------|------------------|--------------------|--------------------|
| 6/30/2015 | 5,076.44 | 7,532.05 | 8,707.12 |
| 12/31/2015 | 5,272.49 | 7,709.49 | 8,947.30 |
| 6/30/2016 | 5,450.55 | 8,009.62 | 9,306.67 |
| 12/31/2016 | 5,483.80 | 8,268.04 | 9,605.98 |
| 6/30/2017 | 5,787.28 | 8,569.40 | 9,872.92 |
| 12/31/2017 | 6,235.36 | 8,995.37 | 10,248.73 |
| 6/30/2018 | 6,324.83 | 9,271.77 | 10,648.45 |
| 12/31/2018 | 6,359.33 | 9,412.12 | 10,973.58 |
| 6/30/2019 | 6,401.47 | 9,633.34 | 11,435.65 |
| 12/31/2019 | 6,538.78 | 10,155.97 | 12,095.88 |

Average Annual Change Using Exponential Fits:

| | | | |
|---------------|------|------|------|
| 10 point fit: | 6.1% | 6.8% | 7.3% |
| 8 point fit: | 5.7% | 6.7% | 7.6% |
| 6 point fit: | 4.0% | 6.3% | 8.2% |

| | |
|------------------------------|------|
| 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*
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** |
| 6/30/2015 | 2.20 | | 1.92 | | 1.56 | |
| 12/31/2015 | 2.20 | | 1.94 | | 1.58 | |
| 6/30/2016 | 2.19 | | 1.94 | | 1.59 | |
| 12/31/2016 | 2.27 | 3.2% | 2.01 | 3.6% | 1.64 | 3.8% |
| 6/30/2017 | 2.29 | | 2.00 | | 1.63 | |
| 12/31/2017 | 2.23 | -1.8% | 1.95 | -3.0% | 1.61 | -1.8% |
| 6/30/2018 | 2.25 | | 2.00 | | 1.65 | |
| 12/31/2018 | 2.27 | 1.8% | 2.02 | 3.6% | 1.67 | 3.7% |
| 6/30/2019 | 2.27 | | 2.02 | | 1.66 | |
| 12/31/2019 | 2.24 | -1.3% | 2.00 | -1.0% | 1.66 | -0.6% |

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

| Deductible: | Percent of Losses |
|-------------|-------------------|
| \$100 | 0.2% |
| \$200 | 0.0% |
| \$250 | 1.1% |
| \$500 | 29.5% |
| \$1,000 | 56.5% |
| \$2,000 | 6.7% |
| \$3,000 | 1.6% |
| \$5,000 | 4.3% |

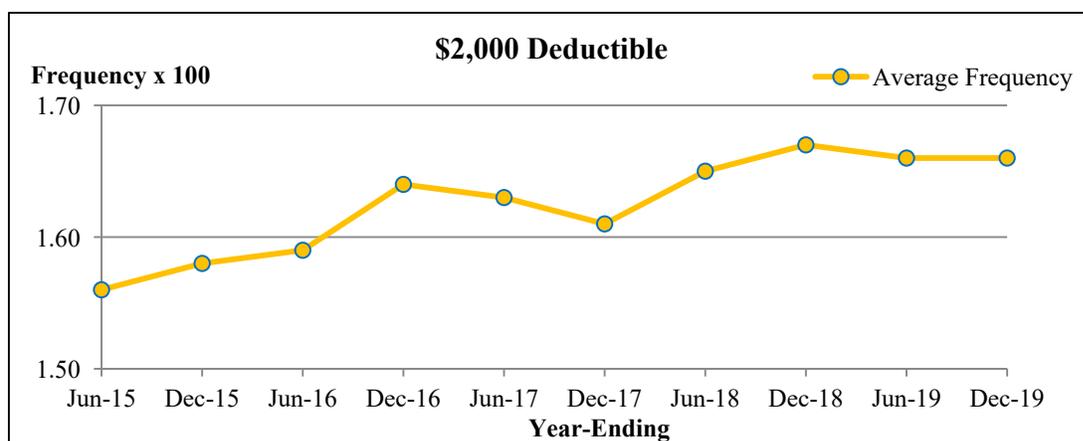
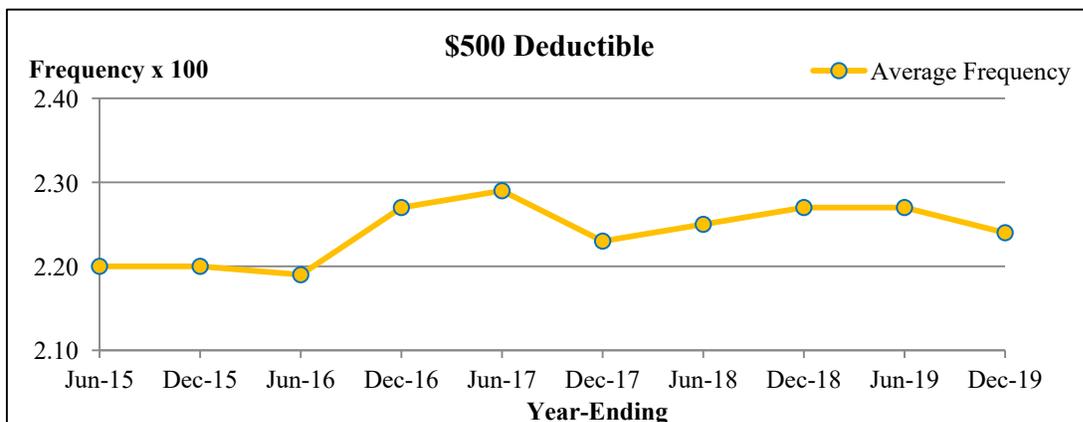
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 5.9% 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 |
|--------------|------------------|--------------------|--------------------|
| 6/30/2015 | 8,862.30 | 10,564.77 | 11,518.43 |
| 12/31/2015 | 9,057.50 | 10,765.23 | 11,717.35 |
| 6/30/2016 | 9,361.60 | 11,038.30 | 12,015.56 |
| 12/31/2016 | 9,478.76 | 11,244.83 | 12,263.51 |
| 6/30/2017 | 9,512.51 | 11,241.60 | 12,242.09 |
| 12/31/2017 | 9,772.52 | 11,363.42 | 12,369.71 |
| 6/30/2018 | 9,970.83 | 11,632.86 | 12,696.43 |
| 12/31/2018 | 10,215.67 | 11,882.15 | 12,917.15 |
| 6/30/2019 | 10,552.00 | 12,242.16 | 13,342.68 |
| 12/31/2019 | 10,786.27 | 12,498.53 | 13,579.19 |

Average Annual Change Using Exponential Fits:

| | | | |
|---------------|------|------|------|
| 10 point fit: | 4.3% | 3.6% | 3.5% |
| 8 point fit: | 4.3% | 3.6% | 3.6% |
| 6 point fit: | 5.2% | 4.5% | 4.5% |

| | |
|------------------------------|------|
| 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: | \$500 Deductible | | \$1,000 Deductible | | \$2,000 Deductible | |
|--------------|------------------|----------|--------------------|----------|--------------------|----------|
| | Actual | Change** | Actual | Change** | Actual | Change** |
| 6/30/2015 | 3.08 | | 1.90 | | 1.26 | |
| 12/31/2015 | 3.14 | | 1.95 | | 1.29 | |
| 6/30/2016 | 3.20 | | 1.99 | | 1.31 | |
| 12/31/2016 | 3.09 | -1.6% | 1.92 | -1.5% | 1.27 | -1.6% |
| 6/30/2017 | 2.97 | | 1.87 | | 1.24 | |
| 12/31/2017 | 3.01 | -2.6% | 1.92 | 0.0% | 1.28 | 0.8% |
| 6/30/2018 | 3.15 | | 1.99 | | 1.31 | |
| 12/31/2018 | 3.31 | 10.0% | 2.05 | 6.8% | 1.33 | 3.9% |
| 6/30/2019 | 3.49 | | 2.18 | | 1.39 | |
| 12/31/2019 | 3.50 | 5.7% | 2.19 | 6.8% | 1.38 | 3.8% |

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

| Deductible: | Percent of Losses |
|-------------|-------------------|
| Full | 0.3% |
| \$50 | 0.5% |
| \$100 | 2.9% |
| \$200 | 0.5% |
| \$250 | 11.2% |
| \$500 | 38.4% |
| \$1,000 | 43.0% |
| \$2,000 | 2.2% |
| \$3,000 | 0.5% |
| \$5,000 | 0.5% |

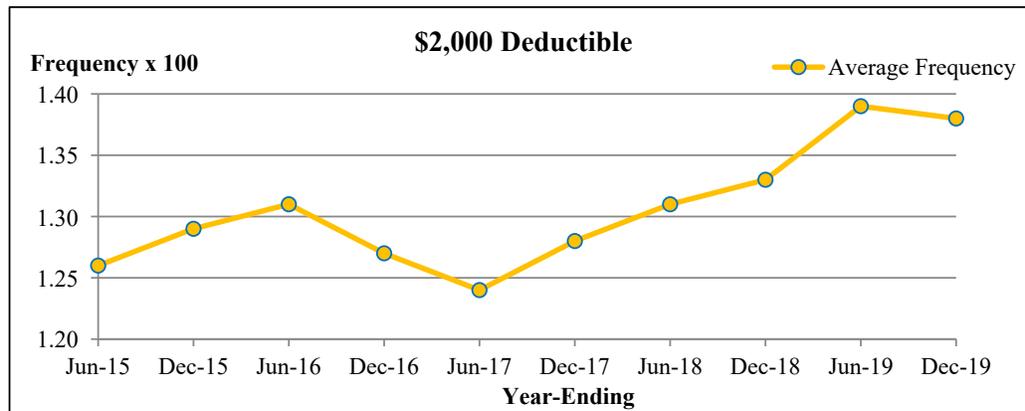
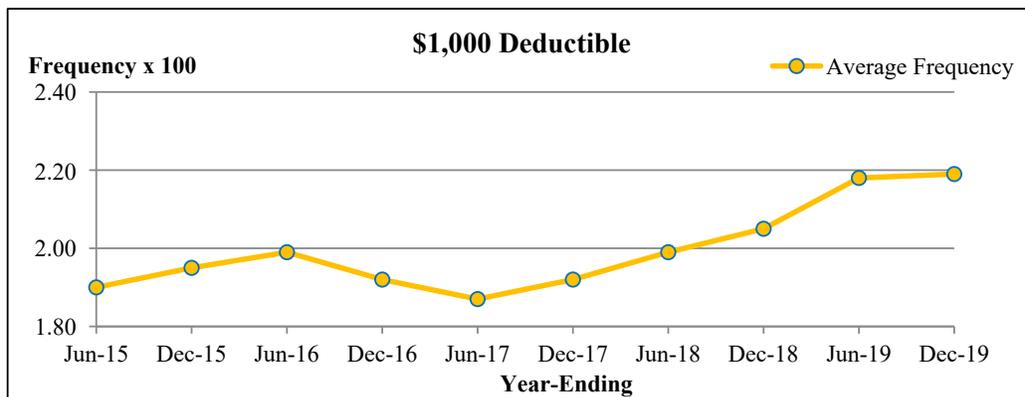
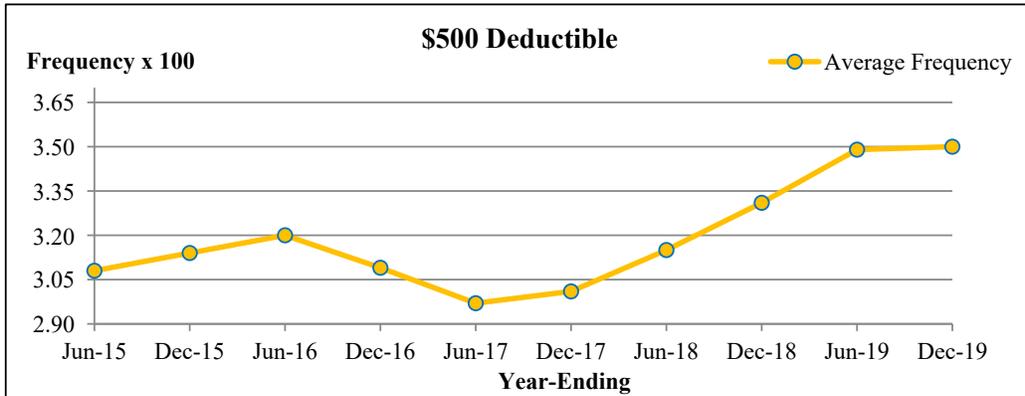
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 1.0% 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: | \$500 Deductible | \$1,000 Deductible | \$2,000 Deductible |
|--------------|------------------|--------------------|--------------------|
| 6/30/2015 | 2,016.05 | 2,736.61 | 3,243.99 |
| 12/31/2015 | 2,081.90 | 2,750.42 | 3,257.00 |
| 6/30/2016 | 2,171.02 | 2,875.98 | 3,444.78 |
| 12/31/2016 | 2,220.40 | 2,926.16 | 3,519.31 |
| 6/30/2017 | 2,287.96 | 2,984.63 | 3,564.24 |
| 12/31/2017 | 2,413.03 | 3,224.05 | 3,845.34 |
| 6/30/2018 | 2,469.93 | 3,334.92 | 4,009.63 |
| 12/31/2018 | 2,512.11 | 3,395.49 | 4,117.78 |
| 6/30/2019 | 2,557.21 | 3,526.52 | 4,305.32 |
| 12/31/2019 | 2,605.73 | 3,664.28 | 4,458.51 |

Average Annual Change Using Exponential Fits:

| | | | |
|---------------|------|------|------|
| 10 point fit: | 6.1% | 7.1% | 7.8% |
| 8 point fit: | 5.6% | 7.5% | 8.1% |
| 6 point fit: | 4.9% | 7.8% | 8.9% |

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

* Multistate data excludes Massachusetts

** Selected trends are also used for Auto Dealers and Garagekeepers physical damage coverages.

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** |
| 6/30/2015 | 5.07 | | 4.26 | | 3.12 | |
| 12/31/2015 | 5.07 | | 4.30 | | 3.18 | |
| 6/30/2016 | 5.01 | | 4.30 | | 3.19 | |
| 12/31/2016 | 5.09 | 0.4% | 4.36 | 1.4% | 3.25 | 2.2% |
| 6/30/2017 | 5.09 | | 4.33 | | 3.24 | |
| 12/31/2017 | 5.00 | -1.8% | 4.23 | -3.0% | 3.18 | -2.2% |
| 6/30/2018 | 5.00 | | 4.30 | | 3.25 | |
| 12/31/2018 | 4.95 | -1.0% | 4.32 | 2.1% | 3.30 | 3.8% |
| 6/30/2019 | 4.89 | | 4.31 | | 3.33 | |
| 12/31/2019 | 4.80 | -3.0% | 4.31 | -0.2% | 3.35 | 1.5% |

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

| Deductible: | Percent of Losses |
|-------------|-------------------|
| \$100 | 0.1% |
| \$200 | 0.1% |
| \$250 | 1.6% |
| \$500 | 39.2% |
| \$1,000 | 55.6% |
| \$2,000 | 2.1% |
| \$3,000 | 0.4% |
| \$5,000 | 0.8% |

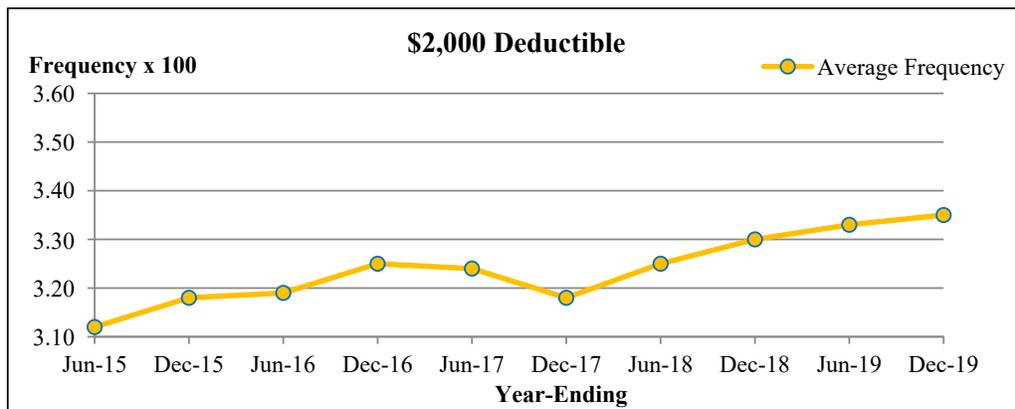
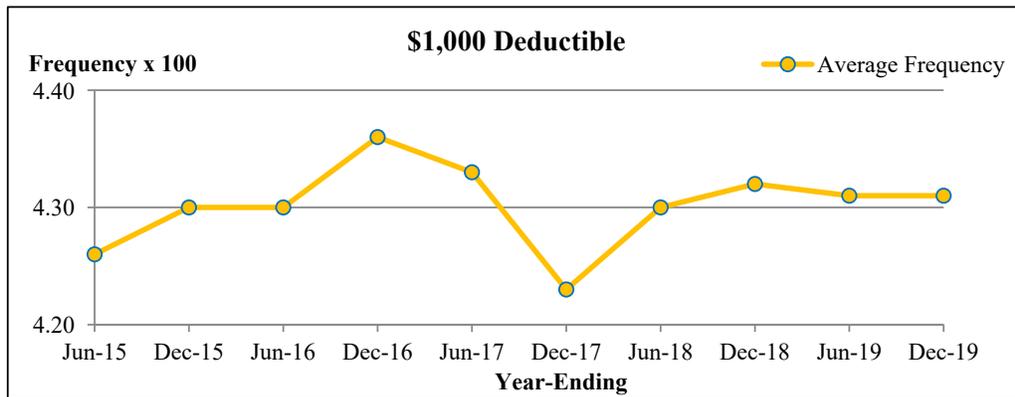
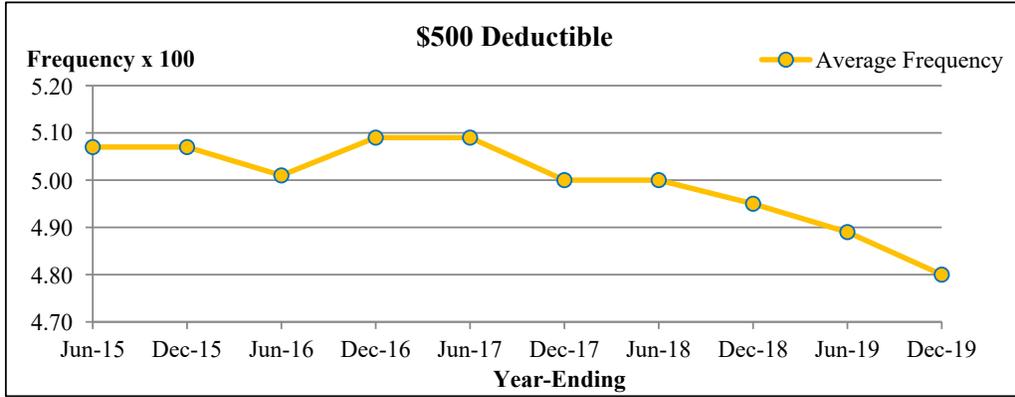
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 1.2% 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 |
|--------------|------------------|--------------------|--------------------|
| 6/30/2015 | 5,475.06 | 5,874.44 | 6,449.74 |
| 12/31/2015 | 5,540.19 | 5,993.39 | 6,522.19 |
| 6/30/2016 | 5,693.47 | 6,088.24 | 6,626.35 |
| 12/31/2016 | 5,808.24 | 6,142.87 | 6,695.01 |
| 6/30/2017 | 5,742.39 | 6,133.26 | 6,665.04 |
| 12/31/2017 | 5,790.57 | 6,264.81 | 6,796.90 |
| 6/30/2018 | 6,090.90 | 6,439.90 | 6,961.81 |
| 12/31/2018 | 6,163.04 | 6,495.28 | 6,988.58 |
| 6/30/2019 | 6,285.53 | 6,674.32 | 7,141.91 |
| 12/31/2019 | 6,755.43 | 7,127.67 | 7,603.90 |

Average Annual Change Using Exponential Fits:

| | | | |
|---------------|------|------|------|
| 10 point fit: | 4.1% | 3.7% | 3.1% |
| 8 point fit: | 4.5% | 4.2% | 3.5% |
| 6 point fit: | 6.3% | 5.6% | 4.7% |

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

* Multistate data excludes Massachusetts

** Selected trends are also used for Auto Dealers and Garagekeepers physical damage coverages.

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
TRUCKS, TRACTORS & TRAILERS
PHYSICAL DAMAGE
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

| YEAR ENDING | OTHER THAN COLLISION | COLLISION |
|----------------|----------------------|-----------|
| 6/30/2015 | 1.249 | 1.393 |
| 12/31/2015 | 1.255 | 1.403 |
| 6/30/2016 | 1.261 | 1.413 |
| 12/31/2016 | 1.266 | 1.423 |
| 6/30/2017 | 1.273 | 1.435 |
| 12/31/2017 | 1.279 | 1.446 |
| 6/30/2018 | 1.284 | 1.456 |
| 12/31/2018 | 1.289 | 1.466 |
| 6/30/2019 | 1.297 | 1.479 |
| 12/31/2019 | 1.303 | 1.488 |

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

| | | |
|---|------|------|
| 9 POINTS | 0.9% | 1.5% |
| 7 POINTS | 0.9% | 1.5% |
| 5 POINTS | 1.0% | 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 |
|----------------|----------------------|-----------|
| 6/30/2015 | 1.328 | 1.162 |
| 12/31/2015 | 1.334 | 1.166 |
| 6/30/2016 | 1.342 | 1.170 |
| 12/31/2016 | 1.349 | 1.174 |
| 6/30/2017 | 1.356 | 1.177 |
| 12/31/2017 | 1.362 | 1.181 |
| 6/30/2018 | 1.367 | 1.184 |
| 12/31/2018 | 1.374 | 1.187 |
| 6/30/2019 | 1.381 | 1.190 |
| 12/31/2019 | 1.388 | 1.194 |

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

| | | |
|---|------|------|
| 9 POINTS | 1.0% | 0.6% |
| 7 POINTS | 0.9% | 0.6% |
| 5 POINTS | 1.0% | 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.

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

| Accident Year Ending | \$100,000 Basic Limit | | | Loss Development Factors | | |
|------------------------------------|-----------------------|-----------|-----------|--------------------------|--------------------|-------|
| | 15 Months | 27 Months | 39 Months | 15 to 27 Months | 27 to 39 Months | |
| 12/31/2008 | 4,941,325 | 6,295,406 | 6,696,109 | 1.274 | 1.064 | |
| 12/31/2009 | 4,359,377 | 5,366,541 | 6,036,493 | 1.231 | 1.125 | |
| 12/31/2010 | 4,290,518 | 5,652,451 | 5,841,238 | 1.317 | 1.033 | |
| 12/31/2011 | 4,433,636 | 5,199,601 | 6,119,671 | 1.173 | 1.177 | |
| 12/31/2012 | 4,444,636 | 5,955,567 | 6,291,916 | 1.340 | 1.056 | |
| 12/31/2013 | 5,268,769 | 6,001,805 | 6,229,441 | 1.139 | 1.038 | |
| 12/31/2014 | 5,136,132 | 5,471,380 | 6,136,647 | 1.065 | 1.122 | |
| 12/31/2015 | 5,117,518 | 5,514,948 | 5,906,025 | 1.078 | 1.071 | |
| 12/31/2016 | 5,857,144 | 6,906,917 | 7,433,867 | 1.179 | 1.076 | |
| 12/31/2017 | 4,191,368 | 5,134,877 | 5,799,223 | 1.225 | 1.129 | |
| 12/31/2018 | 4,307,425 | 5,455,229 | | 1.266 | | |
| 12/31/2019 | 4,449,444 | | | | | |
| (1) Average Factor (Best 3 of 5) : | | | | (A) State | 1.161 | 1.090 |
| | | | | (B) Multistate | 1.416 | 1.155 |
| (2) Credibility | | | | | 0.940 | 0.850 |
| (3) Credibility Weighted Factors | | | | | 1.176 | 1.100 |

Property Damage

| Accident Year Ending | \$100,000 Basic Limit | | | Loss Development Factors | | |
|------------------------------------|-----------------------|-----------|-----------|--------------------------|--------------------|-------|
| | 15 Months | 27 Months | 39 Months | 15 to 27 Months | 27 to 39 Months | |
| 12/31/2008 | 6,818,623 | 6,796,325 | 6,842,495 | 0.997 | 1.007 | |
| 12/31/2009 | 6,188,732 | 6,186,161 | 6,247,269 | 1.000 | 1.010 | |
| 12/31/2010 | 6,326,474 | 6,602,855 | 6,706,227 | 1.044 | 1.016 | |
| 12/31/2011 | 7,255,748 | 7,258,579 | 7,273,604 | 1.000 | 1.002 | |
| 12/31/2012 | 6,245,474 | 6,564,613 | 6,553,332 | 1.051 | 0.998 | |
| 12/31/2013 | 7,588,812 | 7,952,834 | 7,800,184 | 1.048 | 0.981 | |
| 12/31/2014 | 6,994,406 | 7,203,854 | 7,183,192 | 1.030 | 0.997 | |
| 12/31/2015 | 7,293,260 | 7,570,952 | 7,654,931 | 1.038 | 1.011 | |
| 12/31/2016 | 8,425,284 | 8,906,853 | 8,891,500 | 1.057 | 0.998 | |
| 12/31/2017 | 7,352,062 | 7,578,568 | 7,588,842 | 1.031 | 1.001 | |
| 12/31/2018 | 8,305,750 | 8,531,925 | | 1.027 | | |
| 12/31/2019 | 8,825,174 | | | | | |
| (1) Average Factor (Best 3 of 5) : | | | | (A) State | 1.033 | 0.999 |
| | | | | (B) Multistate | 1.048 | 1.010 |
| (2) Credibility | | | | | 0.940 | 0.000 |
| (3) Credibility Weighted Factors | | | | | 1.034 | 1.010 |

Summary of Factors

| | Bodily Injury | Property Damage |
|-------------------|------------------|--------------------|
| 39 to Ultimate ** | 1.082 | 1.004 |
| 27 to Ultimate | 1.190 | 1.014 |
| 15 to Ultimate | 1.399 | 1.048 |

** Multistate factors

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Trucks, Tractors and Trailers - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| Accident Year Ending | \$100,000 Basic Limit | | | | |
|----------------------------|-----------------------|-------------|-------------|-------------|-------------|
| | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
| 12/31/2008 | 135,782,557 | 180,245,473 | 200,056,462 | 209,029,377 | 211,603,839 |
| 12/31/2009 | 125,026,699 | 163,136,108 | 182,736,262 | 191,318,046 | 194,545,050 |
| 12/31/2010 | 134,332,199 | 179,588,913 | 201,824,087 | 212,261,682 | 215,974,735 |
| 12/31/2011 | 145,126,002 | 191,695,916 | 216,103,871 | 229,389,324 | 231,967,585 |
| 12/31/2012 | 138,820,172 | 192,650,846 | 221,107,251 | 230,903,644 | 233,378,465 |
| 12/31/2013 | 148,170,217 | 203,573,644 | 233,313,258 | 250,277,353 | 255,163,720 |
| 12/31/2014 | 154,781,477 | 214,519,461 | 249,320,241 | 262,657,181 | 267,369,370 |
| 12/31/2015 | 160,490,054 | 237,350,692 | 272,533,242 | 287,993,629 | 293,547,390 |
| 12/31/2016 | 179,287,258 | 253,365,088 | 295,261,536 | 311,384,936 | |
| 12/31/2017 | 184,522,647 | 260,936,852 | 301,441,417 | | |
| 12/31/2018 | 202,495,103 | 288,039,245 | | | |
| 12/31/2019 | 206,972,931 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.327 | 1.110 | 1.045 | 1.012 |
| 12/31/2009 | 1.305 | 1.120 | 1.047 | 1.017 |
| 12/31/2010 | 1.337 | 1.124 | 1.052 | 1.017 |
| 12/31/2011 | 1.321 | 1.127 | 1.061 | 1.011 |
| 12/31/2012 | 1.388 | 1.148 | 1.044 | 1.011 |
| 12/31/2013 | 1.374 | 1.146 | 1.073 | 1.020 |
| 12/31/2014 | 1.386 | 1.162 | 1.053 | 1.018 |
| 12/31/2015 | 1.479 | 1.148 | 1.057 | 1.019 |
| 12/31/2016 | 1.413 | 1.165 | 1.055 | |
| 12/31/2017 | 1.414 | 1.155 | | |
| 12/31/2018 | 1.422 | | | |
| Average Factor: (Best 3 of 5) | 1.416 | 1.155 | 1.055 | 1.016 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.009 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.025 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.082 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.249 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.769 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Trucks, Tractors and Trailers - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| Accident Year Ending | \$100,000 Basic Limit | | | | |
|----------------------------|-----------------------|-------------|-------------|-------------|-------------|
| | 75 Months | 87 Months | 99 Months | 111 Months | 123 Months |
| 12/31/2008 | 213,277,059 | 214,135,080 | 214,312,331 | 214,439,733 | 214,322,938 |
| 12/31/2009 | 195,732,453 | 195,443,626 | 195,426,972 | 195,426,290 | 195,382,006 |
| 12/31/2010 | 215,714,175 | 216,550,160 | 216,833,633 | 216,940,750 | 217,095,946 |
| 12/31/2011 | 233,504,037 | 233,530,729 | 234,191,602 | 234,259,300 | |
| 12/31/2012 | 234,199,132 | 235,027,640 | 235,230,314 | | |
| 12/31/2013 | 256,917,452 | 257,120,254 | | | |
| 12/31/2014 | 269,691,718 | | | | |

Ratios

| Accident Year Ending | 75:63 | 87:75 | 99:87 | 111:99 | 123:111 |
|------------------------------------|-------|-------|-------|--------|---------|
| 12/31/2008 | 1.008 | 1.004 | 1.001 | 1.001 | 0.999 |
| 12/31/2009 | 1.006 | 0.999 | 1.000 | 1.000 | 1.000 |
| 12/31/2010 | 0.999 | 1.004 | 1.001 | 1.000 | 1.001 |
| 12/31/2011 | 1.007 | 1.000 | 1.003 | 1.000 | |
| 12/31/2012 | 1.004 | 1.004 | 1.001 | | |
| 12/31/2013 | 1.007 | 1.001 | | | |
| 12/31/2014 | 1.009 | | | | |
| Average Factor: (Best 3 of 5) | 1.006 | 1.002 | 1.001 | 1.000 | 1.000 |

Summary of Factors

| | | | |
|-------------|--|---|-------|
| 123 to Ult: | (1.000) | = | 1.000 |
| 111 to Ult: | (123:111) (123:Ult) | = | 1.000 |
| 99 to Ult: | (111:99) (123:111) (123:Ult) | = | 1.000 |
| 87 to Ult: | (99:87) (111:99) (123:111) (123:Ult) | = | 1.001 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 1.003 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | \$100,000 Basic Limit | | | | |
|----------------------------|-----------------------|-------------|-------------|-------------|-------------|
| | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
| 12/31/2008 | 442,863,517 | 454,148,393 | 456,785,870 | 457,071,901 | 457,721,999 |
| 12/31/2009 | 377,823,353 | 387,012,381 | 389,427,700 | 390,015,501 | 389,638,573 |
| 12/31/2010 | 394,936,519 | 407,403,514 | 410,487,087 | 411,281,668 | 411,190,688 |
| 12/31/2011 | 433,809,100 | 446,838,225 | 449,962,956 | 451,224,490 | 451,758,614 |
| 12/31/2012 | 431,309,571 | 445,801,843 | 449,175,252 | 450,057,234 | 450,625,393 |
| 12/31/2013 | 453,220,167 | 469,177,052 | 474,389,914 | 475,494,421 | 475,923,442 |
| 12/31/2014 | 480,257,196 | 501,136,588 | 504,922,017 | 506,211,744 | 507,109,061 |
| 12/31/2015 | 513,922,627 | 538,172,111 | 542,805,152 | 544,041,708 | 545,194,618 |
| 12/31/2016 | 541,122,809 | 565,007,903 | 571,198,187 | 573,473,790 | |
| 12/31/2017 | 549,140,875 | 578,569,841 | 583,985,956 | | |
| 12/31/2018 | 600,510,036 | 635,497,190 | | | |
| 12/31/2019 | 619,271,041 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.025 | 1.006 | 1.001 | 1.001 |
| 12/31/2009 | 1.024 | 1.006 | 1.002 | 0.999 |
| 12/31/2010 | 1.032 | 1.008 | 1.002 | 1.000 |
| 12/31/2011 | 1.030 | 1.007 | 1.003 | 1.001 |
| 12/31/2012 | 1.034 | 1.008 | 1.002 | 1.001 |
| 12/31/2013 | 1.035 | 1.011 | 1.002 | 1.001 |
| 12/31/2014 | 1.043 | 1.008 | 1.003 | 1.002 |
| 12/31/2015 | 1.047 | 1.009 | 1.002 | 1.002 |
| 12/31/2016 | 1.044 | 1.011 | 1.004 | |
| 12/31/2017 | 1.054 | 1.009 | | |
| 12/31/2018 | 1.058 | | | |
| Average Factor: (Best 3 of 5) | 1.048 | 1.010 | 1.002 | 1.001 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.001 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.002 |
| 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) = | 1.014 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.063 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | \$100,000 Basic Limit | | | |
|----------------------------|-----------------------|------------------|------------------|-------------------|
| | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> |
| 12/31/2008 | 457,651,402 | 457,690,456 | 457,747,461 | 457,631,665 |
| 12/31/2009 | 389,701,746 | 389,737,640 | 389,964,831 | 390,049,377 |
| 12/31/2010 | 411,896,352 | 412,006,087 | 411,991,016 | 411,985,242 |
| 12/31/2011 | 452,045,022 | 452,024,880 | 452,101,753 | 452,170,803 |
| 12/31/2012 | 451,093,875 | 451,404,549 | 451,463,329 | |
| 12/31/2013 | 476,034,692 | 476,240,765 | | |
| 12/31/2014 | 507,187,090 | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> |
|------------------------------------|--------------|--------------|--------------|---------------|
| 12/31/2008 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 1.000 | 1.000 | 1.001 | 1.000 |
| 12/31/2010 | 1.002 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.001 | 1.000 | 1.000 | 1.000 |
| 12/31/2012 | 1.001 | 1.001 | 1.000 | |
| 12/31/2013 | 1.000 | 1.000 | | |
| 12/31/2014 | 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.

MINNESOTA
 No-Fault Insurance - Trucks, Tractors and Trailers (A)
 Loss Development

| Accident Year | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
|---------------|-----------|-----------|-----------|-----------|-----------|
| 03/31/2011 | 1,010,939 | 973,551 | 970,258 | 978,883 | 996,861 |
| 03/31/2012 | 1,011,002 | 960,296 | 926,966 | 925,979 | 931,624 |
| 03/31/2013 | 812,231 | 738,436 | 784,053 | 844,364 | 836,457 |
| 03/31/2014 | 1,070,140 | 1,051,123 | 1,048,447 | 1,040,056 | 1,051,142 |
| 03/31/2015 | 580,325 | 624,960 | 676,914 | 689,109 | 689,109 |
| 03/31/2016 | 1,033,955 | 1,075,299 | 1,059,894 | 1,110,063 | 1,107,451 |
| 03/31/2017 | 769,062 | 887,175 | 818,310 | 759,972 | |
| 03/31/2018 | 675,946 | 676,558 | 669,433 | | |
| 03/31/2019 | 939,056 | 1,035,542 | | | |
| 03/31/2020 | 569,109 | | | | |

Ratios

| Accident Year | 27:15 | 39:27 | 51:39 | 63:51 |
|---------------|-------|-------|-------|-------|
| 03/31/2011 | 0.963 | 0.997 | 1.009 | 1.018 |
| 03/31/2012 | 0.950 | 0.965 | 0.999 | 1.006 |
| 03/31/2013 | 0.909 | 1.062 | 1.077 | 0.991 |
| 03/31/2014 | 0.982 | 0.997 | 0.992 | 1.011 |
| 03/31/2015 | 1.077 | 1.083 | 1.018 | 1.000 |
| 03/31/2016 | 1.040 | 0.986 | 1.047 | 0.998 |
| 03/31/2017 | 1.154 | 0.922 | 0.929 | |
| 03/31/2018 | 1.001 | 0.989 | | |
| 03/31/2019 | 1.103 | | | |

| | | | | |
|-----------------|-------|-------|-------|-------|
| Average Factor: | | | | |
| (Best 3 of 5) | 1.073 | 0.991 | 1.019 | 1.001 |
| (Latest 3) | 1.086 | 0.966 | 0.998 | 1.003 |
| (Latest 5) | 1.075 | 0.995 | 1.013 | 1.001 |

| | | | | |
|------------------|-------|-------|-------|-------|
| Selected Factor: | 1.073 | 0.991 | 1.019 | 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) = | 1.020 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.011 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.085 |

(A) Includes Basic Benefits Losses.

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | \$100,000 Basic Limit | | | Loss Development Factors | | |
|------------------------------------|-----------------------|-----------|-----------|--------------------------|-----------------|-------|
| | 15 Months | 27 Months | 39 Months | 15 to 27 Months | 27 to 39 Months | |
| 12/31/2008 | 1,357,012 | 1,571,811 | 1,550,198 | 1.158 | 0.986 | |
| 12/31/2009 | 1,838,986 | 2,016,746 | 2,258,419 | 1.097 | 1.120 | |
| 12/31/2010 | 858,673 | 1,322,504 | 1,503,046 | 1.540 | 1.137 | |
| 12/31/2011 | 809,123 | 786,748 | 866,968 | 0.972 | 1.102 | |
| 12/31/2012 | 674,047 | 1,017,728 | 1,331,748 | 1.510 | 1.309 | |
| 12/31/2013 | 826,468 | 1,192,340 | 1,235,742 | 1.443 | 1.036 | |
| 12/31/2014 | 656,199 | 672,660 | 766,078 | 1.025 | 1.139 | |
| 12/31/2015 | 1,002,610 | 927,727 | 1,067,879 | 0.925 | 1.151 | |
| 12/31/2016 | 1,275,788 | 1,214,200 | 1,247,967 | 0.952 | 1.028 | |
| 12/31/2017 | 720,155 | 929,979 | 1,197,044 | 1.291 | 1.287 | |
| 12/31/2018 | 818,397 | 864,591 | | 1.056 | | |
| 12/31/2019 | 956,318 | | | | | |
| (1) Average Factor (Best 3 of 5) : | | | | (A) State | 1.011 | 1.109 |
| | | | | (B) Multistate | 1.426 | 1.156 |
| (2) Credibility | | | | | 0.800 | 0.640 |
| (3) Credibility Weighted Factors | | | | | 1.094 | 1.126 |

Property Damage

| Accident Year Ending | \$100,000 Basic Limit | | | Loss Development Factors | | |
|------------------------------------|-----------------------|-----------|-----------|--------------------------|-----------------|-------|
| | 15 Months | 27 Months | 39 Months | 15 to 27 Months | 27 to 39 Months | |
| 12/31/2008 | 1,686,553 | 1,701,153 | 1,717,863 | 1.009 | 1.010 | |
| 12/31/2009 | 1,348,057 | 1,350,378 | 1,352,198 | 1.002 | 1.001 | |
| 12/31/2010 | 1,261,140 | 1,339,157 | 1,346,878 | 1.062 | 1.006 | |
| 12/31/2011 | 1,421,087 | 1,429,480 | 1,430,339 | 1.006 | 1.001 | |
| 12/31/2012 | 1,327,769 | 1,342,643 | 1,358,120 | 1.011 | 1.012 | |
| 12/31/2013 | 1,364,839 | 1,444,231 | 1,445,058 | 1.058 | 1.001 | |
| 12/31/2014 | 1,202,989 | 1,214,220 | 1,214,220 | 1.009 | 1.000 | |
| 12/31/2015 | 1,269,626 | 1,393,024 | 1,393,761 | 1.097 | 1.001 | |
| 12/31/2016 | 1,203,977 | 1,250,503 | 1,251,599 | 1.039 | 1.001 | |
| 12/31/2017 | 1,038,755 | 1,162,075 | 1,172,769 | 1.119 | 1.009 | |
| 12/31/2018 | 1,399,470 | 1,431,445 | | 1.023 | | |
| 12/31/2019 | 1,172,659 | | | | | |
| (1) Average Factor (Best 3 of 5) : | | | | (A) State | 1.053 | 1.001 |
| | | | | (B) Multistate | 1.045 | 1.008 |
| (2) Credibility | | | | | 0.860 | 0.000 |
| (3) Credibility Weighted Factors | | | | | 1.052 | 1.008 |

Summary of Factors

| | Bodily Injury | Property Damage |
|-------------------|---------------|-----------------|
| 39 to Ultimate ** | 1.083 | 1.004 |
| 27 to Ultimate | 1.219 | 1.012 |
| 15 to Ultimate | 1.334 | 1.065 |

** Multistate factors

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Private Passenger Types - Bodily Injury
No Fault States
Incurred Losses and Expenses

| Accident Year Ending | \$100,000 Basic Limit | | | | |
|----------------------------|-----------------------|------------|------------|------------|------------|
| | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
| 12/31/2008 | 29,132,324 | 38,927,690 | 44,592,165 | 46,439,536 | 47,272,216 |
| 12/31/2009 | 28,980,006 | 40,644,951 | 46,195,141 | 48,248,900 | 48,351,591 |
| 12/31/2010 | 32,317,919 | 45,063,757 | 50,114,454 | 53,724,144 | 54,888,612 |
| 12/31/2011 | 32,768,220 | 46,926,902 | 52,552,267 | 54,780,151 | 55,864,048 |
| 12/31/2012 | 35,005,693 | 46,587,699 | 54,297,904 | 57,369,379 | 58,723,199 |
| 12/31/2013 | 34,533,720 | 48,759,341 | 55,216,801 | 60,222,904 | 61,571,525 |
| 12/31/2014 | 33,099,258 | 47,112,792 | 55,426,037 | 58,320,727 | 59,344,528 |
| 12/31/2015 | 31,018,487 | 45,255,097 | 51,518,316 | 54,695,388 | 56,022,649 |
| 12/31/2016 | 37,110,014 | 50,692,290 | 59,487,990 | 62,751,739 | |
| 12/31/2017 | 32,738,182 | 45,751,246 | 52,837,742 | | |
| 12/31/2018 | 30,200,136 | 44,611,922 | | | |
| 12/31/2019 | 30,714,041 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.336 | 1.146 | 1.041 | 1.018 |
| 12/31/2009 | 1.403 | 1.137 | 1.044 | 1.002 |
| 12/31/2010 | 1.394 | 1.112 | 1.072 | 1.022 |
| 12/31/2011 | 1.432 | 1.120 | 1.042 | 1.020 |
| 12/31/2012 | 1.331 | 1.165 | 1.057 | 1.024 |
| 12/31/2013 | 1.412 | 1.132 | 1.091 | 1.022 |
| 12/31/2014 | 1.423 | 1.176 | 1.052 | 1.018 |
| 12/31/2015 | 1.459 | 1.138 | 1.062 | 1.024 |
| 12/31/2016 | 1.366 | 1.174 | 1.055 | |
| 12/31/2017 | 1.397 | 1.155 | | |
| 12/31/2018 | 1.477 | | | |
| Average Factor: (Best 3 of 5) | 1.426 | 1.156 | 1.058 | 1.022 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.002 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.024 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.083 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.252 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.786 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Private Passenger Types - Bodily Injury
No Fault States
Incurred Losses and Expenses

| Accident Year Ending | \$100,000 Basic Limit | | | | |
|----------------------------|-----------------------|------------|------------|------------|------------|
| | 75 Months | 87 Months | 99 Months | 111 Months | 123 Months |
| 12/31/2008 | 47,447,103 | 47,869,971 | 47,835,837 | 47,778,571 | 47,783,692 |
| 12/31/2009 | 48,432,985 | 48,295,325 | 48,274,452 | 48,353,127 | 48,358,797 |
| 12/31/2010 | 55,316,496 | 55,375,663 | 55,290,333 | 55,368,145 | 55,314,116 |
| 12/31/2011 | 55,836,673 | 55,896,105 | 55,885,525 | 55,750,519 | |
| 12/31/2012 | 59,211,483 | 58,952,759 | 58,834,840 | | |
| 12/31/2013 | 61,229,996 | 61,204,271 | | | |
| 12/31/2014 | 59,629,903 | | | | |

Ratios

| Accident Year Ending | 75:63 | 87:75 | 99:87 | 111:99 | 123:111 |
|------------------------------------|-------|-------|-------|--------|---------|
| 12/31/2008 | 1.004 | 1.009 | 0.999 | 0.999 | 1.000 |
| 12/31/2009 | 1.002 | 0.997 | 1.000 | 1.002 | 1.000 |
| 12/31/2010 | 1.008 | 1.001 | 0.998 | 1.001 | 0.999 |
| 12/31/2011 | 1.000 | 1.001 | 1.000 | 0.998 | |
| 12/31/2012 | 1.008 | 0.996 | 0.998 | | |
| 12/31/2013 | 0.994 | 1.000 | | | |
| 12/31/2014 | 1.005 | | | | |
| Average Factor: (Best 3 of 5) | 1.004 | 0.999 | 0.999 | 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) | = | 0.999 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 0.998 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | \$100,000 Basic Limit | | | | |
|----------------------------|-----------------------|------------|------------|------------|------------|
| | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
| 12/31/2008 | 85,417,680 | 88,153,406 | 88,343,795 | 88,421,560 | 88,400,026 |
| 12/31/2009 | 79,728,085 | 82,248,080 | 82,540,314 | 82,818,608 | 82,779,277 |
| 12/31/2010 | 80,626,863 | 83,522,996 | 83,776,633 | 83,971,809 | 83,955,568 |
| 12/31/2011 | 86,325,699 | 88,937,074 | 89,428,209 | 89,904,534 | 90,122,803 |
| 12/31/2012 | 88,380,298 | 91,759,484 | 92,423,087 | 92,629,915 | 92,593,368 |
| 12/31/2013 | 88,256,967 | 92,107,702 | 92,654,365 | 92,892,244 | 92,932,885 |
| 12/31/2014 | 86,903,410 | 90,927,385 | 91,404,373 | 91,623,697 | 91,680,494 |
| 12/31/2015 | 88,938,048 | 92,796,068 | 93,448,637 | 93,644,353 | 93,849,583 |
| 12/31/2016 | 92,580,422 | 96,361,666 | 97,320,977 | 97,329,794 | |
| 12/31/2017 | 87,020,676 | 91,503,315 | 92,389,340 | | |
| 12/31/2018 | 91,273,528 | 95,474,223 | | | |
| 12/31/2019 | 86,297,543 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.032 | 1.002 | 1.001 | 1.000 |
| 12/31/2009 | 1.032 | 1.004 | 1.003 | 1.000 |
| 12/31/2010 | 1.036 | 1.003 | 1.002 | 1.000 |
| 12/31/2011 | 1.030 | 1.006 | 1.005 | 1.002 |
| 12/31/2012 | 1.038 | 1.007 | 1.002 | 1.000 |
| 12/31/2013 | 1.044 | 1.006 | 1.003 | 1.000 |
| 12/31/2014 | 1.046 | 1.005 | 1.002 | 1.001 |
| 12/31/2015 | 1.043 | 1.007 | 1.002 | 1.002 |
| 12/31/2016 | 1.041 | 1.010 | 1.000 | |
| 12/31/2017 | 1.052 | 1.010 | | |
| 12/31/2018 | 1.046 | | | |
| Average Factor: (Best 3 of 5) | 1.045 | 1.008 | 1.002 | 1.001 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.001 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.002 |
| 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 Ending | \$100,000 Basic Limit | | | |
|----------------------------|-----------------------|------------|------------|------------|
| | 75 Months | 87 Months | 99 Months | 111 Months |
| 12/31/2008 | 88,393,223 | 88,364,514 | 88,362,714 | 88,360,915 |
| 12/31/2009 | 82,784,414 | 82,816,686 | 82,806,763 | 82,797,956 |
| 12/31/2010 | 84,159,146 | 84,149,046 | 84,148,149 | 84,092,867 |
| 12/31/2011 | 90,208,832 | 90,270,044 | 90,270,073 | 90,270,071 |
| 12/31/2012 | 92,693,735 | 92,637,344 | 92,630,894 | |
| 12/31/2013 | 92,923,703 | 92,936,744 | | |
| 12/31/2014 | 91,650,378 | | | |

Ratios

| Accident Year Ending | 75:63 | 87:75 | 99:87 | 111:99 |
|------------------------------------|-------|-------|-------|--------|
| 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 | 1.000 |
| 12/31/2012 | 1.001 | 0.999 | 1.000 | |
| 12/31/2013 | 1.000 | 1.000 | | |
| 12/31/2014 | 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.

MINNESOTA
No-Fault Insurance - Private Passenger Types (A)
Loss Development

| Accident Year Ending | <u>15 Months</u> | <u>27 Months</u> | <u>39 Months</u> | <u>51 Months</u> | <u>63 Months</u> |
|-------------------------|------------------|------------------|------------------|------------------|------------------|
| 03/31/2011 | 738,954 | 805,892 | 770,180 | 774,113 | 764,669 |
| 03/31/2012 | 611,535 | 610,239 | 608,732 | 615,607 | 621,735 |
| 03/31/2013 | 719,997 | 750,483 | 706,927 | 722,250 | 724,582 |
| 03/31/2014 | 486,224 | 511,536 | 494,746 | 490,396 | 490,396 |
| 03/31/2015 | 332,301 | 362,860 | 379,745 | 384,345 | 387,681 |
| 03/31/2016 | 768,492 | 829,416 | 841,529 | 849,278 | 843,418 |
| 03/31/2017 | 479,363 | 459,641 | 464,962 | 450,965 | |
| 03/31/2018 | 565,480 | 531,814 | 547,037 | | |
| 03/31/2019 | 482,063 | 479,562 | | | |
| 03/31/2020 | 347,071 | | | | |

Ratios

| Accident Year Ending | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|-------------------------|--------------|--------------|--------------|--------------|
| 03/31/2011 | 1.091 | 0.956 | 1.005 | 0.988 |
| 03/31/2012 | 0.998 | 0.998 | 1.011 | 1.010 |
| 03/31/2013 | 1.042 | 0.942 | 1.022 | 1.003 |
| 03/31/2014 | 1.052 | 0.967 | 0.991 | 1.000 |
| 03/31/2015 | 1.092 | 1.047 | 1.012 | 1.009 |
| 03/31/2016 | 1.079 | 1.015 | 1.009 | 0.993 |
| 03/31/2017 | 0.959 | 1.012 | 0.970 | |
| 03/31/2018 | 0.940 | 1.029 | | |
| 03/31/2019 | 0.995 | | | |

| | | | | |
|-----------------|-------|-------|-------|-------|
| Average Factor: | | | | |
| (Best 3 of 5) | 1.011 | 1.019 | 1.004 | 1.004 |
| (Latest 3) | 0.965 | 1.019 | 0.997 | 1.001 |
| (Latest 5) | 1.013 | 1.014 | 1.001 | 1.003 |

| | | | | |
|------------------|-------|-------|-------|-------|
| Selected Factor: | 1.011 | 1.019 | 1.004 | 1.004 |
|------------------|-------|-------|-------|-------|

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.000 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.004 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.008 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.027 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.038 |

(A) Includes Basic Benefits Losses.

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | <u>15 Months</u> | <u>27 Months</u> | <u>39 Months</u> | <u>51 Months</u> | <u>63 Months</u> |
|----------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 169,075,914 | 172,356,455 | 172,226,964 | 172,144,758 | 172,150,312 |
| 12/31/2009 | 139,676,875 | 141,659,831 | 141,877,208 | 142,029,425 | 142,058,451 |
| 12/31/2010 | 162,228,421 | 165,199,003 | 165,363,075 | 165,210,122 | 165,344,644 |
| 12/31/2011 | 184,579,931 | 187,570,477 | 187,759,828 | 187,847,466 | 187,801,773 |
| 12/31/2012 | 206,709,870 | 211,135,464 | 211,125,966 | 211,209,707 | 211,246,422 |
| 12/31/2013 | 168,493,379 | 172,521,157 | 172,953,316 | 173,329,851 | 173,297,174 |
| 12/31/2014 | 178,046,624 | 182,526,363 | 182,556,940 | 182,425,592 | 182,374,567 |
| 12/31/2015 | 174,019,328 | 177,762,439 | 177,864,669 | 178,188,640 | 178,246,619 |
| 12/31/2016 | 223,132,783 | 227,792,900 | 228,007,906 | 228,177,207 | |
| 12/31/2017 | 233,738,580 | 239,343,978 | 239,453,514 | | |
| 12/31/2018 | 226,431,063 | 232,028,742 | | | |
| 12/31/2019 | 242,128,153 | | | | |

Ratios

| Accident Year Ending | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.019 | 0.999 | 1.000 | 1.000 |
| 12/31/2009 | 1.014 | 1.002 | 1.001 | 1.000 |
| 12/31/2010 | 1.018 | 1.001 | 0.999 | 1.001 |
| 12/31/2011 | 1.016 | 1.001 | 1.000 | 1.000 |
| 12/31/2012 | 1.021 | 1.000 | 1.000 | 1.000 |
| 12/31/2013 | 1.024 | 1.003 | 1.002 | 1.000 |
| 12/31/2014 | 1.025 | 1.000 | 0.999 | 1.000 |
| 12/31/2015 | 1.022 | 1.001 | 1.002 | 1.000 |
| 12/31/2016 | 1.021 | 1.001 | 1.001 | |
| 12/31/2017 | 1.024 | 1.000 | | |
| 12/31/2018 | 1.025 | | | |
| Average Factor: (Best 3 of 5) | 1.024 | 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) = | 1.026 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|----------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 172,339,979 | 172,260,723 | 172,266,711 | 172,352,729 | 172,353,192 |
| 12/31/2009 | 141,908,763 | 141,907,994 | 141,924,368 | 142,001,305 | 141,990,819 |
| 12/31/2010 | 165,441,441 | 165,497,741 | 165,489,609 | 165,487,433 | 165,475,862 |
| 12/31/2011 | 187,792,048 | 187,781,135 | 187,768,262 | 187,775,662 | |
| 12/31/2012 | 211,220,590 | 211,286,628 | 211,282,416 | | |
| 12/31/2013 | 173,352,014 | 173,340,694 | | | |
| 12/31/2014 | 182,347,036 | | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> | <u>123:111</u> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 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 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 416,021,546 | 409,079,373 | 408,459,328 | 407,738,399 | 406,831,920 |
| 12/31/2009 | 346,813,075 | 340,283,882 | 339,356,769 | 338,960,899 | 339,088,710 |
| 12/31/2010 | 372,141,465 | 364,482,008 | 363,144,149 | 363,072,120 | 363,071,404 |
| 12/31/2011 | 401,321,679 | 392,896,499 | 390,761,062 | 390,428,189 | 390,369,742 |
| 12/31/2012 | 395,529,408 | 388,804,071 | 386,597,938 | 385,881,302 | 386,054,803 |
| 12/31/2013 | 418,968,317 | 410,340,283 | 408,780,785 | 409,500,315 | 408,313,382 |
| 12/31/2014 | 461,280,126 | 452,064,091 | 449,250,521 | 448,864,783 | 448,560,544 |
| 12/31/2015 | 494,032,938 | 479,808,842 | 476,954,207 | 475,960,826 | 475,886,124 |
| 12/31/2016 | 525,974,965 | 511,487,398 | 507,022,661 | 506,592,445 | |
| 12/31/2017 | 546,968,747 | 527,707,041 | 523,632,790 | | |
| 12/31/2018 | 594,040,528 | 578,069,086 | | | |
| 12/31/2019 | 618,597,780 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 0.983 | 0.998 | 0.998 | 0.998 |
| 12/31/2009 | 0.981 | 0.997 | 0.999 | 1.000 |
| 12/31/2010 | 0.979 | 0.996 | 1.000 | 1.000 |
| 12/31/2011 | 0.979 | 0.995 | 0.999 | 1.000 |
| 12/31/2012 | 0.983 | 0.994 | 0.998 | 1.000 |
| 12/31/2013 | 0.979 | 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 | 1.000 |
| 12/31/2016 | 0.972 | 0.991 | 0.999 | |
| 12/31/2017 | 0.965 | 0.992 | | |
| 12/31/2018 | 0.973 | | | |
| Average Factor: (Best 3 of 5) | 0.972 | 0.993 | 0.999 | 1.000 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.000 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.000 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 0.999 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.992 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.964 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year <u>Ending</u> | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 407,863,172 | 407,736,651 | 407,702,156 | 407,724,584 | 407,821,821 |
| 12/31/2009 | 338,877,985 | 338,811,153 | 338,798,673 | 338,816,055 | 338,806,883 |
| 12/31/2010 | 362,987,808 | 362,896,827 | 362,856,442 | 362,832,158 | 362,800,289 |
| 12/31/2011 | 390,343,359 | 390,373,238 | 390,348,643 | 390,347,683 | |
| 12/31/2012 | 386,045,215 | 385,971,713 | 385,942,829 | | |
| 12/31/2013 | 408,225,343 | 408,156,625 | | | |
| 12/31/2014 | 448,388,619 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 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 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 56,554,190 | 56,821,088 | 56,687,001 | 56,672,996 | 56,662,945 |
| 12/31/2009 | 50,748,372 | 50,681,539 | 50,663,477 | 50,596,793 | 50,589,599 |
| 12/31/2010 | 54,688,658 | 54,746,503 | 54,739,017 | 54,735,694 | 54,753,176 |
| 12/31/2011 | 70,722,060 | 70,823,171 | 70,691,526 | 70,731,170 | 70,734,671 |
| 12/31/2012 | 78,665,494 | 77,815,149 | 77,882,394 | 77,915,219 | 77,935,795 |
| 12/31/2013 | 56,046,362 | 56,517,006 | 56,727,187 | 56,736,829 | 56,729,007 |
| 12/31/2014 | 58,321,064 | 59,136,888 | 59,226,271 | 59,169,169 | 59,206,883 |
| 12/31/2015 | 49,302,063 | 49,842,950 | 49,729,623 | 49,694,961 | 49,694,538 |
| 12/31/2016 | 61,678,831 | 62,232,290 | 62,265,451 | 62,221,701 | |
| 12/31/2017 | 71,349,913 | 71,573,414 | 71,766,236 | | |
| 12/31/2018 | 59,161,443 | 60,066,930 | | | |
| 12/31/2019 | 62,844,093 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.005 | 0.998 | 1.000 | 1.000 |
| 12/31/2009 | 0.999 | 1.000 | 0.999 | 1.000 |
| 12/31/2010 | 1.001 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.001 | 0.998 | 1.001 | 1.000 |
| 12/31/2012 | 0.989 | 1.001 | 1.000 | 1.000 |
| 12/31/2013 | 1.008 | 1.004 | 1.000 | 1.000 |
| 12/31/2014 | 1.014 | 1.002 | 0.999 | 1.001 |
| 12/31/2015 | 1.011 | 0.998 | 0.999 | 1.000 |
| 12/31/2016 | 1.009 | 1.001 | 0.999 | |
| 12/31/2017 | 1.003 | 1.003 | | |
| 12/31/2018 | 1.015 | | | |
| Average Factor: (Best 3 of 5) | 1.011 | 1.002 | 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) = | 1.001 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.012 |

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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 56,645,882 | 56,633,778 | 56,632,032 | 56,632,511 | 56,641,555 |
| 12/31/2009 | 50,590,644 | 50,590,788 | 50,594,415 | 50,600,378 | 50,596,681 |
| 12/31/2010 | 54,686,462 | 54,689,217 | 54,721,039 | 54,720,533 | 54,727,873 |
| 12/31/2011 | 70,748,406 | 70,755,021 | 70,749,292 | 70,754,146 | |
| 12/31/2012 | 77,941,609 | 77,940,623 | 77,913,949 | | |
| 12/31/2013 | 56,737,461 | 56,738,616 | | | |
| 12/31/2014 | 59,205,984 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 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 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 154,863,414 | 149,193,150 | 148,520,928 | 148,291,299 | 148,262,196 |
| 12/31/2009 | 144,336,487 | 139,234,682 | 138,589,956 | 138,506,708 | 138,455,366 |
| 12/31/2010 | 146,938,218 | 139,775,300 | 139,054,588 | 138,856,519 | 138,836,836 |
| 12/31/2011 | 156,864,568 | 149,961,508 | 149,486,635 | 149,275,591 | 149,234,771 |
| 12/31/2012 | 155,884,559 | 149,719,129 | 149,052,693 | 148,917,451 | 148,862,453 |
| 12/31/2013 | 156,116,090 | 148,975,011 | 147,905,111 | 147,918,256 | 147,860,588 |
| 12/31/2014 | 161,642,206 | 154,675,113 | 153,695,421 | 153,484,159 | 153,432,805 |
| 12/31/2015 | 169,819,072 | 161,234,726 | 159,974,412 | 159,600,373 | 159,510,857 |
| 12/31/2016 | 169,587,494 | 161,253,777 | 159,889,000 | 159,593,315 | |
| 12/31/2017 | 163,741,413 | 155,626,114 | 154,383,061 | | |
| 12/31/2018 | 177,649,931 | 168,068,102 | | | |
| 12/31/2019 | 192,791,245 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 0.963 | 0.995 | 0.998 | 1.000 |
| 12/31/2009 | 0.965 | 0.995 | 0.999 | 1.000 |
| 12/31/2010 | 0.951 | 0.995 | 0.999 | 1.000 |
| 12/31/2011 | 0.956 | 0.997 | 0.999 | 1.000 |
| 12/31/2012 | 0.960 | 0.996 | 0.999 | 1.000 |
| 12/31/2013 | 0.954 | 0.993 | 1.000 | 1.000 |
| 12/31/2014 | 0.957 | 0.994 | 0.999 | 1.000 |
| 12/31/2015 | 0.949 | 0.992 | 0.998 | 0.999 |
| 12/31/2016 | 0.951 | 0.992 | 0.998 | |
| 12/31/2017 | 0.950 | 0.992 | | |
| 12/31/2018 | 0.946 | | | |
| Average Factor: (Best 3 of 5) | 0.950 | 0.992 | 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) = | 0.991 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.941 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Private Passenger Types - 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 148,227,125 | 148,176,913 | 148,167,383 | 148,166,920 | 148,159,398 |
| 12/31/2009 | 138,368,535 | 138,346,989 | 138,340,452 | 138,330,227 | 138,317,560 |
| 12/31/2010 | 138,786,288 | 138,773,012 | 138,772,394 | 138,773,919 | 138,764,204 |
| 12/31/2011 | 149,163,748 | 149,134,319 | 149,122,176 | 149,108,005 | |
| 12/31/2012 | 148,816,043 | 148,792,377 | 148,770,225 | | |
| 12/31/2013 | 147,821,673 | 147,797,377 | | | |
| 12/31/2014 | 153,590,178 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.000 | 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 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 1.001 | | | | |
| 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
Auto Dealers - 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2010 | 30,648,765 | 31,069,585 | 31,127,741 | 31,125,140 | 31,105,232 |
| 12/31/2011 | 50,176,790 | 50,576,196 | 50,409,533 | 50,302,510 | 50,252,920 |
| 12/31/2012 | 33,147,253 | 34,058,482 | 33,879,705 | 33,835,910 | 33,863,783 |
| 12/31/2013 | 21,909,912 | 22,198,262 | 22,303,605 | 22,165,625 | 22,156,556 |
| 12/31/2014 | 28,696,539 | 29,044,163 | 29,002,641 | 29,056,586 | 29,089,187 |
| 12/31/2015 | 17,052,994 | 17,326,646 | 17,413,067 | 17,409,184 | 17,649,626 |
| 12/31/2016 | 14,929,494 | 15,657,249 | 15,745,635 | 15,699,446 | |
| 12/31/2017 | 12,228,932 | 12,980,863 | 13,072,806 | | |
| 12/31/2018 | 15,420,404 | 15,836,714 | | | |
| 12/31/2019 | 16,561,212 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2010 | 1.014 | 1.002 | 1.000 | 0.999 |
| 12/31/2011 | 1.008 | 0.997 | 0.998 | 0.999 |
| 12/31/2012 | 1.027 | 0.995 | 0.999 | 1.001 |
| 12/31/2013 | 1.013 | 1.005 | 0.994 | 1.000 |
| 12/31/2014 | 1.012 | 0.999 | 1.002 | 1.001 |
| 12/31/2015 | 1.016 | 1.005 | 1.000 | 1.014 |
| 12/31/2016 | 1.049 | 1.006 | 0.997 | |
| 12/31/2017 | 1.061 | 1.007 | | |
| 12/31/2018 | 1.027 | | | |
| Average Factor: (Best 3 of 5) | 1.031 | 1.005 | 0.999 | 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) = | 1.000 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.005 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.036 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Auto Dealers - 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2010 | 31,085,970 | 31,085,503 | 31,085,713 | 31,085,683 | 31,085,393 |
| 12/31/2011 | 50,212,420 | 50,237,146 | 50,214,898 | 50,214,000 | |
| 12/31/2012 | 33,846,315 | 33,831,986 | 33,820,487 | | |
| 12/31/2013 | 22,182,189 | 22,191,167 | | | |
| 12/31/2014 | 29,106,733 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2010 | 0.999 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 0.999 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 0.999 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.001 | 1.000 | | | |
| 12/31/2014 | 1.001 | | | | |
| 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
Auto Dealers - 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2010 | 11,415,149 | 11,077,090 | 11,002,304 | 10,974,948 | 10,968,705 |
| 12/31/2011 | 11,934,352 | 11,452,954 | 11,367,759 | 11,329,675 | 11,311,800 |
| 12/31/2012 | 10,408,928 | 10,246,525 | 10,140,000 | 10,114,180 | 10,096,704 |
| 12/31/2013 | 10,113,052 | 9,770,687 | 9,683,108 | 9,677,279 | 9,665,296 |
| 12/31/2014 | 9,890,511 | 9,583,151 | 9,515,882 | 9,499,915 | 9,483,826 |
| 12/31/2015 | 9,486,340 | 9,277,100 | 9,219,730 | 9,210,942 | 9,203,961 |
| 12/31/2016 | 8,996,473 | 8,632,127 | 8,573,742 | 8,536,124 | |
| 12/31/2017 | 8,811,664 | 8,455,052 | 8,344,825 | | |
| 12/31/2018 | 7,893,887 | 7,224,164 | | | |
| 12/31/2019 | 8,412,787 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2010 | 0.970 | 0.993 | 0.998 | 0.999 |
| 12/31/2011 | 0.960 | 0.993 | 0.997 | 0.998 |
| 12/31/2012 | 0.984 | 0.990 | 0.997 | 0.998 |
| 12/31/2013 | 0.966 | 0.991 | 0.999 | 0.999 |
| 12/31/2014 | 0.969 | 0.993 | 0.998 | 0.998 |
| 12/31/2015 | 0.978 | 0.994 | 0.999 | 0.999 |
| 12/31/2016 | 0.960 | 0.993 | 0.996 | |
| 12/31/2017 | 0.960 | 0.987 | | |
| 12/31/2018 | 0.915 | | | |
| Average Factor: (Best 3 of 5) | 0.963 | 0.992 | 0.998 | 0.998 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 0.999 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 0.997 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 0.995 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.987 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.951 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Auto Dealers - 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2010 | 10,957,192 | 10,943,826 | 10,939,156 | 10,933,689 | 10,928,768 |
| 12/31/2011 | 11,309,188 | 11,305,214 | 11,291,875 | 11,286,032 | |
| 12/31/2012 | 10,083,659 | 10,075,096 | 10,069,589 | | |
| 12/31/2013 | 9,655,536 | 9,653,467 | | | |
| 12/31/2014 | 9,481,992 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2010 | 0.999 | 0.999 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 0.999 | 0.999 | |
| 12/31/2012 | 0.999 | 0.999 | 0.999 | | |
| 12/31/2013 | 0.999 | 1.000 | | | |
| 12/31/2014 | 1.000 | | | | |
| Average Factor: (Best 3 of 5) | 0.999 | 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
Garagekeepers - Other than Collision
Multistate
Paid Losses

| Accident Year Ending | <u>15 Months</u> | <u>27 Months</u> | <u>39 Months</u> | <u>51 Months</u> | <u>63 Months</u> |
|----------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2010 | 8,450,399 | 8,908,200 | 8,991,615 | 9,033,562 | 9,051,741 |
| 12/31/2011 | 11,078,606 | 11,763,139 | 12,016,677 | 11,950,404 | 11,950,666 |
| 12/31/2012 | 7,831,799 | 8,428,492 | 8,672,874 | 9,324,597 | 9,360,832 |
| 12/31/2013 | 5,823,553 | 6,172,401 | 6,160,503 | 6,207,624 | 6,246,066 |
| 12/31/2014 | 6,411,350 | 7,101,694 | 7,137,523 | 7,072,483 | 7,108,867 |
| 12/31/2015 | 6,951,650 | 8,066,331 | 8,268,234 | 8,275,891 | 8,290,651 |
| 12/31/2016 | 6,100,231 | 6,733,752 | 7,377,703 | 7,408,745 | |
| 12/31/2017 | 8,165,570 | 9,020,975 | 9,662,219 | | |
| 12/31/2018 | 8,718,225 | 10,168,070 | | | |
| 12/31/2019 | 7,289,889 | | | | |

Ratios

| Accident Year Ending | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2010 | 1.054 | 1.009 | 1.005 | 1.002 |
| 12/31/2011 | 1.062 | 1.022 | 0.994 | 1.000 |
| 12/31/2012 | 1.076 | 1.029 | 1.075 | 1.004 |
| 12/31/2013 | 1.060 | 0.998 | 1.008 | 1.006 |
| 12/31/2014 | 1.108 | 1.005 | 0.991 | 1.005 |
| 12/31/2015 | 1.160 | 1.025 | 1.001 | 1.002 |
| 12/31/2016 | 1.104 | 1.096 | 1.004 | |
| 12/31/2017 | 1.105 | 1.071 | | |
| 12/31/2018 | 1.166 | | | |
| Average Factor: (Best 3 of 5) | 1.124 | 1.034 | 1.004 | 1.004 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.000 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.004 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.008 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.042 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.172 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Garagekeepers - 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2010 | 9,054,359 | 9,045,260 | 9,044,228 | 9,044,228 | 9,044,228 |
| 12/31/2011 | 11,950,650 | 11,952,509 | 11,951,472 | 11,951,462 | |
| 12/31/2012 | 9,360,263 | 9,410,265 | 9,409,841 | | |
| 12/31/2013 | 6,244,435 | 6,259,435 | | | |
| 12/31/2014 | 7,109,382 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2010 | 1.000 | 0.999 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.005 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.002 | | | |
| 12/31/2014 | 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
Garagekeepers - 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2010 | 7,670,054 | 7,772,114 | 7,832,941 | 7,816,184 | 7,823,578 |
| 12/31/2011 | 8,507,248 | 8,463,391 | 8,423,618 | 8,492,481 | 8,493,112 |
| 12/31/2012 | 6,982,824 | 7,102,605 | 7,120,497 | 7,124,298 | 7,139,546 |
| 12/31/2013 | 6,700,281 | 7,137,564 | 7,110,014 | 7,141,749 | 7,143,677 |
| 12/31/2014 | 7,409,686 | 7,645,449 | 7,616,243 | 7,627,963 | 7,632,111 |
| 12/31/2015 | 8,065,988 | 8,473,897 | 8,549,850 | 8,576,190 | 8,645,266 |
| 12/31/2016 | 8,465,114 | 8,889,276 | 8,922,176 | 8,943,414 | |
| 12/31/2017 | 9,593,717 | 10,092,885 | 10,182,825 | | |
| 12/31/2018 | 11,279,700 | 12,066,262 | | | |
| 12/31/2019 | 9,904,325 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2010 | 1.013 | 1.008 | 0.998 | 1.001 |
| 12/31/2011 | 0.995 | 0.995 | 1.008 | 1.000 |
| 12/31/2012 | 1.017 | 1.003 | 1.001 | 1.002 |
| 12/31/2013 | 1.065 | 0.996 | 1.004 | 1.000 |
| 12/31/2014 | 1.032 | 0.996 | 1.002 | 1.001 |
| 12/31/2015 | 1.051 | 1.009 | 1.003 | 1.008 |
| 12/31/2016 | 1.050 | 1.004 | 1.002 | |
| 12/31/2017 | 1.052 | 1.009 | | |
| 12/31/2018 | 1.070 | | | |
| Average Factor: (Best 3 of 5) | 1.051 | 1.003 | 1.002 | 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) = | 1.003 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.006 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.057 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
Garagekeepers - 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2010 | 7,822,512 | 7,821,388 | 7,821,447 | 7,819,403 | 7,824,412 |
| 12/31/2011 | 8,492,348 | 8,491,973 | 8,492,623 | 8,492,203 | |
| 12/31/2012 | 7,144,893 | 7,144,410 | 7,142,855 | | |
| 12/31/2013 | 7,149,393 | 7,148,527 | | | |
| 12/31/2014 | 7,632,111 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2010 | 1.000 | 1.000 | 1.000 | 1.000 | 1.001 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.001 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.001 | 1.000 | | | |
| 12/31/2014 | 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 | PIP |
| | Taxis & Limos | 4.43 | 4.69 |
| | School and Church Buses | 0.42 | 0.57 |
| | Other Buses | 3.48 | 5.46 |
| | Van Pools | 1.05 | 0.62 |
| | | | |
| (2) | Public Automobiles Physical Damage | | |
| | Taxis, Limos and Van Pools | | |
| | Other Than Collision: | 1.10 | |
| | Collision | 1.55 | |
| | School, Church, and Other Buses | | |
| | Other Than Collision: | 0.50 | |
| | Collision | 0.46 | |
| | | | |
| (3) | PIP Relativities | | |
| | Class of Business | | |
| | TTT Covered by Workers' Compensation | 0.500 | |
| | PPT principally operated by employees | 0.555 | |
| | T&L Other Than Owner Operated | 0.712 | |
| | Van Pool Furnished by Employer | 0.555 | |
| | | | |
| (4) | Specified Cause of Loss Relativity | 0.576 | |
| | This factor is used for Trucks, Tractors and Trailers and Private Passenger Types. | | |
| | | | |
| (5) | Garagekeepers Physical Damage Relativities | <u>EXHIBIT C19</u> | |
| | | | |
| (6) | The loss cost for hired autos is set forth in Section E. 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.

(5) Garagekeepers Physical Damage Relativities

For Other Than Collision, the base loss cost is the \$6,000 limit for Specified Perils Legal Liability.

For Collision, the base loss cost is the \$100 Deductible, Legal Liability at the \$6,000 limit.

| Maximum Limit of Liability | Collision \$100 Deductible | Other than Collision \$100 Deductible |
|-------------------------------|-------------------------------|--|
| 6,000 | 1.00 | 1.00 |
| 7,500 | 1.16 | 1.17 |
| 9,000 | 1.32 | 1.34 |
| 12,000 | 1.68 | 1.65 |
| 15,000 | 2.00 | 1.94 |
| 18,000 | 2.37 | 2.17 |
| 22,500 | 2.79 | 2.62 |
| 30,000 | 3.58 | 3.28 |
| 37,500 | 4.21 | 3.88 |
| 45,000 | 4.74 | 4.42 |
| 60,000 | 5.95 | 5.45 |
| 75,000 | 7.16 | 6.42 |
| 90,000 | 8.21 | 7.40 |
| 120,000 | 10.26 | 9.11 |
| 150,000 | 12.32 | 10.68 |
| 180,000 | 14.21 | 12.31 |
| 225,000 | 17.00 | 14.80 |
| 300,000 | 21.63 | 18.74 |
| 375,000 | 26.21 | 22.71 |
| 450,000 | 30.74 | 26.60 |
| 600,000 | 39.68 | 34.05 |
| 750,000 | 48.47 | 41.28 |
| 900,000 | 56.74 | 48.31 |
| 1,200,000 | 72.16 | 61.62 |
| 1,500,000 | 86.53 | 73.60 |
| 2,000,000 | 98.74 | 83.28 |
| 2,500,000 | 107.58 | 90.71 |

For Other Than Collision, the following factors apply:

| | |
|----------------|------|
| Direct Primary | 1.35 |
| Direct Excess | 1.15 |
| Comprehensive | 1.20 |

For Collision, the following factors apply:

| | |
|----------------|------|
| Direct Primary | 1.35 |
| Direct Excess | 1.15 |
| \$250 Ded. | 0.65 |
| \$500 Ded. | 0.50 |

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> | <u>15 Months</u> | <u>27 Months</u> | <u>39 Months</u> | <u>51 Months</u> | <u>63 Months</u> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 331,999,447 | 406,044,081 | 445,406,022 | 464,290,908 | 469,406,545 |
| 12/31/2009 | 299,681,623 | 364,091,431 | 405,136,114 | 425,337,213 | 429,700,670 |
| 12/31/2010 | 317,439,885 | 383,948,533 | 422,271,684 | 445,632,885 | 453,800,775 |
| 12/31/2011 | 343,221,467 | 414,121,750 | 465,615,205 | 484,552,606 | 494,200,402 |
| 12/31/2012 | 352,332,381 | 426,837,132 | 469,438,968 | 495,694,824 | 507,577,724 |
| 12/31/2013 | 352,502,434 | 433,071,401 | 484,774,613 | 518,462,896 | 531,311,844 |
| 12/31/2014 | 367,812,519 | 448,547,677 | 514,765,262 | 547,865,030 | 557,750,148 |
| 12/31/2015 | 389,617,326 | 497,252,725 | 562,571,116 | 592,790,111 | 603,650,670 |
| 12/31/2016 | 451,474,858 | 573,587,123 | 644,383,496 | 677,697,126 | |
| 12/31/2017 | 493,806,561 | 612,658,251 | 684,796,476 | | |
| 12/31/2018 | 498,724,520 | 625,553,298 | | | |
| 12/31/2019 | 505,400,378 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.223 | 1.097 | 1.042 | 1.011 |
| 12/31/2009 | 1.215 | 1.113 | 1.050 | 1.010 |
| 12/31/2010 | 1.210 | 1.100 | 1.055 | 1.018 |
| 12/31/2011 | 1.207 | 1.124 | 1.041 | 1.020 |
| 12/31/2012 | 1.211 | 1.100 | 1.056 | 1.024 |
| 12/31/2013 | 1.229 | 1.119 | 1.069 | 1.025 |
| 12/31/2014 | 1.220 | 1.148 | 1.064 | 1.018 |
| 12/31/2015 | 1.276 | 1.131 | 1.054 | 1.018 |
| 12/31/2016 | 1.270 | 1.123 | 1.052 | |
| 12/31/2017 | 1.241 | 1.118 | | |
| 12/31/2018 | 1.254 | | | |
| Average Factor: (Best 3 of 5) | 1.255 | 1.124 | 1.058 | 1.021 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.006 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.027 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.087 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.221 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.533 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|----------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 472,658,143 | 473,051,462 | 473,473,472 | 473,492,026 | 473,695,434 |
| 12/31/2009 | 431,939,789 | 431,850,806 | 431,636,429 | 431,702,556 | 431,642,926 |
| 12/31/2010 | 455,379,267 | 455,746,727 | 456,487,271 | 456,932,173 | 456,906,465 |
| 12/31/2011 | 501,130,581 | 501,716,702 | 501,567,069 | 501,388,540 | |
| 12/31/2012 | 509,234,465 | 510,011,563 | 510,839,274 | | |
| 12/31/2013 | 534,936,231 | 535,293,941 | | | |
| 12/31/2014 | 559,300,545 | | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> | <u>123:111</u> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.007 | 1.001 | 1.001 | 1.000 | 1.000 |
| 12/31/2009 | 1.005 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2010 | 1.003 | 1.001 | 1.002 | 1.001 | 1.000 |
| 12/31/2011 | 1.014 | 1.001 | 1.000 | 1.000 | |
| 12/31/2012 | 1.003 | 1.002 | 1.002 | | |
| 12/31/2013 | 1.007 | 1.001 | | | |
| 12/31/2014 | 1.003 | | | | |
| Average Factor: (Best 3 of 5) | 1.004 | 1.001 | 1.001 | 1.000 | 1.000 |

Summary of Factors

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

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Trucks, Tractors and Trailers - Bodily Injury
No Fault States
Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 107,354,052 | 136,649,865 | 152,243,254 | 158,970,768 | 161,443,415 |
| 12/31/2009 | 101,875,677 | 129,193,778 | 145,934,993 | 152,206,911 | 153,646,102 |
| 12/31/2010 | 111,928,994 | 144,595,316 | 163,445,769 | 169,466,401 | 172,004,691 |
| 12/31/2011 | 124,000,946 | 159,172,011 | 176,855,485 | 185,313,021 | 185,994,016 |
| 12/31/2012 | 116,596,164 | 152,809,181 | 172,696,184 | 179,882,973 | 180,675,042 |
| 12/31/2013 | 116,609,941 | 152,405,396 | 173,139,095 | 187,438,736 | 190,421,351 |
| 12/31/2014 | 123,919,475 | 168,664,986 | 195,142,032 | 207,038,518 | 210,892,635 |
| 12/31/2015 | 127,678,419 | 180,783,729 | 207,824,112 | 220,268,608 | 221,993,111 |
| 12/31/2016 | 140,697,870 | 192,352,990 | 221,314,193 | 230,831,562 | |
| 12/31/2017 | 153,599,180 | 214,139,720 | 241,157,595 | | |
| 12/31/2018 | 166,600,062 | 227,586,824 | | | |
| 12/31/2019 | 166,180,325 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.273 | 1.114 | 1.044 | 1.016 |
| 12/31/2009 | 1.268 | 1.130 | 1.043 | 1.009 |
| 12/31/2010 | 1.292 | 1.130 | 1.037 | 1.015 |
| 12/31/2011 | 1.284 | 1.111 | 1.048 | 1.004 |
| 12/31/2012 | 1.311 | 1.130 | 1.042 | 1.004 |
| 12/31/2013 | 1.307 | 1.136 | 1.083 | 1.016 |
| 12/31/2014 | 1.361 | 1.157 | 1.061 | 1.019 |
| 12/31/2015 | 1.416 | 1.150 | 1.060 | 1.008 |
| 12/31/2016 | 1.367 | 1.151 | 1.043 | |
| 12/31/2017 | 1.394 | 1.126 | | |
| 12/31/2018 | 1.366 | | | |
| Average Factor: (Best 3 of 5) | 1.376 | 1.146 | 1.055 | 1.009 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.007 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.016 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.072 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.228 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.690 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Trucks, Tractors and Trailers - Bodily Injury
No Fault States
Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 163,109,530 | 163,293,182 | 163,321,378 | 163,560,684 | 163,515,240 |
| 12/31/2009 | 154,814,099 | 154,938,446 | 154,943,904 | 154,838,767 | 154,839,722 |
| 12/31/2010 | 171,397,747 | 172,078,086 | 172,187,951 | 172,122,011 | 172,160,095 |
| 12/31/2011 | 188,709,660 | 188,911,372 | 189,691,229 | 189,673,173 | |
| 12/31/2012 | 181,068,239 | 181,577,936 | 181,855,628 | | |
| 12/31/2013 | 190,978,811 | 191,756,281 | | | |
| 12/31/2014 | 211,836,740 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.010 | 1.001 | 1.000 | 1.001 | 1.000 |
| 12/31/2009 | 1.008 | 1.001 | 1.000 | 0.999 | 1.000 |
| 12/31/2010 | 0.996 | 1.004 | 1.001 | 1.000 | 1.000 |
| 12/31/2011 | 1.015 | 1.001 | 1.004 | 1.000 | |
| 12/31/2012 | 1.002 | 1.003 | 1.002 | | |
| 12/31/2013 | 1.003 | 1.004 | | | |
| 12/31/2014 | 1.004 | | | | |
| Average Factor: (Best 3 of 5) | 1.003 | 1.003 | 1.001 | 1.000 | 1.000 |

Summary of Factors

| | | | |
|-------------|--|---|-------|
| 123 to Ult: | (1.000) | = | 1.000 |
| 111 to Ult: | (123:111) (123:Ult) | = | 1.000 |
| 99 to Ult: | (111:99) (123:111) (123:Ult) | = | 1.000 |
| 87 to Ult: | (99:87) (111:99) (123:111) (123:Ult) | = | 1.001 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 1.004 |

INSURANCE SERVICES OFFICE, INC.

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

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 415,335,616 | 425,740,204 | 427,873,952 | 428,304,946 | 428,644,132 |
| 12/31/2009 | 360,662,622 | 367,936,780 | 369,234,480 | 369,935,178 | 369,637,384 |
| 12/31/2010 | 383,121,625 | 394,877,122 | 397,046,974 | 397,614,411 | 396,903,589 |
| 12/31/2011 | 418,432,238 | 431,027,343 | 434,070,032 | 435,832,609 | 436,382,368 |
| 12/31/2012 | 417,809,264 | 432,184,972 | 436,322,398 | 437,086,676 | 437,861,932 |
| 12/31/2013 | 436,449,371 | 453,731,745 | 459,025,371 | 460,354,924 | 460,305,063 |
| 12/31/2014 | 457,300,547 | 478,282,691 | 482,394,156 | 483,629,737 | 484,079,018 |
| 12/31/2015 | 486,178,994 | 507,706,524 | 511,861,053 | 512,575,145 | 513,842,150 |
| 12/31/2016 | 514,873,275 | 538,024,503 | 543,502,850 | 545,070,501 | |
| 12/31/2017 | 528,534,480 | 555,508,246 | 560,312,708 | | |
| 12/31/2018 | 568,842,189 | 600,176,177 | | | |
| 12/31/2019 | 577,870,351 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.025 | 1.005 | 1.001 | 1.001 |
| 12/31/2009 | 1.020 | 1.004 | 1.002 | 0.999 |
| 12/31/2010 | 1.031 | 1.005 | 1.001 | 0.998 |
| 12/31/2011 | 1.030 | 1.007 | 1.004 | 1.001 |
| 12/31/2012 | 1.034 | 1.010 | 1.002 | 1.002 |
| 12/31/2013 | 1.040 | 1.012 | 1.003 | 1.000 |
| 12/31/2014 | 1.046 | 1.009 | 1.003 | 1.001 |
| 12/31/2015 | 1.044 | 1.008 | 1.001 | 1.002 |
| 12/31/2016 | 1.045 | 1.010 | 1.003 | |
| 12/31/2017 | 1.051 | 1.009 | | |
| 12/31/2018 | 1.055 | | | |
| Average Factor: (Best 3 of 5) | 1.047 | 1.009 | 1.003 | 1.001 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.002 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.003 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.006 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.015 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.063 |

INSURANCE SERVICES OFFICE, INC.

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

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 428,763,175 | 428,829,267 | 428,899,898 | 428,818,170 | 428,932,829 |
| 12/31/2009 | 369,870,540 | 369,912,823 | 370,154,393 | 370,218,043 | 370,140,876 |
| 12/31/2010 | 398,137,342 | 398,165,693 | 398,103,449 | 398,154,645 | 398,212,894 |
| 12/31/2011 | 438,061,177 | 438,301,930 | 438,727,627 | 438,969,640 | |
| 12/31/2012 | 438,533,967 | 438,840,161 | 438,699,520 | | |
| 12/31/2013 | 460,288,235 | 460,466,532 | | | |
| 12/31/2014 | 484,453,839 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 1.001 | 1.000 | 1.001 | 1.000 | 1.000 |
| 12/31/2010 | 1.003 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.004 | 1.001 | 1.001 | 1.001 | |
| 12/31/2012 | 1.002 | 1.001 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 1.001 | | | | |
| Average Factor: (Best 3 of 5) | 1.002 | 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
 Buses (other than Social Services Buses)- Bodily Injury
 Tort States
 Incurred Losses and Expenses

| Accident Year Ending | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
|----------------------------|------------|------------|------------|------------|------------|
| 12/31/2008 | 11,873,390 | 14,995,642 | 17,351,220 | 18,060,728 | 18,296,396 |
| 12/31/2009 | 11,943,609 | 14,895,090 | 16,828,986 | 17,806,811 | 18,322,484 |
| 12/31/2010 | 13,947,246 | 17,389,656 | 20,059,462 | 21,331,107 | 21,643,070 |
| 12/31/2011 | 13,998,772 | 18,662,118 | 23,266,599 | 24,458,655 | 25,403,431 |
| 12/31/2012 | 13,180,991 | 18,569,401 | 22,609,997 | 24,087,911 | 24,869,081 |
| 12/31/2013 | 14,680,586 | 19,161,327 | 21,816,875 | 23,666,562 | 24,097,459 |
| 12/31/2014 | 14,846,562 | 18,216,206 | 20,533,102 | 22,687,134 | 23,819,126 |
| 12/31/2015 | 11,685,384 | 16,291,481 | 18,783,929 | 20,563,780 | 21,347,415 |
| 12/31/2016 | 13,593,862 | 18,087,841 | 20,170,626 | 22,188,497 | |
| 12/31/2017 | 14,877,677 | 19,684,032 | 21,958,556 | | |
| 12/31/2018 | 16,093,799 | 20,735,764 | | | |
| 12/31/2019 | 14,713,331 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.263 | 1.157 | 1.041 | 1.013 |
| 12/31/2009 | 1.247 | 1.130 | 1.058 | 1.029 |
| 12/31/2010 | 1.247 | 1.154 | 1.063 | 1.015 |
| 12/31/2011 | 1.333 | 1.247 | 1.051 | 1.039 |
| 12/31/2012 | 1.409 | 1.218 | 1.065 | 1.032 |
| 12/31/2013 | 1.305 | 1.139 | 1.085 | 1.018 |
| 12/31/2014 | 1.227 | 1.127 | 1.105 | 1.050 |
| 12/31/2015 | 1.394 | 1.153 | 1.095 | 1.038 |
| 12/31/2016 | 1.331 | 1.115 | 1.100 | |
| 12/31/2017 | 1.323 | 1.116 | | |
| 12/31/2018 | 1.288 | | | |
| Average Factor: (Best 3 of 5) | 1.314 | 1.127 | 1.093 | 1.036 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.010 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.046 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.144 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.289 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.694 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Buses (other than Social Services Buses)- Bodily Injury
 Tort States
 Incurred Losses and Expenses

| Accident Year Ending | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|----------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 18,474,577 | 18,521,673 | 18,624,674 | 18,631,090 | 18,631,090 |
| 12/31/2009 | 18,353,730 | 18,349,403 | 18,378,207 | 18,435,964 | 18,438,954 |
| 12/31/2010 | 21,771,688 | 21,856,020 | 21,874,783 | 21,940,551 | 21,935,090 |
| 12/31/2011 | 25,499,090 | 25,538,889 | 25,614,565 | 25,659,766 | |
| 12/31/2012 | 24,962,986 | 24,885,763 | 24,885,876 | | |
| 12/31/2013 | 24,244,249 | 24,091,279 | | | |
| 12/31/2014 | 23,866,532 | | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> | <u>123:111</u> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.010 | 1.003 | 1.006 | 1.000 | 1.000 |
| 12/31/2009 | 1.002 | 1.000 | 1.002 | 1.003 | 1.000 |
| 12/31/2010 | 1.006 | 1.004 | 1.001 | 1.003 | 1.000 |
| 12/31/2011 | 1.004 | 1.002 | 1.003 | 1.002 | |
| 12/31/2012 | 1.004 | 0.997 | 1.000 | | |
| 12/31/2013 | 1.006 | 0.994 | | | |
| 12/31/2014 | 1.002 | | | | |
| Average Factor: (Best 3 of 5) | 1.005 | 1.000 | 1.002 | 1.003 | 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) | = | 1.003 |
| 87 to Ult: | (99:87) (111:99) (123:111) (123:Ult) | = | 1.005 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 1.005 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Buses (other than Social Services Buses)- Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| Accident Year Ending | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
|----------------------------|-----------|------------|------------|------------|------------|
| 12/31/2008 | 5,411,520 | 7,792,138 | 9,024,386 | 9,442,169 | 9,288,780 |
| 12/31/2009 | 5,788,363 | 8,099,669 | 9,350,922 | 9,982,007 | 10,007,455 |
| 12/31/2010 | 6,062,292 | 7,676,702 | 9,022,592 | 9,589,599 | 9,902,396 |
| 12/31/2011 | 5,119,636 | 7,084,438 | 8,328,099 | 8,633,923 | 9,000,816 |
| 12/31/2012 | 4,828,070 | 7,123,544 | 8,433,655 | 9,422,426 | 10,101,569 |
| 12/31/2013 | 5,838,494 | 7,841,035 | 9,074,242 | 9,499,181 | 9,867,852 |
| 12/31/2014 | 5,825,998 | 7,829,673 | 8,728,815 | 10,035,928 | 10,431,908 |
| 12/31/2015 | 6,089,898 | 8,102,049 | 9,570,578 | 10,084,567 | 10,428,546 |
| 12/31/2016 | 6,465,248 | 8,780,130 | 10,000,332 | 10,984,650 | |
| 12/31/2017 | 8,576,511 | 10,910,824 | 11,957,160 | | |
| 12/31/2018 | 5,967,293 | 7,541,867 | | | |
| 12/31/2019 | 5,672,427 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.440 | 1.158 | 1.046 | 0.984 |
| 12/31/2009 | 1.399 | 1.154 | 1.067 | 1.003 |
| 12/31/2010 | 1.266 | 1.175 | 1.063 | 1.033 |
| 12/31/2011 | 1.384 | 1.176 | 1.037 | 1.042 |
| 12/31/2012 | 1.475 | 1.184 | 1.117 | 1.072 |
| 12/31/2013 | 1.343 | 1.157 | 1.047 | 1.039 |
| 12/31/2014 | 1.344 | 1.115 | 1.150 | 1.039 |
| 12/31/2015 | 1.330 | 1.181 | 1.054 | 1.034 |
| 12/31/2016 | 1.358 | 1.139 | 1.098 | |
| 12/31/2017 | 1.272 | 1.096 | | |
| 12/31/2018 | 1.264 | | | |
| Average Factor: (Best 3 of 5) | 1.315 | 1.137 | 1.090 | 1.040 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.009 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.049 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.144 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.301 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.710 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Buses (other than Social Services Buses)- Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 9,263,574 | 9,306,735 | 9,317,615 | 9,296,631 | 9,299,334 |
| 12/31/2009 | 10,370,579 | 10,406,226 | 10,192,807 | 10,207,822 | 10,208,002 |
| 12/31/2010 | 9,738,541 | 9,718,888 | 9,699,816 | 9,708,159 | 9,708,643 |
| 12/31/2011 | 9,091,835 | 9,115,512 | 9,225,875 | 9,156,210 | |
| 12/31/2012 | 10,204,344 | 10,210,225 | 10,215,900 | | |
| 12/31/2013 | 9,885,972 | 9,985,810 | | | |
| 12/31/2014 | 10,522,233 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 0.997 | 1.005 | 1.001 | 0.998 | 1.000 |
| 12/31/2009 | 1.036 | 1.003 | 0.979 | 1.001 | 1.000 |
| 12/31/2010 | 0.983 | 0.998 | 0.998 | 1.001 | 1.000 |
| 12/31/2011 | 1.010 | 1.003 | 1.012 | 0.992 | |
| 12/31/2012 | 1.010 | 1.001 | 1.001 | | |
| 12/31/2013 | 1.002 | 1.010 | | | |
| 12/31/2014 | 1.009 | | | | |
| Average Factor: (Best 3 of 5) | 1.007 | 1.002 | 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) | = | 1.002 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Social Services Buses - Bodily Injury
Tort States
Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 7,022,679 | 9,077,603 | 9,934,493 | 10,134,403 | 9,956,689 |
| 12/31/2009 | 7,779,743 | 10,099,033 | 11,097,629 | 11,240,763 | 11,328,040 |
| 12/31/2010 | 7,445,815 | 9,551,391 | 10,645,025 | 10,978,237 | 10,993,918 |
| 12/31/2011 | 9,504,102 | 10,658,747 | 12,068,912 | 13,113,631 | 13,151,868 |
| 12/31/2012 | 9,007,351 | 11,302,441 | 12,300,983 | 12,268,054 | 12,422,776 |
| 12/31/2013 | 8,839,351 | 11,576,404 | 13,053,252 | 13,211,342 | 13,305,318 |
| 12/31/2014 | 10,242,965 | 12,782,096 | 14,175,795 | 14,697,787 | 14,705,291 |
| 12/31/2015 | 10,791,700 | 15,309,738 | 16,851,661 | 17,633,108 | 17,944,171 |
| 12/31/2016 | 14,545,464 | 18,174,119 | 21,977,151 | 24,402,774 | |
| 12/31/2017 | 15,994,132 | 20,861,389 | 23,886,088 | | |
| 12/31/2018 | 16,819,517 | 22,226,788 | | | |
| 12/31/2019 | 18,517,053 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.293 | 1.094 | 1.020 | 0.982 |
| 12/31/2009 | 1.298 | 1.099 | 1.013 | 1.008 |
| 12/31/2010 | 1.283 | 1.114 | 1.031 | 1.001 |
| 12/31/2011 | 1.121 | 1.132 | 1.087 | 1.003 |
| 12/31/2012 | 1.255 | 1.088 | 0.997 | 1.013 |
| 12/31/2013 | 1.310 | 1.128 | 1.012 | 1.007 |
| 12/31/2014 | 1.248 | 1.109 | 1.037 | 1.001 |
| 12/31/2015 | 1.419 | 1.101 | 1.046 | 1.018 |
| 12/31/2016 | 1.249 | 1.209 | 1.110 | |
| 12/31/2017 | 1.304 | 1.145 | | |
| 12/31/2018 | 1.321 | | | |
| Average Factor: (Best 3 of 5) | 1.291 | 1.127 | 1.032 | 1.008 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.001 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.009 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.041 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.174 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.515 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Social Services Buses - Bodily Injury
 Tort States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 10,162,858 | 10,148,897 | 10,143,660 | 10,143,660 | 10,143,660 |
| 12/31/2009 | 11,522,568 | 11,509,203 | 11,557,015 | 11,557,015 | 11,545,910 |
| 12/31/2010 | 11,041,400 | 11,017,516 | 10,948,246 | 10,923,246 | 10,923,246 |
| 12/31/2011 | 13,117,648 | 13,032,408 | 13,057,613 | 13,124,906 | |
| 12/31/2012 | 12,562,283 | 12,519,207 | 12,502,369 | | |
| 12/31/2013 | 13,372,150 | 13,427,076 | | | |
| 12/31/2014 | 14,718,143 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.021 | 0.999 | 0.999 | 1.000 | 1.000 |
| 12/31/2009 | 1.017 | 0.999 | 1.004 | 1.000 | 0.999 |
| 12/31/2010 | 1.004 | 0.998 | 0.994 | 0.998 | 1.000 |
| 12/31/2011 | 0.997 | 0.994 | 1.002 | 1.005 | |
| 12/31/2012 | 1.011 | 0.997 | 0.999 | | |
| 12/31/2013 | 1.005 | 1.004 | | | |
| 12/31/2014 | 1.001 | | | | |
| Average Factor: (Best 3 of 5) | 1.003 | 0.998 | 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) | = | 0.998 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Social Services Buses - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 3,465,515 | 4,894,353 | 5,587,359 | 6,138,307 | 6,264,734 |
| 12/31/2009 | 3,040,325 | 4,842,137 | 5,321,743 | 5,381,287 | 5,257,734 |
| 12/31/2010 | 3,166,894 | 4,717,182 | 4,996,433 | 4,961,896 | 4,824,060 |
| 12/31/2011 | 3,279,917 | 4,447,436 | 5,264,909 | 5,334,605 | 5,360,160 |
| 12/31/2012 | 2,727,626 | 3,926,304 | 5,334,799 | 5,654,411 | 5,429,226 |
| 12/31/2013 | 3,937,649 | 5,352,155 | 6,410,364 | 6,483,401 | 6,734,820 |
| 12/31/2014 | 2,401,000 | 3,748,626 | 4,036,540 | 4,497,226 | 4,433,318 |
| 12/31/2015 | 3,634,365 | 4,803,465 | 5,940,132 | 6,282,450 | 6,379,059 |
| 12/31/2016 | 3,755,374 | 5,669,105 | 7,426,521 | 8,259,244 | |
| 12/31/2017 | 4,611,545 | 7,196,817 | 8,445,129 | | |
| 12/31/2018 | 4,413,885 | 6,581,743 | | | |
| 12/31/2019 | 5,276,294 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.412 | 1.142 | 1.099 | 1.021 |
| 12/31/2009 | 1.593 | 1.099 | 1.011 | 0.977 |
| 12/31/2010 | 1.490 | 1.059 | 0.993 | 0.972 |
| 12/31/2011 | 1.356 | 1.184 | 1.013 | 1.005 |
| 12/31/2012 | 1.439 | 1.359 | 1.060 | 0.960 |
| 12/31/2013 | 1.359 | 1.198 | 1.011 | 1.039 |
| 12/31/2014 | 1.561 | 1.077 | 1.114 | 0.986 |
| 12/31/2015 | 1.322 | 1.237 | 1.058 | 1.015 |
| 12/31/2016 | 1.510 | 1.310 | 1.112 | |
| 12/31/2017 | 1.561 | 1.173 | | |
| 12/31/2018 | 1.491 | | | |
| Average Factor: (Best 3 of 5) | 1.521 | 1.203 | 1.077 | 1.002 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.011 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.013 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.091 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.313 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.996 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Social Services Buses - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 6,316,621 | 6,392,913 | 6,405,221 | 6,259,713 | 6,262,029 |
| 12/31/2009 | 5,193,207 | 5,196,909 | 5,215,011 | 5,215,011 | 5,216,034 |
| 12/31/2010 | 4,825,184 | 4,824,953 | 4,856,458 | 4,875,332 | 4,875,332 |
| 12/31/2011 | 5,249,704 | 5,289,822 | 5,413,221 | 5,682,465 | |
| 12/31/2012 | 5,444,972 | 5,455,068 | 5,447,981 | | |
| 12/31/2013 | 6,757,417 | 6,795,027 | | | |
| 12/31/2014 | 4,868,576 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.008 | 1.012 | 1.002 | 0.977 | 1.000 |
| 12/31/2009 | 0.988 | 1.001 | 1.003 | 1.000 | 1.000 |
| 12/31/2010 | 1.000 | 1.000 | 1.007 | 1.004 | 1.000 |
| 12/31/2011 | 0.979 | 1.008 | 1.023 | 1.050 | |
| 12/31/2012 | 1.003 | 1.002 | 0.999 | | |
| 12/31/2013 | 1.003 | 1.006 | | | |
| 12/31/2014 | 1.098 | | | | |
| Average Factor: (Best 3 of 5) | 1.002 | 1.003 | 1.004 | 1.002 | 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) | = | 1.002 |
| 87 to Ult: | (99:87) (111:99) (123:111) (123:Ult) | = | 1.006 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 1.009 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Buses (other than Social Services Buses)- Property Damage
 Multistate
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 14,684,939 | 14,917,043 | 14,879,781 | 14,975,434 | 14,956,452 |
| 12/31/2009 | 14,035,141 | 14,122,550 | 14,287,962 | 14,382,967 | 14,384,681 |
| 12/31/2010 | 14,164,076 | 14,237,361 | 14,312,099 | 14,473,827 | 14,436,784 |
| 12/31/2011 | 15,593,488 | 15,599,536 | 16,303,391 | 16,650,993 | 16,358,584 |
| 12/31/2012 | 13,584,716 | 14,365,252 | 14,583,968 | 14,451,939 | 14,498,233 |
| 12/31/2013 | 14,727,881 | 14,954,341 | 15,128,429 | 15,256,829 | 15,289,254 |
| 12/31/2014 | 15,170,223 | 15,783,671 | 16,046,219 | 16,200,445 | 16,274,461 |
| 12/31/2015 | 15,007,232 | 15,643,589 | 15,701,052 | 15,763,199 | 15,774,081 |
| 12/31/2016 | 16,134,666 | 16,604,631 | 16,674,414 | 16,698,346 | |
| 12/31/2017 | 17,570,522 | 18,450,927 | 18,679,288 | | |
| 12/31/2018 | 18,920,418 | 19,545,903 | | | |
| 12/31/2019 | 18,436,447 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.016 | 0.998 | 1.006 | 0.999 |
| 12/31/2009 | 1.006 | 1.012 | 1.007 | 1.000 |
| 12/31/2010 | 1.005 | 1.005 | 1.011 | 0.997 |
| 12/31/2011 | 1.000 | 1.045 | 1.021 | 0.982 |
| 12/31/2012 | 1.057 | 1.015 | 0.991 | 1.003 |
| 12/31/2013 | 1.015 | 1.012 | 1.008 | 1.002 |
| 12/31/2014 | 1.040 | 1.017 | 1.010 | 1.005 |
| 12/31/2015 | 1.042 | 1.004 | 1.004 | 1.001 |
| 12/31/2016 | 1.029 | 1.004 | 1.001 | |
| 12/31/2017 | 1.050 | 1.012 | | |
| 12/31/2018 | 1.033 | | | |
| Average Factor: (Best 3 of 5) | 1.038 | 1.009 | 1.004 | 1.002 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.001 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.003 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.007 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.016 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.055 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Buses (other than Social Services Buses)- Property Damage
 Multistate
 Incurred Losses and Expenses

| Accident Year Ending | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|----------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 14,939,649 | 14,901,894 | 14,902,133 | 14,904,934 | 14,904,934 |
| 12/31/2009 | 14,172,089 | 14,175,533 | 14,217,985 | 14,177,985 | 14,177,985 |
| 12/31/2010 | 14,419,469 | 14,421,437 | 14,421,437 | 14,421,673 | 14,422,529 |
| 12/31/2011 | 16,369,864 | 16,368,761 | 16,394,105 | 16,383,451 | |
| 12/31/2012 | 14,488,332 | 14,491,566 | 14,491,566 | | |
| 12/31/2013 | 15,292,167 | 15,295,626 | | | |
| 12/31/2014 | 16,379,059 | | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> | <u>123:111</u> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 0.999 | 0.997 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 0.985 | 1.000 | 1.003 | 0.997 | 1.000 |
| 12/31/2010 | 0.999 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.001 | 1.000 | 1.002 | 0.999 | |
| 12/31/2012 | 0.999 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 1.006 | | | | |
| Average Factor: (Best 3 of 5) | 1.000 | 1.000 | 1.001 | 1.000 | 1.000 |

Summary of Factors

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

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Social Services Buses - Property Damage
 Multistate
 Incurred Losses and Expenses

| Accident Year Ending | 15 Months | 27 Months | 39 Months | 51 Months | 63 Months |
|----------------------------|------------|------------|------------|------------|------------|
| 12/31/2008 | 8,625,781 | 8,701,419 | 8,583,455 | 8,606,935 | 8,594,342 |
| 12/31/2009 | 7,703,590 | 7,983,351 | 7,986,727 | 7,984,473 | 7,980,549 |
| 12/31/2010 | 7,902,615 | 8,122,620 | 8,144,416 | 8,144,360 | 8,140,021 |
| 12/31/2011 | 8,072,120 | 8,373,516 | 8,454,033 | 8,439,766 | 8,434,908 |
| 12/31/2012 | 7,983,330 | 8,100,513 | 8,175,721 | 8,218,111 | 8,319,382 |
| 12/31/2013 | 8,293,598 | 8,647,951 | 8,706,921 | 8,699,624 | 8,687,029 |
| 12/31/2014 | 9,550,092 | 9,713,227 | 9,718,645 | 9,735,074 | 9,747,751 |
| 12/31/2015 | 11,077,863 | 11,449,672 | 11,614,422 | 11,553,928 | 11,658,567 |
| 12/31/2016 | 12,695,289 | 13,605,267 | 13,580,370 | 13,601,115 | |
| 12/31/2017 | 14,240,117 | 15,259,620 | 15,417,061 | | |
| 12/31/2018 | 15,637,708 | 16,744,171 | | | |
| 12/31/2019 | 16,446,774 | | | | |

Ratios

| Accident Year Ending | 27:15 | 39:27 | 51:39 | 63:51 |
|------------------------------------|-------|-------|-------|-------|
| 12/31/2008 | 1.009 | 0.986 | 1.003 | 0.999 |
| 12/31/2009 | 1.036 | 1.000 | 1.000 | 1.000 |
| 12/31/2010 | 1.028 | 1.003 | 1.000 | 0.999 |
| 12/31/2011 | 1.037 | 1.010 | 0.998 | 0.999 |
| 12/31/2012 | 1.015 | 1.009 | 1.005 | 1.012 |
| 12/31/2013 | 1.043 | 1.007 | 0.999 | 0.999 |
| 12/31/2014 | 1.017 | 1.001 | 1.002 | 1.001 |
| 12/31/2015 | 1.034 | 1.014 | 0.995 | 1.009 |
| 12/31/2016 | 1.072 | 0.998 | 1.002 | |
| 12/31/2017 | 1.072 | 1.010 | | |
| 12/31/2018 | 1.071 | | | |
| Average Factor: (Best 3 of 5) | 1.059 | 1.006 | 1.001 | 1.003 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.000 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.003 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.004 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.010 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.070 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Social Services Buses - Property Damage
 Multistate
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 8,594,089 | 8,544,152 | 8,544,152 | 8,544,152 | 8,544,152 |
| 12/31/2009 | 7,969,956 | 7,972,775 | 7,975,632 | 7,975,632 | 7,975,632 |
| 12/31/2010 | 8,161,205 | 8,173,926 | 8,196,286 | 8,190,931 | 8,190,931 |
| 12/31/2011 | 8,433,794 | 8,433,794 | 8,433,794 | 8,433,794 | |
| 12/31/2012 | 8,302,835 | 8,300,735 | 8,300,735 | | |
| 12/31/2013 | 8,689,868 | 8,689,870 | | | |
| 12/31/2014 | 9,742,686 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.000 | 0.994 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 0.999 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2010 | 1.003 | 1.002 | 1.003 | 0.999 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 0.998 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 0.999 | | | | |
| 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.

Basic Limits Loss Development
Publics - Bodily Injury
Tort States
Incurred Losses and Expenses

| Accident Year Ending | <u>15 Months</u> | <u>27 Months</u> | <u>39 Months</u> | <u>51 Months</u> | <u>63 Months</u> |
|----------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 2,227,827 | 2,754,568 | 3,112,451 | 3,263,818 | 3,397,956 |
| 12/31/2009 | 4,116,574 | 6,038,832 | 7,161,139 | 7,758,062 | 7,968,667 |
| 12/31/2010 | 4,707,798 | 6,953,963 | 8,012,432 | 8,797,425 | 8,932,403 |
| 12/31/2011 | 6,396,311 | 8,779,143 | 10,882,046 | 11,594,541 | 11,816,872 |
| 12/31/2012 | 6,833,976 | 10,201,905 | 11,776,382 | 13,356,040 | 13,995,997 |
| 12/31/2013 | 5,459,179 | 7,904,498 | 8,701,306 | 9,697,538 | 9,942,226 |
| 12/31/2014 | 5,636,615 | 7,224,028 | 10,249,095 | 11,602,531 | 12,155,871 |
| 12/31/2015 | 4,883,180 | 7,802,789 | 10,529,749 | 12,837,555 | 14,337,078 |
| 12/31/2016 | 6,523,073 | 8,090,707 | 9,802,525 | 11,495,197 | |
| 12/31/2017 | 5,597,805 | 7,667,845 | 8,929,027 | | |
| 12/31/2018 | 6,253,583 | 7,570,647 | | | |
| 12/31/2019 | 5,461,063 | | | | |

Ratios

| Accident Year Ending | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.236 | 1.130 | 1.049 | 1.041 |
| 12/31/2009 | 1.467 | 1.186 | 1.083 | 1.027 |
| 12/31/2010 | 1.477 | 1.152 | 1.098 | 1.015 |
| 12/31/2011 | 1.373 | 1.240 | 1.065 | 1.019 |
| 12/31/2012 | 1.493 | 1.154 | 1.134 | 1.048 |
| 12/31/2013 | 1.448 | 1.101 | 1.114 | 1.025 |
| 12/31/2014 | 1.282 | 1.419 | 1.132 | 1.048 |
| 12/31/2015 | 1.598 | 1.349 | 1.219 | 1.117 |
| 12/31/2016 | 1.240 | 1.212 | 1.173 | |
| 12/31/2017 | 1.370 | 1.164 | | |
| 12/31/2018 | 1.211 | | | |
| Average Factor: (Best 3 of 5) | 1.297 | 1.242 | 1.146 | 1.040 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.002 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.042 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.194 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.483 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.924 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Publics - Bodily Injury
 Tort States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 3,412,112 | 3,452,992 | 3,459,672 | 3,439,809 | 3,431,824 |
| 12/31/2009 | 8,100,037 | 8,106,448 | 8,107,448 | 8,096,481 | 8,096,412 |
| 12/31/2010 | 8,990,289 | 8,958,046 | 9,063,725 | 9,108,713 | 9,109,202 |
| 12/31/2011 | 11,789,611 | 11,832,724 | 11,870,001 | 11,870,185 | |
| 12/31/2012 | 13,974,984 | 13,915,005 | 13,920,840 | | |
| 12/31/2013 | 9,974,635 | 9,987,382 | | | |
| 12/31/2014 | 12,284,821 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.004 | 1.012 | 1.002 | 0.994 | 0.998 |
| 12/31/2009 | 1.016 | 1.001 | 1.000 | 0.999 | 1.000 |
| 12/31/2010 | 1.006 | 0.996 | 1.012 | 1.005 | 1.000 |
| 12/31/2011 | 0.998 | 1.004 | 1.003 | 1.000 | |
| 12/31/2012 | 0.998 | 0.996 | 1.000 | | |
| 12/31/2013 | 1.003 | 1.001 | | | |
| 12/31/2014 | 1.011 | | | | |
| Average Factor: (Best 3 of 5) | 1.002 | 0.999 | 1.002 | 1.000 | 0.999 |

Summary of Factors

| | | | |
|-------------|--|---|-------|
| 123 to Ult: | (1.000) | = | 1.000 |
| 111 to Ult: | (123:111) (123:Ult) | = | 0.999 |
| 99 to Ult: | (111:99) (123:111) (123:Ult) | = | 0.999 |
| 87 to Ult: | (99:87) (111:99) (123:111) (123:Ult) | = | 1.001 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 1.000 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Publics - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 1,503,481 | 2,692,597 | 2,625,842 | 2,925,536 | 3,139,004 |
| 12/31/2009 | 1,874,078 | 2,984,972 | 4,044,233 | 4,455,456 | 4,254,429 |
| 12/31/2010 | 2,415,572 | 4,739,999 | 5,316,837 | 5,417,878 | 5,329,388 |
| 12/31/2011 | 3,783,164 | 4,899,545 | 5,440,282 | 5,535,229 | 5,529,050 |
| 12/31/2012 | 3,260,269 | 4,175,189 | 4,720,226 | 4,937,773 | 5,149,875 |
| 12/31/2013 | 2,058,391 | 3,136,267 | 3,448,222 | 3,599,002 | 3,689,032 |
| 12/31/2014 | 1,649,686 | 2,609,753 | 2,961,245 | 3,357,553 | 3,411,379 |
| 12/31/2015 | 2,575,348 | 3,700,939 | 4,200,010 | 4,767,991 | 4,925,669 |
| 12/31/2016 | 2,200,088 | 3,872,283 | 5,055,787 | 5,439,476 | |
| 12/31/2017 | 2,686,528 | 3,095,791 | 3,803,013 | | |
| 12/31/2018 | 1,280,005 | 1,952,252 | | | |
| 12/31/2019 | 867,548 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.791 | 0.975 | 1.114 | 1.073 |
| 12/31/2009 | 1.593 | 1.355 | 1.102 | 0.955 |
| 12/31/2010 | 1.962 | 1.122 | 1.019 | 0.984 |
| 12/31/2011 | 1.295 | 1.110 | 1.017 | 0.999 |
| 12/31/2012 | 1.281 | 1.131 | 1.046 | 1.043 |
| 12/31/2013 | 1.524 | 1.099 | 1.044 | 1.025 |
| 12/31/2014 | 1.582 | 1.135 | 1.134 | 1.016 |
| 12/31/2015 | 1.437 | 1.135 | 1.135 | 1.033 |
| 12/31/2016 | 1.760 | 1.306 | 1.076 | |
| 12/31/2017 | 1.152 | 1.228 | | |
| 12/31/2018 | 1.525 | | | |
| Average Factor: (Best 3 of 5) | 1.515 | 1.166 | 1.085 | 1.025 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.014 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.039 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.128 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.315 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.992 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Publics - Bodily Injury
 No Fault States
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 3,214,912 | 3,133,011 | 3,126,511 | 3,126,511 | 3,126,511 |
| 12/31/2009 | 4,215,097 | 4,205,086 | 4,191,906 | 4,194,909 | 4,150,909 |
| 12/31/2010 | 5,378,534 | 5,323,487 | 5,337,159 | 5,378,262 | 5,378,262 |
| 12/31/2011 | 5,626,108 | 5,642,857 | 5,642,857 | 5,643,251 | |
| 12/31/2012 | 5,197,056 | 5,261,761 | 5,275,190 | | |
| 12/31/2013 | 3,690,149 | 3,694,963 | | | |
| 12/31/2014 | 3,591,526 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.024 | 0.975 | 0.998 | 1.000 | 1.000 |
| 12/31/2009 | 0.991 | 0.998 | 0.997 | 1.001 | 0.990 |
| 12/31/2010 | 1.009 | 0.990 | 1.003 | 1.008 | 1.000 |
| 12/31/2011 | 1.018 | 1.003 | 1.000 | 1.000 | |
| 12/31/2012 | 1.009 | 1.012 | 1.003 | | |
| 12/31/2013 | 1.000 | 1.001 | | | |
| 12/31/2014 | 1.053 | | | | |
| Average Factor: (Best 3 of 5) | 1.012 | 1.001 | 1.000 | 1.001 | 0.997 |

Summary of Factors

| | | | |
|-------------|--|---|-------|
| 123 to Ult: | (1.000) | = | 1.000 |
| 111 to Ult: | (123:111) (123:Ult) | = | 0.997 |
| 99 to Ult: | (111:99) (123:111) (123:Ult) | = | 0.998 |
| 87 to Ult: | (99:87) (111:99) (123:111) (123:Ult) | = | 0.998 |
| 75 to Ult: | (87:75) (99:87) (111:99) (123:111) (123:Ult) | = | 0.999 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
Publics - Property Damage
Multistate
Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 2,614,758 | 2,581,737 | 2,505,160 | 2,516,731 | 2,452,829 |
| 12/31/2009 | 3,673,772 | 3,618,049 | 3,546,114 | 3,542,700 | 3,616,685 |
| 12/31/2010 | 4,241,676 | 4,402,027 | 4,382,275 | 4,379,555 | 4,380,685 |
| 12/31/2011 | 4,973,792 | 5,245,582 | 5,525,622 | 5,525,082 | 5,549,317 |
| 12/31/2012 | 5,799,315 | 5,810,621 | 5,826,393 | 5,931,308 | 6,050,197 |
| 12/31/2013 | 4,834,890 | 4,880,799 | 5,085,527 | 5,040,970 | 5,027,994 |
| 12/31/2014 | 4,945,386 | 5,408,412 | 5,479,960 | 5,469,071 | 5,466,367 |
| 12/31/2015 | 6,432,459 | 7,053,122 | 7,162,342 | 7,151,368 | 7,195,745 |
| 12/31/2016 | 5,900,321 | 7,046,483 | 7,262,378 | 7,282,415 | |
| 12/31/2017 | 5,536,343 | 6,078,973 | 6,137,779 | | |
| 12/31/2018 | 4,771,853 | 5,300,478 | | | |
| 12/31/2019 | 3,615,095 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 0.987 | 0.970 | 1.005 | 0.975 |
| 12/31/2009 | 0.985 | 0.980 | 0.999 | 1.021 |
| 12/31/2010 | 1.038 | 0.996 | 0.999 | 1.000 |
| 12/31/2011 | 1.055 | 1.053 | 1.000 | 1.004 |
| 12/31/2012 | 1.002 | 1.003 | 1.018 | 1.020 |
| 12/31/2013 | 1.009 | 1.042 | 0.991 | 0.997 |
| 12/31/2014 | 1.094 | 1.013 | 0.998 | 1.000 |
| 12/31/2015 | 1.096 | 1.015 | 0.998 | 1.006 |
| 12/31/2016 | 1.194 | 1.031 | 1.003 | |
| 12/31/2017 | 1.098 | 1.010 | | |
| 12/31/2018 | 1.111 | | | |
| Average Factor: (Best 3 of 5) | 1.102 | 1.020 | 1.000 | 1.003 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.001 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.004 |
| 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) = | 1.024 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.129 |

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development
 Publics - Property Damage
 Multistate
 Incurred Losses and Expenses

| 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 2,452,829 | 2,452,829 | 2,452,829 | 2,452,829 | 2,452,829 |
| 12/31/2009 | 3,544,495 | 3,544,495 | 3,544,495 | 3,544,495 | 3,544,495 |
| 12/31/2010 | 4,384,317 | 4,384,158 | 4,370,254 | 4,370,254 | 4,370,254 |
| 12/31/2011 | 5,691,735 | 5,691,731 | 5,691,731 | 5,691,730 | |
| 12/31/2012 | 6,068,306 | 6,065,300 | 6,066,302 | | |
| 12/31/2013 | 5,025,428 | 5,024,752 | | | |
| 12/31/2014 | 5,461,695 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 0.980 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2010 | 1.001 | 1.000 | 0.997 | 1.000 | 1.000 |
| 12/31/2011 | 1.026 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.003 | 1.000 | 1.000 | | |
| 12/31/2013 | 0.999 | 1.000 | | | |
| 12/31/2014 | 0.999 | | | | |
| Average Factor: (Best 3 of 5) | 1.001 | 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 - 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 202,447,454 | 206,784,524 | 206,707,361 | 206,582,880 | 206,531,462 |
| 12/31/2009 | 170,176,193 | 172,698,251 | 173,008,067 | 173,131,797 | 173,145,299 |
| 12/31/2010 | 197,651,429 | 201,524,761 | 201,695,118 | 201,509,149 | 201,527,868 |
| 12/31/2011 | 221,180,656 | 225,416,505 | 225,185,102 | 224,997,856 | 226,178,872 |
| 12/31/2012 | 237,958,090 | 242,472,061 | 242,350,897 | 243,398,663 | 243,644,753 |
| 12/31/2013 | 207,379,704 | 212,749,081 | 213,921,854 | 214,244,317 | 214,412,420 |
| 12/31/2014 | 227,218,946 | 233,608,924 | 233,661,021 | 233,893,779 | 233,930,954 |
| 12/31/2015 | 228,424,757 | 233,826,876 | 234,037,600 | 234,473,209 | 234,580,767 |
| 12/31/2016 | 292,077,504 | 297,860,571 | 298,159,838 | 298,376,202 | |
| 12/31/2017 | 316,711,200 | 324,653,883 | 325,039,549 | | |
| 12/31/2018 | 308,032,535 | 316,449,791 | | | |
| 12/31/2019 | 321,593,866 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.021 | 1.000 | 0.999 | 1.000 |
| 12/31/2009 | 1.015 | 1.002 | 1.001 | 1.000 |
| 12/31/2010 | 1.020 | 1.001 | 0.999 | 1.000 |
| 12/31/2011 | 1.019 | 0.999 | 0.999 | 1.005 |
| 12/31/2012 | 1.019 | 1.000 | 1.004 | 1.001 |
| 12/31/2013 | 1.026 | 1.006 | 1.002 | 1.001 |
| 12/31/2014 | 1.028 | 1.000 | 1.001 | 1.000 |
| 12/31/2015 | 1.024 | 1.001 | 1.002 | 1.000 |
| 12/31/2016 | 1.020 | 1.001 | 1.001 | |
| 12/31/2017 | 1.025 | 1.001 | | |
| 12/31/2018 | 1.027 | | | |
| Average Factor: (Best 3 of 5) | 1.025 | 1.001 | 1.002 | 1.001 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.002 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 1.003 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 1.005 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.006 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.031 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year Ending | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|----------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 206,704,184 | 206,611,371 | 206,618,340 | 206,811,253 | 206,843,554 |
| 12/31/2009 | 172,982,852 | 173,101,256 | 173,123,211 | 173,416,573 | 173,405,590 |
| 12/31/2010 | 202,140,632 | 202,161,669 | 202,178,677 | 202,176,230 | 202,165,837 |
| 12/31/2011 | 226,165,371 | 226,053,288 | 226,043,929 | 226,050,495 | |
| 12/31/2012 | 243,929,000 | 243,989,045 | 243,987,431 | | |
| 12/31/2013 | 214,525,207 | 214,556,810 | | | |
| 12/31/2014 | 233,911,049 | | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> | <u>123:111</u> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.001 | 1.000 | 1.000 | 1.001 | 1.000 |
| 12/31/2009 | 0.999 | 1.001 | 1.000 | 1.002 | 1.000 |
| 12/31/2010 | 1.003 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.001 | 1.000 | 1.000 | | |
| 12/31/2013 | 1.001 | 1.000 | | | |
| 12/31/2014 | 1.000 | | | | |
| Average Factor: (Best 3 of 5) | 1.001 | 1.000 | 1.000 | 1.001 | 1.000 |

Summary of Factors

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

INSURANCE SERVICES OFFICE, INC.

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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 513,600,232 | 507,099,611 | 505,893,875 | 505,049,388 | 504,154,854 |
| 12/31/2009 | 436,601,489 | 430,250,041 | 428,771,808 | 428,175,884 | 428,221,180 |
| 12/31/2010 | 469,236,344 | 461,508,985 | 459,836,757 | 460,118,562 | 460,148,285 |
| 12/31/2011 | 511,313,891 | 501,751,542 | 499,427,485 | 498,708,550 | 500,551,426 |
| 12/31/2012 | 512,509,883 | 504,664,353 | 502,798,905 | 503,194,316 | 503,288,860 |
| 12/31/2013 | 545,914,997 | 537,868,678 | 536,439,272 | 537,351,189 | 536,086,183 |
| 12/31/2014 | 620,729,291 | 612,476,500 | 608,841,127 | 608,369,150 | 608,256,493 |
| 12/31/2015 | 684,270,729 | 667,296,423 | 662,887,728 | 662,219,085 | 662,536,656 |
| 12/31/2016 | 711,779,613 | 695,881,230 | 690,623,530 | 689,846,278 | |
| 12/31/2017 | 711,506,236 | 692,501,206 | 687,574,484 | | |
| 12/31/2018 | 776,660,341 | 759,891,494 | | | |
| 12/31/2019 | 816,774,614 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 0.987 | 0.998 | 0.998 | 0.998 |
| 12/31/2009 | 0.985 | 0.997 | 0.999 | 1.000 |
| 12/31/2010 | 0.984 | 0.996 | 1.001 | 1.000 |
| 12/31/2011 | 0.981 | 0.995 | 0.999 | 1.004 |
| 12/31/2012 | 0.985 | 0.996 | 1.001 | 1.000 |
| 12/31/2013 | 0.985 | 0.997 | 1.002 | 0.998 |
| 12/31/2014 | 0.987 | 0.994 | 0.999 | 1.000 |
| 12/31/2015 | 0.975 | 0.993 | 0.999 | 1.000 |
| 12/31/2016 | 0.978 | 0.992 | 0.999 | |
| 12/31/2017 | 0.973 | 0.993 | | |
| 12/31/2018 | 0.978 | | | |
| Average Factor: (Best 3 of 5) | 0.977 | 0.993 | 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) = | 0.993 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.970 |

INSURANCE SERVICES OFFICE, INC.

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

| Accident Year <u>Ending</u> | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 505,238,478 | 505,126,367 | 505,231,231 | 505,247,279 | 505,334,203 |
| 12/31/2009 | 427,959,988 | 427,830,596 | 427,819,807 | 427,818,027 | 427,795,872 |
| 12/31/2010 | 460,592,901 | 460,464,659 | 460,396,086 | 460,365,388 | 460,329,892 |
| 12/31/2011 | 500,496,463 | 500,485,310 | 500,524,186 | 500,473,708 | |
| 12/31/2012 | 503,234,537 | 503,624,230 | 503,567,946 | | |
| 12/31/2013 | 536,243,760 | 536,145,802 | | | |
| 12/31/2014 | 608,137,369 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.002 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 0.999 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2010 | 1.001 | 1.000 | 1.000 | 1.000 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.001 | 1.000 | | |
| 12/31/2013 | 1.000 | 1.000 | | | |
| 12/31/2014 | 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
 Publics and Buses - 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 8,168,280 | 8,413,867 | 8,354,083 | 8,357,774 | 8,324,192 |
| 12/31/2009 | 7,715,137 | 7,770,413 | 7,815,270 | 7,814,177 | 7,809,935 |
| 12/31/2010 | 8,144,062 | 8,310,422 | 8,292,201 | 8,291,010 | 8,289,971 |
| 12/31/2011 | 9,892,808 | 9,989,443 | 10,003,308 | 10,002,731 | 10,022,677 |
| 12/31/2012 | 9,501,111 | 9,513,520 | 9,474,606 | 9,462,651 | 9,420,455 |
| 12/31/2013 | 6,977,072 | 7,422,068 | 7,430,839 | 7,410,457 | 7,412,236 |
| 12/31/2014 | 9,510,643 | 9,640,924 | 9,664,578 | 9,729,603 | 9,671,387 |
| 12/31/2015 | 8,889,344 | 9,160,209 | 9,358,976 | 9,358,713 | 9,404,368 |
| 12/31/2016 | 11,547,971 | 11,932,999 | 11,939,422 | 11,903,620 | |
| 12/31/2017 | 12,540,027 | 12,949,146 | 12,957,760 | | |
| 12/31/2018 | 13,315,854 | 13,621,622 | | | |
| 12/31/2019 | 10,302,740 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 1.030 | 0.993 | 1.000 | 0.996 |
| 12/31/2009 | 1.007 | 1.006 | 1.000 | 0.999 |
| 12/31/2010 | 1.020 | 0.998 | 1.000 | 1.000 |
| 12/31/2011 | 1.010 | 1.001 | 1.000 | 1.002 |
| 12/31/2012 | 1.001 | 0.996 | 0.999 | 0.996 |
| 12/31/2013 | 1.064 | 1.001 | 0.997 | 1.000 |
| 12/31/2014 | 1.014 | 1.002 | 1.007 | 0.994 |
| 12/31/2015 | 1.030 | 1.022 | 1.000 | 1.005 |
| 12/31/2016 | 1.033 | 1.001 | 0.997 | |
| 12/31/2017 | 1.033 | 1.001 | | |
| 12/31/2018 | 1.023 | | | |
| Average Factor: (Best 3 of 5) | 1.029 | 1.001 | 0.999 | 0.999 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.000 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 0.999 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 0.998 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.999 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 1.028 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Publics and Buses - 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> |
|-----------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 8,314,483 | 8,315,914 | 8,316,333 | 8,316,265 | 8,323,775 |
| 12/31/2009 | 7,809,935 | 7,802,134 | 7,802,134 | 7,834,296 | 7,834,635 |
| 12/31/2010 | 8,288,929 | 8,288,220 | 8,293,384 | 8,292,084 | 8,291,351 |
| 12/31/2011 | 10,021,040 | 10,021,804 | 10,020,716 | 10,020,402 | |
| 12/31/2012 | 9,417,945 | 9,442,488 | 9,440,340 | | |
| 12/31/2013 | 7,402,347 | 7,402,347 | | | |
| 12/31/2014 | 9,671,216 | | | | |

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> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 0.999 | 1.000 | 1.000 | 1.000 | 1.001 |
| 12/31/2009 | 1.000 | 0.999 | 1.000 | 1.004 | 1.000 |
| 12/31/2010 | 1.000 | 1.000 | 1.001 | 1.000 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.003 | 1.000 | | |
| 12/31/2013 | 0.999 | 1.000 | | | |
| 12/31/2014 | 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
 Publics and Buses - 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> |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|
| 12/31/2008 | 14,496,369 | 13,734,868 | 13,680,442 | 13,708,865 | 13,702,189 |
| 12/31/2009 | 13,599,494 | 13,296,161 | 13,178,478 | 13,136,053 | 13,123,770 |
| 12/31/2010 | 15,494,157 | 15,141,203 | 15,120,272 | 15,172,994 | 15,107,500 |
| 12/31/2011 | 17,631,062 | 16,938,440 | 16,763,711 | 16,687,178 | 16,737,966 |
| 12/31/2012 | 16,827,045 | 16,552,694 | 16,530,888 | 16,525,033 | 16,495,371 |
| 12/31/2013 | 20,616,080 | 19,967,796 | 19,856,262 | 19,785,451 | 19,766,190 |
| 12/31/2014 | 23,310,311 | 23,290,754 | 23,189,544 | 23,137,009 | 23,129,966 |
| 12/31/2015 | 28,652,691 | 28,017,424 | 27,856,388 | 27,912,236 | 27,831,333 |
| 12/31/2016 | 29,773,621 | 28,163,737 | 28,012,535 | 27,917,370 | |
| 12/31/2017 | 35,401,099 | 33,532,463 | 32,965,698 | | |
| 12/31/2018 | 38,958,297 | 37,169,582 | | | |
| 12/31/2019 | 31,649,070 | | | | |

Ratios

| Accident Year <u>Ending</u> | <u>27:15</u> | <u>39:27</u> | <u>51:39</u> | <u>63:51</u> |
|------------------------------------|--------------|--------------|--------------|--------------|
| 12/31/2008 | 0.947 | 0.996 | 1.002 | 1.000 |
| 12/31/2009 | 0.978 | 0.991 | 0.997 | 0.999 |
| 12/31/2010 | 0.977 | 0.999 | 1.003 | 0.996 |
| 12/31/2011 | 0.961 | 0.990 | 0.995 | 1.003 |
| 12/31/2012 | 0.984 | 0.999 | 1.000 | 0.998 |
| 12/31/2013 | 0.969 | 0.994 | 0.996 | 0.999 |
| 12/31/2014 | 0.999 | 0.996 | 0.998 | 1.000 |
| 12/31/2015 | 0.978 | 0.994 | 1.002 | 0.997 |
| 12/31/2016 | 0.946 | 0.995 | 0.997 | |
| 12/31/2017 | 0.947 | 0.983 | | |
| 12/31/2018 | 0.954 | | | |
| Average Factor: (Best 3 of 5) | 0.960 | 0.994 | 0.998 | 0.999 |

Summary of Factors

| | | |
|------------|--|-------|
| 63 to Ult: | (75:63) (75:Ult) = | 1.000 |
| 51 to Ult: | (63:51) (75:63) (75:Ult) = | 0.999 |
| 39 to Ult: | (51:39) (63:51) (75:63) (75:Ult) = | 0.997 |
| 27 to Ult: | (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.991 |
| 15 to Ult: | (27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) = | 0.951 |

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development
 Publics and Buses - Collision
 Multistate
 Paid Losses

| Accident Year Ending | <u>75 Months</u> | <u>87 Months</u> | <u>99 Months</u> | <u>111 Months</u> | <u>123 Months</u> |
|----------------------------|------------------|------------------|------------------|-------------------|-------------------|
| 12/31/2008 | 13,695,347 | 13,640,315 | 13,639,103 | 13,639,443 | 13,639,027 |
| 12/31/2009 | 13,129,198 | 13,122,975 | 13,114,005 | 13,112,347 | 13,108,425 |
| 12/31/2010 | 15,110,939 | 15,112,551 | 15,113,527 | 15,318,561 | 15,317,528 |
| 12/31/2011 | 16,732,790 | 16,736,049 | 16,729,419 | 16,727,151 | |
| 12/31/2012 | 16,488,138 | 16,487,314 | 16,485,110 | | |
| 12/31/2013 | 19,749,601 | 19,744,034 | | | |
| 12/31/2014 | 23,124,224 | | | | |

Ratios

| Accident Year Ending | <u>75:63</u> | <u>87:75</u> | <u>99:87</u> | <u>111:99</u> | <u>123:111</u> |
|------------------------------------|--------------|--------------|--------------|---------------|----------------|
| 12/31/2008 | 1.000 | 0.996 | 1.000 | 1.000 | 1.000 |
| 12/31/2009 | 1.000 | 1.000 | 0.999 | 1.000 | 1.000 |
| 12/31/2010 | 1.000 | 1.000 | 1.000 | 1.014 | 1.000 |
| 12/31/2011 | 1.000 | 1.000 | 1.000 | 1.000 | |
| 12/31/2012 | 1.000 | 1.000 | 1.000 | | |
| 12/31/2013 | 0.999 | 1.000 | | | |
| 12/31/2014 | 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.

MINNESOTA

| Coverages | Aggregate Loss Cost at Current Level | Relativity Change | Trucks Change | Total Change |
|-------------------------------|---|----------------------|------------------|-----------------|
| Liability | | | | |
| Taxis and Limousines | 88,225 | -28.5% | 6.9% | -23.6% |
| Van Pools | 9,320 | -30.0% | 6.9% | -25.2% |
| School and Church Buses | 782,728 | -23.6% | 6.9% | -18.3% |
| Other Buses | 1,531,160 | -8.4% | 6.9% | -2.1% |
| Total Liability | 2,411,433 | -14.2% | 6.9% | -8.2% |
| Physical Damage | | | | |
| Other Than Collision | | | | |
| Taxis, Limousines & Van Pools | 55,659 | 7.8% | 8.3% | 16.7% |
| School, Church & Other Buses | 821,039 | -28.6% | 8.3% | -22.7% |
| Total Other Than Collision | 876,698 | -26.3% | 8.3% | -20.2% |
| Collision | | | | |
| Taxis, Limousines & Van Pools | 96,177 | 22.0% | 5.5% | 28.7% |
| School, Church & Other Buses | 788,987 | -29.2% | 5.5% | -25.3% |
| Total Collision | 885,164 | -23.6% | 5.5% | -19.4% |
| Total Physical Damage | 1,761,862 | -25.0% | 6.9% | -19.8% |
| Total Publics | 4,173,295 | -18.7% | 6.9% | -13.1% |

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

**MINNESOTA (22)
TERRITORY 101**

| 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 | | | | | | |
| \$ 350 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 37 | Covered By Workers' Compensation \$ 19 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 296 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 88 | Principally Operated By Employees \$ 49 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 1551 | N/A | N/A | N/A | N/A | Owner Operated \$ 174 | Other Than Owner Operated \$ 124 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 147 | N/A | N/A | N/A | N/A | All Autos \$ 21 | |
| – OTHER BUSES | | | | | | |
| \$ 1218 | N/A | N/A | N/A | N/A | All Autos \$ 202 | |
| – VAN POOLS | | | | | | |
| \$ 368 | N/A | N/A | N/A | N/A | Employer Furnished \$ 13 | All Other \$ 23 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 431 | Refer to Rule 49. | | | | All Autos \$ 43 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 188 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 29 | Covered By Workers' Compensation \$ 15 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 218 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 54 | Principally Operated By Employees \$ 30 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 833 | N/A | N/A | N/A | N/A | Owner Operated \$ 136 | Other Than Owner Operated \$ 97 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 79 | N/A | N/A | N/A | N/A | All Autos \$ 17 | |
| – OTHER BUSES | | | | | | |
| \$ 654 | N/A | N/A | N/A | N/A | All Autos \$ 158 | |
| – VAN POOLS | | | | | | |
| \$ 197 | N/A | N/A | N/A | N/A | Employer Furnished \$ 10 | All Other \$ 18 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 261 | Refer to Rule 49. | | | | All Autos \$ 31 | |
| <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. | | | | | | |

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

**MINNESOTA (22)
TERRITORY 104**

| 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 | | | | | | |
| \$ 149 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 32 | Covered By Workers' Compensation \$ 16 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 174 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 75 | Principally Operated By Employees \$ 42 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 660 | N/A | N/A | N/A | N/A | Owner Operated \$ 150 | Other Than Owner Operated \$ 107 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 63 | N/A | N/A | N/A | N/A | All Autos \$ 18 | |
| – OTHER BUSES | | | | | | |
| \$ 519 | N/A | N/A | N/A | N/A | All Autos \$ 175 | |
| – VAN POOLS | | | | | | |
| \$ 156 | N/A | N/A | N/A | N/A | Employer Furnished \$ 11 | All Other \$ 20 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 197 | Refer to Rule 49. | | | | All Autos \$ 35 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 336 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 31 | Covered By Workers' Compensation \$ 16 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 245 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 60 | Principally Operated By Employees \$ 33 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 1488 | N/A | N/A | N/A | N/A | Owner Operated \$ 145 | Other Than Owner Operated \$ 103 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 141 | N/A | N/A | N/A | N/A | All Autos \$ 18 | |
| – OTHER BUSES | | | | | | |
| \$ 1169 | N/A | N/A | N/A | N/A | All Autos \$ 169 | |
| – VAN POOLS | | | | | | |
| \$ 353 | N/A | N/A | N/A | N/A | Employer Furnished \$ 11 | All Other \$ 19 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 402 | Refer to Rule 49. | | | | All Autos \$ 34 | |
| <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. | | | | | | |

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

**MINNESOTA (22)
TERRITORY 108**

| 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 | | | | | | |
| \$ 275 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 35 | Covered By Workers' Compensation \$ 18 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 285 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 95 | Principally Operated By Employees \$ 53 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 1218 | N/A | N/A | N/A | N/A | Owner Operated \$ 164 | Other Than Owner Operated \$ 117 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 116 | N/A | N/A | N/A | N/A | All Autos \$ 20 | |
| – OTHER BUSES | | | | | | |
| \$ 957 | N/A | N/A | N/A | N/A | All Autos \$ 191 | |
| – VAN POOLS | | | | | | |
| \$ 289 | N/A | N/A | N/A | N/A | Employer Furnished \$ 12 | All Other \$ 22 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 444 | Refer to Rule 49. | | | | All Autos \$ 41 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 334 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 39 | Covered By Workers' Compensation \$ 20 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 231 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 70 | Principally Operated By Employees \$ 39 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 1480 | N/A | N/A | N/A | N/A | Owner Operated \$ 183 | Other Than Owner Operated \$ 130 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 140 | N/A | N/A | N/A | N/A | All Autos \$ 22 | |
| – OTHER BUSES | | | | | | |
| \$ 1162 | N/A | N/A | N/A | N/A | All Autos \$ 213 | |
| – VAN POOLS | | | | | | |
| \$ 351 | N/A | N/A | N/A | N/A | Employer Furnished \$ 13 | All Other \$ 24 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 395 | Refer to Rule 49. | | | | All Autos \$ 44 | |
| <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. | | | | | | |

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

**MINNESOTA (22)
TERRITORY 112**

| 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 | | | | | | |
| \$ 115 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 17 | Covered By Workers' Compensation \$ 9 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 170 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 47 | Principally Operated By Employees \$ 26 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 509 | N/A | N/A | N/A | N/A | Owner Operated \$ 80 | Other Than Owner Operated \$ 57 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 48 | N/A | N/A | N/A | N/A | All Autos \$ 10 | |
| – OTHER BUSES | | | | | | |
| \$ 400 | N/A | N/A | N/A | N/A | All Autos \$ 93 | |
| – VAN POOLS | | | | | | |
| \$ 121 | N/A | N/A | N/A | N/A | Employer Furnished \$ 6 | All Other \$ 11 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 171 | Refer to Rule 49. | | | | All Autos \$ 20 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 190 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 28 | Covered By Workers' Compensation \$ 14 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 186 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 60 | Principally Operated By Employees \$ 33 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 842 | N/A | N/A | N/A | N/A | Owner Operated \$ 131 | Other Than Owner Operated \$ 93 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 80 | N/A | N/A | N/A | N/A | All Autos \$ 16 | |
| – OTHER BUSES | | | | | | |
| \$ 661 | N/A | N/A | N/A | N/A | All Autos \$ 153 | |
| – VAN POOLS | | | | | | |
| \$ 200 | N/A | N/A | N/A | N/A | Employer Furnished \$ 9 | All Other \$ 17 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 256 | Refer to Rule 49. | | | | All Autos \$ 33 | |
| <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. | | | | | | |

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

**MINNESOTA (22)
TERRITORY 114**

| 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 | | | | | | |
| \$ 141 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 19 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 167 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 60 | Principally Operated By Employees \$ 33 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 625 | N/A | N/A | N/A | N/A | Owner Operated \$ 89 | Other Than Owner Operated \$ 63 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 59 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 491 | N/A | N/A | N/A | N/A | All Autos \$ 104 | |
| – VAN POOLS | | | | | | |
| \$ 148 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 193 | Refer to Rule 49. | | | | All Autos \$ 22 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 110 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 15 | Covered By Workers' Compensation \$ 8 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 187 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 60 | Principally Operated By Employees \$ 33 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 487 | N/A | N/A | N/A | N/A | Owner Operated \$ 70 | Other Than Owner Operated \$ 50 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 46 | N/A | N/A | N/A | N/A | All Autos \$ 9 | |
| – OTHER BUSES | | | | | | |
| \$ 383 | N/A | N/A | N/A | N/A | All Autos \$ 82 | |
| – VAN POOLS | | | | | | |
| \$ 116 | N/A | N/A | N/A | N/A | Employer Furnished \$ 5 | All Other \$ 9 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 159 | Refer to Rule 49. | | | | All Autos \$ 17 | |
| <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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DIVISION ONE
AUTOMOBILE
LOSS COST PAGES**

**MINNESOTA (22)
TERRITORY 116**

| 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 | | | | | | |
| \$ 143 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 18 | Covered By Workers' Compensation \$ 9 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 167 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 55 | Principally Operated By Employees \$ 31 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 633 | N/A | N/A | N/A | N/A | Owner Operated \$ 84 | Other Than Owner Operated \$ 60 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 60 | N/A | N/A | N/A | N/A | All Autos \$ 10 | |
| – OTHER BUSES | | | | | | |
| \$ 498 | N/A | N/A | N/A | N/A | All Autos \$ 98 | |
| – VAN POOLS | | | | | | |
| \$ 150 | N/A | N/A | N/A | N/A | Employer Furnished \$ 6 | All Other \$ 11 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 186 | Refer to Rule 49. | | | | All Autos \$ 21 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 284 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 31 | Covered By Workers' Compensation \$ 16 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 228 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 92 | Principally Operated By Employees \$ 51 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 1258 | N/A | N/A | N/A | N/A | Owner Operated \$ 145 | Other Than Owner Operated \$ 103 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 119 | N/A | N/A | N/A | N/A | All Autos \$ 18 | |
| – OTHER BUSES | | | | | | |
| \$ 988 | N/A | N/A | N/A | N/A | All Autos \$ 169 | |
| – VAN POOLS | | | | | | |
| \$ 298 | N/A | N/A | N/A | N/A | Employer Furnished \$ 11 | All Other \$ 19 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 364 | Refer to Rule 49. | | | | All Autos \$ 35 | |
| <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. | | | | | | |

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

**MINNESOTA (22)
TERRITORY 118**

| 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 | | | | | | |
| \$ 168 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 19 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 226 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 49 | Principally Operated By Employees \$ 27 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 744 | N/A | N/A | N/A | N/A | Owner Operated \$ 89 | Other Than Owner Operated \$ 63 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 71 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 585 | N/A | N/A | N/A | N/A | All Autos \$ 104 | |
| – VAN POOLS | | | | | | |
| \$ 176 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 232 | Refer to Rule 49. | | | | All Autos \$ 21 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 198 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 19 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 226 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 49 | Principally Operated By Employees \$ 27 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 877 | N/A | N/A | N/A | N/A | Owner Operated \$ 89 | Other Than Owner Operated \$ 63 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 83 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 689 | N/A | N/A | N/A | N/A | All Autos \$ 104 | |
| – VAN POOLS | | | | | | |
| \$ 208 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 272 | Refer to Rule 49. | | | | All Autos \$ 21 | |
| <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. | | | | | | |

**COMMERCIAL LINES MANUAL
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**MINNESOTA (22)
TERRITORY 120**

| 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 | | | | | | |
| \$ 149 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 19 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 194 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 49 | Principally Operated By Employees \$ 27 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 660 | N/A | N/A | N/A | N/A | Owner Operated \$ 89 | Other Than Owner Operated \$ 63 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 63 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 519 | N/A | N/A | N/A | N/A | All Autos \$ 104 | |
| – VAN POOLS | | | | | | |
| \$ 156 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 191 | Refer to Rule 49. | | | | All Autos \$ 21 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
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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 | | | | | | |
| \$ 148 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 19 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 217 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 49 | Principally Operated By Employees \$ 27 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 656 | N/A | N/A | N/A | N/A | Owner Operated \$ 89 | Other Than Owner Operated \$ 63 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 62 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 515 | N/A | N/A | N/A | N/A | All Autos \$ 104 | |
| – VAN POOLS | | | | | | |
| \$ 155 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 222 | Refer to Rule 49. | | | | All Autos \$ 21 | |
| <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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AUTOMOBILE
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**MINNESOTA (22)
TERRITORY 122**

| 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 | | | | | | |
| \$ 156 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 20 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 242 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 51 | Principally Operated By Employees \$ 28 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 691 | N/A | N/A | N/A | N/A | Owner Operated \$ 94 | Other Than Owner Operated \$ 67 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 66 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 543 | N/A | N/A | N/A | N/A | All Autos \$ 109 | |
| – VAN POOLS | | | | | | |
| \$ 164 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 214 | Refer to Rule 49. | | | | All Autos \$ 22 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| LIABILITY Limit Of Liab. \$100,000 | MEDICAL PAYMENTS Limit Per Person | | | | PERSONAL INJURY PROTECTION Basic Limits | |
|---|--------------------------------------|------|------|------|--|--|
| | 500 | 1000 | 2000 | 5000 | | |
| RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS | | | | | | |
| \$ 204 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 23 | Covered By Workers' Compensation \$ 12 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 216 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 64 | Principally Operated By Employees \$ 36 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 904 | N/A | N/A | N/A | N/A | Owner Operated \$ 108 | Other Than Owner Operated \$ 77 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 86 | N/A | N/A | N/A | N/A | All Autos \$ 13 | |
| – OTHER BUSES | | | | | | |
| \$ 710 | N/A | N/A | N/A | N/A | All Autos \$ 126 | |
| – VAN POOLS | | | | | | |
| \$ 214 | N/A | N/A | N/A | N/A | Employer Furnished \$ 8 | All Other \$ 14 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 272 | Refer to Rule 49. | | | | All Autos \$ 26 | |
| <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. | | | | | | |

**COMMERCIAL LINES MANUAL
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AUTOMOBILE
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**MINNESOTA (22)
TERRITORY 124**

| 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 | | | | | | |
| \$ 166 | N/A | N/A | N/A | N/A | Not Covered By Workers' Compensation \$ 19 | Covered By Workers' Compensation \$ 10 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | | | | |
| \$ 230 | N/A | N/A | N/A | N/A | Not Principally Operated By Employees \$ 62 | Principally Operated By Employees \$ 34 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS – | | | | | | |
| – TAXICABS AND LIMOUSINES | | | | | | |
| \$ 735 | N/A | N/A | N/A | N/A | Owner Operated \$ 89 | Other Than Owner Operated \$ 63 |
| – SCHOOL AND CHURCH BUSES | | | | | | |
| \$ 70 | N/A | N/A | N/A | N/A | All Autos \$ 11 | |
| – OTHER BUSES | | | | | | |
| \$ 578 | N/A | N/A | N/A | N/A | All Autos \$ 104 | |
| – VAN POOLS | | | | | | |
| \$ 174 | N/A | N/A | N/A | N/A | Employer Furnished \$ 7 | All Other \$ 12 |
| RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT | | | | | | |
| \$ 234 | Refer to Rule 49. | | | | All Autos \$ 21 | |
| <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. | | | | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

| 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 | | | |
| | \$ 75 | \$ 130 | \$ 188 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 75 | \$ 130 | \$ 331 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 83 | \$ 143 | \$ 291 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 38 | \$ 65 | \$ 86 |
| – OTHER BUSES | | | |
| | \$ 38 | \$ 65 | \$ 86 |
| – VAN POOLS | | | |
| | \$ 83 | \$ 143 | \$ 291 |
| <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. | | | |

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

**MINNESOTA (22)
TERRITORY 103**

| 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 | | | |
| | \$ 103 | \$ 178 | \$ 207 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 112 | \$ 195 | \$ 326 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 113 | \$ 196 | \$ 321 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 52 | \$ 89 | \$ 95 |
| – OTHER BUSES | | | |
| | \$ 52 | \$ 89 | \$ 95 |
| – VAN POOLS | | | |
| | \$ 113 | \$ 196 | \$ 321 |
| <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. | | | |

COMMERCIAL LINES MANUAL
DIVISION ONE
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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 | \$ 205 | \$ 196 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 131 | \$ 227 | \$ 285 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 130 | \$ 226 | \$ 304 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 59 | \$ 103 | \$ 90 |
| – OTHER BUSES | | | |
| | \$ 59 | \$ 103 | \$ 90 |
| – VAN POOLS | | | |
| | \$ 130 | \$ 226 | \$ 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. | | | |

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

**MINNESOTA (22)
TERRITORY 105**

| 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 | \$ 154 | \$ 185 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 78 | \$ 136 | \$ 251 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 98 | \$ 169 | \$ 287 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 45 | \$ 77 | \$ 85 |
| – OTHER BUSES | | | |
| | \$ 45 | \$ 77 | \$ 85 |
| – VAN POOLS | | | |
| | \$ 98 | \$ 169 | \$ 287 |
| <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 | \$ 138 | \$ 193 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 79 | \$ 138 | \$ 355 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 87 | \$ 152 | \$ 299 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 40 | \$ 69 | \$ 89 |
| – OTHER BUSES | | | |
| | \$ 40 | \$ 69 | \$ 89 |
| – VAN POOLS | | | |
| | \$ 87 | \$ 152 | \$ 299 |
| <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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**MINNESOTA (22)
TERRITORY 109**

| 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 | \$ 159 | \$ 198 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 81 | \$ 140 | \$ 246 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 101 | \$ 175 | \$ 307 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 46 | \$ 80 | \$ 91 |
| – OTHER BUSES | | | |
| | \$ 46 | \$ 80 | \$ 91 |
| – VAN POOLS | | | |
| | \$ 101 | \$ 175 | \$ 307 |
| <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 | | | |
| | \$ 120 | \$ 209 | \$ 189 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 133 | \$ 231 | \$ 221 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 132 | \$ 230 | \$ 293 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 60 | \$ 105 | \$ 87 |
| – OTHER BUSES | | | |
| | \$ 60 | \$ 105 | \$ 87 |
| – VAN POOLS | | | |
| | \$ 132 | \$ 230 | \$ 293 |
| <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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**MINNESOTA (22)
TERRITORY 113**

| 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 | | | |
| | \$ 114 | \$ 198 | \$ 181 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 114 | \$ 198 | \$ 245 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 125 | \$ 218 | \$ 281 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 57 | \$ 99 | \$ 83 |
| – OTHER BUSES | | | |
| | \$ 57 | \$ 99 | \$ 83 |
| – VAN POOLS | | | |
| | \$ 125 | \$ 218 | \$ 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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| 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 | | | |
| | \$ 136 | \$ 236 | \$ 189 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 139 | \$ 241 | \$ 248 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 150 | \$ 260 | \$ 293 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 68 | \$ 118 | \$ 87 |
| – OTHER BUSES | | | |
| | \$ 68 | \$ 118 | \$ 87 |
| – VAN POOLS | | | |
| | \$ 150 | \$ 260 | \$ 293 |
| <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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**MINNESOTA (22)
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 | | | |
| | \$ 109 | \$ 189 | \$ 167 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 137 | \$ 238 | \$ 206 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 120 | \$ 208 | \$ 259 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 55 | \$ 95 | \$ 77 |
| – OTHER BUSES | | | |
| | \$ 55 | \$ 95 | \$ 77 |
| – VAN POOLS | | | |
| | \$ 120 | \$ 208 | \$ 259 |
| <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 | | | |
| | \$ 94 | \$ 163 | \$ 199 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 97 | \$ 169 | \$ 195 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 103 | \$ 179 | \$ 308 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 47 | \$ 82 | \$ 92 |
| – OTHER BUSES | | | |
| | \$ 47 | \$ 82 | \$ 92 |
| – VAN POOLS | | | |
| | \$ 103 | \$ 179 | \$ 308 |
| <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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**MINNESOTA (22)
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 | | | |
| | \$ 92 | \$ 159 | \$ 186 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 98 | \$ 170 | \$ 223 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 101 | \$ 175 | \$ 288 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 46 | \$ 80 | \$ 86 |
| – OTHER BUSES | | | |
| | \$ 46 | \$ 80 | \$ 86 |
| – VAN POOLS | | | |
| | \$ 101 | \$ 175 | \$ 288 |
| <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 | \$ 142 | \$ 170 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 78 | \$ 135 | \$ 207 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 90 | \$ 156 | \$ 264 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 41 | \$ 71 | \$ 78 |
| – OTHER BUSES | | | |
| | \$ 41 | \$ 71 | \$ 78 |
| – VAN POOLS | | | |
| | \$ 90 | \$ 156 | \$ 264 |
| <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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**MINNESOTA (22)
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 | | | |
| | \$ 92 | \$ 159 | \$ 188 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 69 | \$ 119 | \$ 221 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 101 | \$ 175 | \$ 291 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 46 | \$ 80 | \$ 86 |
| – OTHER BUSES | | | |
| | \$ 46 | \$ 80 | \$ 86 |
| – VAN POOLS | | | |
| | \$ 101 | \$ 175 | \$ 291 |
| <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 | \$ 183 | \$ 151 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 87 | \$ 151 | \$ 207 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 116 | \$ 201 | \$ 234 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 53 | \$ 92 | \$ 69 |
| – OTHER BUSES | | | |
| | \$ 53 | \$ 92 | \$ 69 |
| – VAN POOLS | | | |
| | \$ 116 | \$ 201 | \$ 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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**MINNESOTA (22)
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 | | | |
| | \$ 85 | \$ 148 | \$ 165 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 91 | \$ 158 | \$ 200 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 94 | \$ 163 | \$ 256 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 43 | \$ 74 | \$ 76 |
| – OTHER BUSES | | | |
| | \$ 43 | \$ 74 | \$ 76 |
| – VAN POOLS | | | |
| | \$ 94 | \$ 163 | \$ 256 |
| <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 | | | |
| | \$ 84 | \$ 145 | \$ 172 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 107 | \$ 186 | \$ 293 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 92 | \$ 160 | \$ 267 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 42 | \$ 73 | \$ 79 |
| – OTHER BUSES | | | |
| | \$ 42 | \$ 73 | \$ 79 |
| – VAN POOLS | | | |
| | \$ 92 | \$ 160 | \$ 267 |
| <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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**MINNESOTA (22)
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 | | | |
| | \$ 92 | \$ 159 | \$ 185 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 98 | \$ 171 | \$ 263 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 101 | \$ 175 | \$ 287 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 46 | \$ 80 | \$ 85 |
| – OTHER BUSES | | | |
| | \$ 46 | \$ 80 | \$ 85 |
| – VAN POOLS | | | |
| | \$ 101 | \$ 175 | \$ 287 |
| <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 | \$ 136 | \$ 148 |
| RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS | | | |
| | \$ 69 | \$ 119 | \$ 238 |
| RULE 40. PUBLIC AUTO CLASSIFICATIONS | | | |
| – TAXICABS AND LIMOUSINES | | | |
| | \$ 86 | \$ 150 | \$ 229 |
| – SCHOOL AND CHURCH BUSES | | | |
| | \$ 39 | \$ 68 | \$ 68 |
| – OTHER BUSES | | | |
| | \$ 39 | \$ 68 | \$ 68 |
| – VAN POOLS | | | |
| | \$ 86 | \$ 150 | \$ 229 |
| <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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MINNESOTA (22)

49. AUTO DEALERS – PREMIUM DEVELOPMENT

| |
|-------------|
| FIRE |
| \$ 0.11 |

| FIRE AND THEFT* | | | |
|------------------------|----------------------------------|------------------------|-----------------------------|
| Territory Code | Personal Auto Type Vehicles | | Miscellaneous Type Vehicles |
| | Buildings And Standard Open Lots | Non-Standard Open Lots | Buildings And Open Lots |
| 101,105,108,109 | \$ 0.51 | \$ 0.54 | \$ 0.45 |
| ALL OTHER | 0.42 | 0.48 | 0.45 |
| | | | |

* Theft is subject to a \$100 per car/\$500 per occurrence deductible.
See Rule **98**. for additional deductible options.

| SPECIFIED CAUSES OF LOSS* | | | | | |
|----------------------------------|-----------------------------|--------------------|------------------------|-----------------------------|-----------|
| Territory Code | Personal Auto Type Vehicles | | | Miscellaneous Type Vehicles | |
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings | Open Lots |
| 101,105,108,109 | \$ 0.92 | \$ 0.99 | \$ 1.09 | \$ 0.86 | \$ 0.94 |
| ALL OTHER | 0.83 | 0.94 | 0.99 | 0.86 | 0.94 |
| | | | | | |

* Theft and Mischief or Vandalism are subject to a \$100 per car/\$500 per occurrence deductible.
See Rule **98**. for additional deductible options.

| LIMITED SPECIFIED CAUSES OF LOSS* | | | | | |
|--|-----------------------------|--------------------|------------------------|-----------------------------|-----------|
| Territory Code | Personal Auto Type Vehicles | | | Miscellaneous Type Vehicles | |
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings | Open Lots |
| 101,105,108,109 | \$ 0.83 | \$ 0.92 | \$ 0.98 | \$ 0.77 | \$ 0.86 |
| ALL OTHER | 0.72 | 0.83 | 0.90 | 0.77 | 0.86 |
| | | | | | |

* Theft is subject to a \$100 per car/\$500 per occurrence deductible.
See Rule **98**. for additional deductible options.

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49. AUTO DEALERS – PREMIUM DEVELOPMENT
(Cont'd)

| COMPREHENSIVE* | | | | |
|-----------------------|------------------------------------|---------------------------|-------------------------------|------------------------------------|
| Territory Code | Personal Auto Type Vehicles | | | Miscellaneous Type Vehicles |
| | Buildings | Standard Open Lots | Non-Standard Open Lots | Buildings And Open Lots |
| 101,105,108,109 | \$ 1.09 | \$ 1.28 | \$ 1.36 | \$ 1.20 |
| ALL OTHER | 1.05 | 1.17 | 1.25 | 1.20 |
| | | | | |
| | | | | |

* Theft and Mischief or Vandalism are subject to a \$100 per car/\$500 per occurrence deductible.
See Rule **98**. for additional deductible options.

| BLANKET COLLISION | | | |
|--------------------------|---|--------------------------------|------------------------|
| | <ul style="list-style-type: none"> • Reporting Form – Inventory Value • Non-Reporting Form – Limit of Insurance | | |
| Deductible | First \$ 50,000 And Under | \$ 50,001 To \$ 100,000 | Over \$ 100,000 |
| \$100 | \$ 0.92 | \$ 0.37 | \$ 0.14 |
| \$250 | 0.59 | 0.22 | 0.09 |

See Rule **98**. for additional deductible options.

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MINNESOTA (22)

55. GARAGEKEEPERS' INSURANCE – PREMIUM DEVELOPMENT

| GARAGEKEEPERS' – OTHER THAN COLLISION* | | | | |
|--|---------------------------------|-------------------------|------------------------|-------------------------|
| Maximum Limit Of Liability | Specified Causes Of Loss | | Comprehensive | |
| | Legal Liability | Direct (Primary) | Legal Liability | Direct (Primary) |
| \$ 6,000 | \$ 22 | \$ 30 | \$ 26 | \$ 36 |
| 7,500 | 26 | 35 | 31 | 42 |
| 9,000 | 29 | 40 | 35 | 48 |
| 12,000 | 36 | 49 | 44 | 59 |
| 15,000 | 43 | 58 | 51 | 69 |
| 18,000 | 48 | 64 | 57 | 77 |
| 22,500 | 58 | 78 | 69 | 93 |
| 30,000 | 72 | 97 | 87 | 117 |
| 37,500 | 85 | 115 | 102 | 138 |
| 45,000 | 97 | 131 | 117 | 158 |
| 60,000 | 120 | 162 | 144 | 194 |
| 75,000 | 141 | 191 | 169 | 229 |
| 90,000 | 163 | 220 | 195 | 264 |
| 120,000 | 200 | 271 | 241 | 325 |
| 150,000 | 235 | 317 | 282 | 381 |
| 180,000 | 271 | 366 | 325 | 439 |
| 225,000 | 326 | 440 | 391 | 527 |
| 300,000 | 412 | 557 | 495 | 668 |
| 375,000 | 500 | 674 | 600 | 809 |
| 450,000 | 585 | 790 | 702 | 948 |
| 600,000 | 749 | 1011 | 899 | 1214 |
| 750,000 | 908 | 1226 | 1090 | 1471 |
| 900,000 | 1063 | 1435 | 1275 | 1722 |
| 1,200,000 | 1356 | 1830 | 1627 | 2196 |
| 1,500,000 | 1619 | 2186 | 1943 | 2623 |
| 2,000,000 | 1832 | 2473 | 2199 | 2968 |
| 2,500,000 | 1996 | 2694 | 2395 | 3233 |
| Over 2,500,000 | Refer to Company | | | |
| Direct Coverage (Excess) | | | | |
| Specified Causes Of Loss – Multiply the Legal Liability premium by 1.15. | | | | |
| Comprehensive – Multiply the Legal Liability premium by 1.15. | | | | |
| * Theft and Mischief or Vandalism are subject to a \$100 per car/\$500 per occurrence deductible. See Rule 98 . for additional deductible options. | | | | |

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55. GARAGEKEEPERS' INSURANCE – PREMIUM DEVELOPMENT (Cont'd)

| GARAGEKEEPERS' – COLLISION | | | | | | |
|--|----------------------------|-----------------------------|----------------------------|-----------------------------|----------------------------|-----------------------------|
| Maximum Limit Of Liability | Deductibles | | | | | |
| | \$ 100 | | \$ 250 | | \$ 500 | |
| | Legal Liability | Direct (Primary) | Legal Liability | Direct (Primary) | Legal Liability | Direct (Primary) |
| \$ 6,000 | \$ 30 | \$ 41 | \$ 20 | \$ 26 | \$ 15 | \$ 20 |
| 7,500 | 35 | 47 | 23 | 31 | 17 | 23 |
| 9,000 | 40 | 53 | 26 | 35 | 20 | 27 |
| 12,000 | 50 | 68 | 33 | 44 | 25 | 34 |
| 15,000 | 60 | 81 | 39 | 53 | 30 | 41 |
| 18,000 | 71 | 96 | 46 | 62 | 36 | 48 |
| 22,500 | 84 | 113 | 54 | 73 | 42 | 56 |
| 30,000 | 107 | 145 | 70 | 94 | 54 | 72 |
| 37,500 | 126 | 171 | 82 | 111 | 63 | 85 |
| 45,000 | 142 | 192 | 92 | 125 | 71 | 96 |
| 60,000 | 179 | 241 | 116 | 157 | 89 | 120 |
| 75,000 | 215 | 290 | 140 | 188 | 107 | 145 |
| 90,000 | 246 | 333 | 160 | 216 | 123 | 166 |
| 120,000 | 308 | 416 | 200 | 270 | 154 | 208 |
| 150,000 | 370 | 499 | 240 | 324 | 185 | 249 |
| 180,000 | 426 | 576 | 277 | 374 | 213 | 288 |
| 225,000 | 510 | 689 | 332 | 448 | 255 | 344 |
| 300,000 | 649 | 876 | 422 | 569 | 324 | 438 |
| 375,000 | 786 | 1062 | 511 | 690 | 393 | 531 |
| 450,000 | 922 | 1245 | 599 | 809 | 461 | 622 |
| 600,000 | 1190 | 1607 | 774 | 1045 | 595 | 804 |
| 750,000 | 1454 | 1963 | 945 | 1276 | 727 | 982 |
| 900,000 | 1702 | 2298 | 1106 | 1494 | 851 | 1149 |
| 1,200,000 | 2165 | 2922 | 1407 | 1900 | 1082 | 1461 |
| 1,500,000 | 2596 | 3504 | 1687 | 2278 | 1298 | 1752 |
| 2,000,000 | 2962 | 3999 | 1925 | 2599 | 1481 | 1999 |
| 2,500,000 | 3227 | 4357 | 2098 | 2832 | 1614 | 2178 |
| Over 2,500,000 | Refer to Company | | | | | |
| Direct Coverage (Excess) | | | | | | |
| Multiply the Legal Liability premium for the desired deductible by 1.15. | | | | | | |
| For additional coverages, refer to company. | | | | | | |

90. HIRED AUTOS

| |
|--|
| Cost Of Hire Basis – All Territories Liability Base Loss Cost |
| \$ 0.32 |

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

Supplementary Information – Minnesota

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 Minnesota

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> |
|---------------------|--------------------------------|----------------------------------|
| 03/31/2016 | +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% |
| 03/31/2019 | +5.7% | +4.6% |
| 06/30/2019 | +5.7% | +5.1% |
| 09/30/2019 | +5.7% | +5.5% |
| 12/31/2019 | +5.9% | +5.9% |

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 – Minnesota

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 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% |
| October 2019 - September 2020 | 3.3% | 3.5% |

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

| | Current Trends <u>Data through 3/31/2020</u> | Previous Trends <u>Data through 12/31/2018</u> |
|--|---|---|
| Minnesota Claim Cost Trends | | |
| Bodily Injury (\$100,000 Limit) | +4.1% | +6.6% |
| Property Damage (\$100,000 Limit) | +5.4% | +2.2% |
| Credibility-Weighted Claim Cost Trends | | |
| Bodily Injury (\$100,000 Limit) | +6.0% | +5.5% |
| Property Damage (\$100,000 Limit) | +6.0% | +3.9% |
| 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) | +6.0% | +5.5% |
| Property Damage (\$100,000 Limit) | +6.0% | +3.9% |
| Private Passenger Types | | |
| Bodily Injury (\$100,000 Limit) | +6.0% | +5.5% |
| Property Damage (\$100,000 Limit) | +6.0% | +3.9% |

Minnesota bodily injury severity trend receives 0% 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 +2.9% rather than +6.9%. For the Private Passenger Types coverage, the indication would have been +2.9% instead of +6.2%.

No-Fault Coverage (PIP)

| | Current Trends <u>Data through 9/30/2020</u> | Previous Trends <u>Data through 6/30/2019</u> |
|---------------------------------|---|--|
| Minnesota Claim Cost Trends | | |
| Trucks, Tractors & Trailers | +3.6% | +3.0% |
| Private Passenger Types | +3.4% | +2.9% |
| Selected Claim Frequency Trends | | |
| Trucks, Tractors & Trailers | 0.0% | 0.0% |
| Private Passenger Types | 0.0% | 0.0% |
| Selected Pure Premium Trends | | |
| Trucks, Tractors & Trailers | +3.6% | +3.0% |
| Private Passenger Types | +3.4% | +2.9% |

If the prior trends were used to calculate the indicated change in this document, the Truck, Tractors & Trailers PIP indication would have been -1.4% instead of -0.2%. For the Private Passenger Types PIP coverage, the indication would have been +0.6% rather than +1.5%.

Supplementary Information – Minnesota

Physical Damage Loss Trend

| | <u>Coverage</u> | <u>Current Trends</u> | <u>Previous Trends</u> |
|--|-----------------|--------------------------------|--------------------------------|
| | | <u>Data through 12/31/2019</u> | <u>Data through 12/31/2018</u> |
| Trucks, Tractors & Trailers | OTC | +6.5% | +7.0% |
| | Collision | +4.5% | +4.5% |
| Private Passenger Types and Garages | OTC | +6.5% | +6.5% |
| | Collision | +4.0% | +4.0% |

Physical Damage OCN Trend

| | <u>Coverage</u> | <u>Current Trends</u> | <u>Previous Trends</u> |
|-----------------------------|-----------------|--------------------------------|--------------------------------|
| | | <u>Data through 12/31/2019</u> | <u>Data through 12/31/2018</u> |
| Trucks, Tractors & Trailers | OTC | +0.9% | +0.9% |
| | Collision | +1.5% | +1.5% |
| Private Passenger Types | OTC | +1.0% | +1.0% |
| | Collision | +0.6% | +0.6% |

The loss trend has decreased by 0.5 points for Trucks, Tractors & Trailers OTC and has remained the same for Private Passenger Types and Garages OTC. The OCN trend has remained the same for Trucks, Tractors & Trailers OTC and Private Passenger Types OTC. If the prior loss and OCN trends were used, the Trucks, Tractors and Trailers OTC indication in this document would have +9.8%, instead of +8.3%.

The loss trend has remained the same for Trucks, Tractors & Trailers Collision, Private Passenger Types and Garages Collision. The OCN trend has remained the same for Trucks, Tractors, & Trailers Collision and Private Passenger Types Collision.

Supplementary Information – Minnesota

Loss Development

Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Minnesota 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 | 1.082 | 1.084 |
| 27 to Ultimate | 1.190 | 1.170 |
| 15 to Ultimate | 1.399 | 1.330 |
| Trucks, Tractors and Trailers PD | | |
| 39 to Ultimate | 1.004 | 1.004 |
| 27 to Ultimate | 1.014 | 1.013 |
| 15 to Ultimate | 1.048 | 1.050 |
| Private Passenger Types BI | | |
| 39 to Ultimate | 1.083 | 1.082 |
| 27 to Ultimate | 1.219 | 1.237 |
| 15 to Ultimate | 1.334 | 1.405 |
| Private Passenger Types PD | | |
| 39 to Ultimate | 1.004 | 1.004 |
| 27 to Ultimate | 1.012 | 1.012 |
| 15 to Ultimate | 1.065 | 1.075 |

Supplementary Information – Minnesota

Other Factors

Unallocated Loss Adjustment Expense factors:

| | <u>Data through 12/31/2019</u> | <u>Data through 12/31/2018</u> |
|-----------------|--------------------------------|--------------------------------|
| Bodily Injury | 1.070 | 1.075 |
| Property Damage | 1.100 | 1.100 |
| Physical Damage | 1.130 | 1.130 |

Indicated vs. Filed Changes

An overall change of +5.5% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 10/01/2021 proposed effective date, with the following exceptions: For Trucks, Tractors & Trailers PIP, Private Passenger Types PIP, and Private Passenger Types Collision, No Change (N.C.) was selected due to the modest indications. For Auto Dealers OTC, No Change (N.C.) was selected to better recognize the favorable state experience.

| <u>Coverage</u> | <u>Indicated Change</u> | <u>Filed Change</u> |
|-----------------------------------|-------------------------|---------------------|
| Trucks, Tractors, & Trailers PIP | -0.2% | No Change (N.C.) |
| Private Passenger Types PIP | +1.5% | No Change (N.C.) |
| Private Passenger Types Collision | +2.9% | No Change (N.C.) |
| Auto Dealers Other than Collision | +10.0% | No Change (N.C.) |

The overall filed change is +5.2%.

Notes

- The Trucks, Tractors, and Trailers OTC indication (+8.3%) is due to poor experience in the three accident years included in the review.
- The Private Passenger Types OTC indication (+13.6%) is due to poor experience in the five accident years included in the review, with especially poor experience in accident year 2020.
- The Auto Dealers Other than Collision indication (+10.0%) is due to a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.
- The Auto Dealers Collision indication (+17.8%) is due to poor experience in the five accident years included in the review, as well as a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.
- The Garagekeepers Other than Collision indication (+23.8%) is due to poor experience in four of the five accident years included in the review, as well as a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.
- The Garagekeepers Collision indication (+19.7%) is due to poor experience in accident years 2016, 2017, and 2019, as well as a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.
- The Auto Dealers Liability and PIP coverages are not being reviewed this year.