

RULES – IMPLEMENTATION

AUGUST 29, 2022

COMMERCIAL MULTIPLE LINE

LI-ML-2022-021

INDIANA COMMERCIAL PACKAGE POLICY REVISED PACKAGE MODIFICATION FACTOR REVISION TO BE IMPLEMENTED; EXHIBITS PRESENTED IN EXCEL

KEY MESSAGE

Revised Commercial Package Policy package modification factors for an overall statewide change of -0.6% to be implemented.

BACKGROUND

In circular [LI-ML-2022-015](#), we provided you with information about the Commercial Package Policy modification factor experience review.

CONSIDERATION OF COVID-19

ISO has considered whether any adjustments need to be made to prospective loss costs or rating factors, which are based on historical experience (pre-COVID-19), to reflect the conditions in which these loss costs or rating factors will be effective (post-COVID-19). Commercial Package Policy Modification Factors are applied to separate underlying coverages that are then combined to create a package policy. Any adjustment that is made to the underlying coverage loss costs to reflect the potential impact of COVID-19 will, therefore, also be reflected in commercial package policy rating. 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 effects on Commercial Package Policy Modification Factors. Therefore, ISO is not making any explicit adjustment to those factors due to COVID-19.

ISO ACTION

We are implementing ML-2022-RLA1, which presents a review of Commercial Package Policy modification factors experience. Refer to the attachment(s) for complete details.

IMPORTANT NOTE

Change in Format

This circular offers several enhancements for customers. In addition to the PDF version, exhibits and loss cost tables are now available in user-friendly Excel format rather than Word. Where possible, exhibits are linked together formulaically to clarify how calculations flow through the entire ratemaking process and to enable customers to test the effects of different assumptions on the results.

To facilitate this change, the filing has been restructured. All explanatory text, for all sections of the filing, appears first; all exhibits and tables are grouped together and appear thereafter. Exhibits have been relabeled (Exhibit A1, Exhibit A2, etc.).

We invite customers to share feedback on this revised format and suggestions for further enhancements by contacting the individuals listed in the Contact Information block.

EFFECTIVE DATE

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

These changes are applicable to all policies written on or after January 1, 2023.

COMPANY ACTION

If you have authorized us to file on your behalf and decide:

- To use our revision and effective date, you are not required to file anything with the Insurance Department.
- To use our revision with a different effective date, to use our revision with modification, or to not use our revision, you must make an appropriate submission with the Insurance Department.

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

WE WILL SUBMIT THIS REVISION TO THE INSURANCE DEPARTMENT ON NOVEMBER 30, 2022. IF STATE FILING REQUIREMENTS DICTATE THAT YOU MAKE A SUBMISSION WITH THE INSURANCE DEPARTMENT, DO NOT SUBMIT IT PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Filing Number [ML-2022-RLA1](#) and SERFF Tracking Number [ISOF-133375090](#), NOT this circular number. Communications with the regulator concerning a filing affecting multiple lines of business (i.e., CL, PL, AL filing designation) should specify the line(s) of business that you are addressing.

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-2022-006](#) 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.

REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 1-23 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-ML-2022-015](#) (06/30/2022) Commercial Package Policy Experience Reviewed By Staff
- [LI-CL-2022-006](#) (02/02/2022) Revised Lead Time Requirements Listing

ATTACHMENT(S)

Filing [ML-2022-RLA1](#)

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.

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.

ACKNOWLEDGMENT OF ACTUARIAL QUALIFICATIONS

The American Academy of Actuaries' "Qualification 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 rule revision a Statement of Actuarial Opinion; therefore, we are including the following acknowledgment:

I, Nancy Narisi, am a Senior Actuarial Associate in Actuarial Operations for ISO, and I, Bei Zhou, am an Actuarial Product Director for Commercial Property for ISO. We are jointly responsible for the content of this Statement of Actuarial Opinion. We are both members of the American Academy of Actuaries and we meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

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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.

INDIANA

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

ML-2022-RLA1

EXECUTIVE SUMMARY

PURPOSE

This document:

- presents a review of advisory Package Modification Factors (PMFs). PMFs are relativity factors used to adjust monoline loss costs as appropriate for multiline risks.
- provides the analyses used to derive these advisory PMFs.

CONSIDERATION OF COVID-19

ISO has considered whether any adjustments need to be made to prospective loss costs or rating factors, which are based on historical experience (pre-COVID-19), to reflect the conditions in which these loss costs or rating factors will be effective (post-COVID-19). Commercial Package Policy Modification Factors are applied to separate underlying coverages that are then combined to create a package policy. Any adjustment that is made to the underlying coverage loss costs to reflect the potential impact of COVID-19 will therefore also be reflected in commercial package policy rating. 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 effects on Commercial Package Policy Modification Factors. Therefore, ISO is not making any explicit adjustment to those factors due to COVID-19.

PMF CHANGES

The proposed Commercial Package Policy (CPP) Package Modification Factor changes are:

<u>Type of Policy</u>	<u>Property</u>	<u>Liability</u>	<u>Prop. & Liab. Total</u>
Motel/Hotel	0.0%	0.0%	0.0%
Apartment	6.4%	0.0%	4.8%
Office	1.1%	-4.0%	-2.1%
Mercantile	1.0%	-2.1%	-0.3%
Institutional	0.0%	-10.6%	-3.3%
Services	0.0%	1.0%	0.4%
Indust./Proc.	-3.8%	-1.1%	-2.7%
Contractors	<u>-1.0%</u>	<u>2.4%</u>	<u>1.9%</u>
Statewide	0.6%	-1.8%	-0.6%

INDIANA

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

ML-2022-RLA1

EXECUTIVE SUMMARY

INDICATED
VS. CAPPED

Indicated PMF changes are based on standard ISO methodology. Differences between indicated and capped PMF changes are caused by rounding each indicated PMF to the nearest one percent and applying an upper cap of 1.00, where necessary.

HISTORICAL
SOURCE DATA

The data used in this review is from ISO reporting companies for:

- Basic Group I: five fiscal accident years ending 09/30/20.
 - Basic Group II: ten fiscal accident years ending 09/30/20.
 - Special Causes of Loss: five fiscal accident years ending 09/30/20.
 - Crime: calendar year ending 06/30/16.
 - Inland Marine: five calendar accident years ending 12/31/16.
 - Fidelity: policy year ending 12/31/15.
 - Owners, Landlords, and Tenants: five fiscal accident years ending 09/30/20.
 - Manufacturers and Contractors: five fiscal accident years ending 09/30/20.
 - Products: three calendar accident years ending 12/31/19.
 - Local Products and Completed Operations: three calendar accident years ending 12/31/19.
-

PRIOR ISO
REVISIONS

The latest revisions in this state are:

<u>Filing</u>	ML-18-RLA1	ML-17-RLA1	ML-12-RLA1
<u>Dates</u>			
Implemented	6/1/2019	5/1/2018	10/1/2012
<u>Changes</u>			
Indicated	0.1%	1.5%	3.7%
Filed	0.1%	1.5%	3.8%
Implemented	0.1%	1.5%	3.8%

INDIANA

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

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EXECUTIVE SUMMARY

ADJUSTMENTS
TO REPORTED
EXPERIENCE

Standard actuarial procedures have been used in the reviews underlying the calculation of the PMFs, including adjusting the fire and liability losses to ultimate settlement level and, for all coverages, reflecting all loss adjustment expenses and trend. Specific procedures vary by subline.

TEN LARGEST
GROUPS IN
ISO DATA BASE

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2020 for the Annual Statement Line of Business (ASLOB) indicated.

COMMERCIAL MULTI PERIL (ASLOB 51 & 52)

1. Cincinnati Insurance Company
 2. Liberty Mutual Insurance Company
 3. Travelers Indemnity Company
 4. American International Group
 5. Hanover Insurance Company
 6. Tokio Marine Companies
 7. Continental Casualty Company
 8. Insurance Company Of North America
 9. Westfield Insurance Company
 10. Nationwide Mutual Insurance Company
-

SIZE OF ISO
DATA BASE

The market share of ISO participating insurers as measured by Annual Statement Page 15 written premium for the year ending 12/31/2020 is:

Commercial Multi Peril (ASLOB 51 & 52). 44.2%.

ADDITIONAL
SUPPORTING
MATERIAL

Additional supporting material underlying the calculation of the experience review indications used in this PMF analysis may be found in the respective monoline experience review documents for each line.

INDIANA
ADVISORY PACKAGE MODIFICATION FACTOR REVIEW
COMMERCIAL PACKAGE POLICY
ML-2022-RLA1
EXECUTIVE SUMMARY

COMPANY DECISION

We encourage each insurer to decide independently whether the judgments made and the procedures or data used by ISO in developing the PMFs contained herein are appropriate for your use. We have included within this document the information upon which ISO relied in order to enable companies to make such independent judgments. The data underlying the enclosed material comes from companies reporting to Insurance Services Office, Inc. Therefore, the ISO experience permits the establishment of a much broader statistical ratemaking base than could be employed by using any individual company's data. A broader data base enhances the validity of ratemaking analysis derived therefrom.

At the same time, however, an individual company may benefit from a comparison of its own experience to the aggregate ISO experience, and may reach valid conclusions with respect to the manner in which its own costs can be expected to differ from ISO's projection based on the aggregate data.

Some calculations included in this document involve areas of ISO staff judgment. Each company should carefully review and evaluate whether the ISO selected PMFs are appropriate for its use.

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

COMMERCIAL PACKAGE POLICY

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COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION METHODOLOGY OVERVIEW

OBJECTIVE

A Commercial Package Policy (CPP) is essentially a combination of monoline coverages. CPP pricing employs monoline loss costs modified by Package Modification Factors (PMFs). These factors vary by the eight CPP types of policy and are reviewed annually. Monoline and multiline experience are combined and reviewed via a monoline/multiline relativity analysis. The resulting indicated PMFs represent the loss cost for a CPP relative to that for monoline policies providing the same coverages.

STEP 1: THE RELATIVITY ANALYSES

Each line of insurance develops indicated changes to monoline and multiline aggregate loss costs based on an experience ratio relativity analysis for that coverage. The monoline indication represents the needed change to monoline loss costs. The multiline indication represents the needed change to multiline aggregate loss costs, which is implemented through changes to the PMFs. For this PMF analysis, multiline indications are developed for each line of insurance and Type of Policy. Relativity analyses are explained in Section B.

STEP 2: CALCULATION OF THE PMFs

The procedure described above generates indicated Implicit PMFs (IPMFs) which vary by the various lines of insurance and by type of policy. IPMFs represent what the PMF would be for the CPP risk if only a single coverage were written. For each Type of Policy, IPMFs are weighted by CPP aggregate loss costs to determine the indicated property and liability PMFs. These PMFs may be capped, or rounded to the nearest one percent, and certain component IPMFs appropriately adjusted for this change. These calculations are explained in the remainder of Section A.

COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION CALCULATION OF REVISED PACKAGE MODIFICATION FACTORS (EXHIBIT A2)

OBJECTIVE Commercial package policies were introduced in the 1960's as a convenient tool for both insurer and insured to have the many types of insurance needed by commercial risks packaged under one cover. Thus fire, extended coverage, crime, liability insurance, etc. could be written using a single policy instead of several. Today, virtually any type of monoline coverage can also be purchased as part of a package policy such as the CPP.

The types of insured which can be written under a CPP are generally categorized into the following Types of Policy:

- . Motels and Hotels (TOP 31)
- . Apartments (TOP 32)
- . Offices (TOP 33)
- . Mercantile Operations (TOP 34)
- . Institutions (TOP 35)
- . Service Operations (TOP 36)
- . Industrial and Processing Operations (TOP 37)
- . Contractors (TOP 38)

PRICING OF POLICIES Since a CPP is essentially a combination of monoline coverages, CPP pricing employs monoline loss costs modified by PMFs (Package Modification Factors). These factors vary by the categories shown above and are reviewed annually.

CPP PMF REVIEW PROCEDURE The CPP review of Package Modification Factors, which appears in Table 2 of this document, determines the appropriate PMF loss cost level for each of the eight CPP categories. This is done by combining the indications of the simultaneous reviews of monoline and multiline experience for the various lines (or coverages).

A detailed explanation of the calculation of the revised PMFs follows.

COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION CALCULATION OF REVISED PACKAGE MODIFICATION FACTORS (EXHIBIT A2)

LINES OF INSURANCE (COVERAGES) INCLUDED

The CPP review reflects the contribution from each significant coverage which can be written on a CPP. Included are:

Property Coverages

- . Basic Group I (BGI) - the predominant property coverage included.
- . Basic Group II (BGII) - both Basic Group I and Basic Group II must be purchased under a CPP contract.
- . Special Causes of Loss (SCL) - typically a type of insurance which is purchased in addition to Basic Group I and Basic Group II in order to provide "all risk" property coverage for the insured.
- . Crime (CRIME) - Crime insurance is a commonly purchased CPP coverage.
- . Inland Marine (INL. MAR.) - A highly specialized line of property insurance, Inland Marine coverages can be purchased as part of a package policy.
- . Fidelity (FIDELITY) - Certain forms of fidelity insurance can be part of the CPP package. Various forms of employee dishonesty coverage are available.

Liability Coverages

- . Owners, Landlords and Tenants (OL&T) Liability - this is the prevalent type of Premises/Operations liability for CPP insureds.
- . Manufacturers and Contractors Liability (M&C) - this is the type of Premises/Operations liability insurance for risks whose liability exposure is more heavily off-premises than on.
- . Products/Completed Operations Liability (PROD) - this type of insurance protects against claims for damages arising from products/completed operations in conjunction with an insured's business. For review purposes, this line of insurance is split into the following two categories:
 - Products: experience for this category is reviewed on a multistate basis.
 - Local Products/ Completed Operations: experience for this category reflects an exposure to loss which is local in nature; therefore, individual state experience is used.

COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION
CALCULATION OF REVISED PACKAGE MODIFICATION FACTORS (EXHIBIT A2)

THE IMPLICIT
PACKAGE
MODIFICATION
FACTOR

For each applicable coverage listed under each of the eight (8) CPP categories, a "current implicit PMF" is shown in column (2). The definition of this factor follows:

For a given CPP category (e.g., apartments) the published Package Modification Factor (PMF) represents the loss cost for a CPP relative to that for monoline policies providing the same coverages. Thus a property (liability) PMF of .80 represents a 20% lower aggregate loss cost for a CPP than for the comparable monoline policies. This PMF, however, represents the CPP "loss cost" for all property (liability) coverages combined. Based on CPP experience, it has been determined that this CPP "loss cost" can differ significantly if it is determined for each property (liability) coverage individually. The IPMF represents what the PMF would be for that CPP risk if only a single coverage were written. The use of the IPMF in monoline/ multilene ratemaking and in the determination of revised CPP Package Modification Factors is significant in that it appropriately identifies how different the component parts of the multilene "loss cost" are.

THE MULTILINE
INDICATION

Under the CPP ratemaking procedures, monoline and multilene experience are combined for each coverage. The results of these coverage analyses are indicated changes to monoline loss costs and also indicated CPP aggregate loss cost level changes. The CPP indications by coverage are then incorporated in the CPP PMF review. These indications (shown in column (3)) represent the needed adjustments to the IPMFs (shown in column (2)) described above.

The development of these indications is detailed in Section B.

THE INDICATED
PMF

For each CPP category (and for property vs. liability), the indicated PMF is calculated as follows:

Each of the current IPMFs in column (2) is multiplied by the indicated percent change shown in column (3). A weighted average of the indicated IPMFs, using weights based on latest year aggregate loss costs at current ISO loss cost level (column (1) divided by column (2)), yields the indicated PMF at the bottom of column (4).

THE CAPPED
PMF

The indicated PMF for each category (and for property vs. liability) shown at the bottom of column (4) is limited to a maximum of 1.00 in arriving at the proposed PMF (bottom of column (5)). All indicated PMFs which are below 1.00 are rounded to the nearest .01 in determining the proposed PMF. To the extent that any indicated PMFs are capped at 1.00, indicated PMFs below this value are adjusted in order to minimize any revenue changes which would result from capping.

In addition to the adjustments just described, the IPMFs (for property and liability) in column (4) are subject to minimum and maximum values and adjusted in column (5) so that they average to the proposed PMF shown at the bottom of column (5).

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

OBJECTIVE

The explanations which follow clarify Exhibits B1 and B2, the Basic Group I Relativity Analysis and the Special Causes of Loss Relativity Analysis, respectively. The purpose of these analyses is to:

- (1) determine monoline classification and territorial loss cost level needs for Basic Group I;
- (2) determine monoline category loss cost level need for Special Causes of Loss;
- (3) determine indicated changes to the eight property CPP Package Modification Factors based on Basic Group I/Special Causes of Loss experience.

COLUMN (1)

LEAST SQUARES FORMULA RELATIVITIES

The Least Squares Formula Relativities are the marginal relativities which result from the application of the simultaneous review procedure to the raw experience (where marginal refers to the relativities for a given rating variable, e.g. type of policy, across all subsets of any other rating variables, i.e. territory for Basic Group I, and category for Special Causes of Loss).

The purpose of such a simultaneous review procedure is to arrive at a set of type of policy relativities (which will serve to price CPP policies relative to monoline policies via the PMF); a set of territory relativities for Basic Group I; and a set of category relativities for Special Causes of Loss that best represent the experience. This procedure is in contrast to a review of each rating variable's experience separately. Such one-way types of review do not take into account differing percentages of monoline and multiline experience in each rating variable, or differing percentages of a particular rating variable's experience in the monoline and multiline types of policy. The simultaneous relativity procedure accounts for these different distributions in generating relativities for the various rating variables.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

COLUMN (1)
(Cont'd)

The procedure uses an iterative technique to determine a set of marginal relativities by rating variable that is a best fit to the individual cell relativities, with each cell being defined as the cross-section of specific values of each rating variable. The process uses the relativity of the five year experience ratios by rating cell to the overall statewide experience ratio and the latest year aggregate loss costs for each rating cell. (This experience is shown in Exhibit B3 for Basic Group I and Exhibit B4 for Special Causes of Loss). Specifically, the iteration procedure uses the following formulas:

BASIC GROUP I:

$$TOP_i = \frac{\sum_{k=1}^t W_{ik}^2 R_{ik} TER_k}{\sum_{k=1}^t W_{ik}^2 TER_k^2}, \quad \text{where } 1 \leq i \leq m;$$

$$TER_i = \frac{\sum_{k=1}^m W_{ik}^2 R_{ik} TOP_k}{\sum_{k=1}^m W_{ik}^2 TOP_k^2}, \quad \text{where } 1 \leq k \leq t;$$

SPECIAL CAUSES OF LOSS:

$$TER_i = \frac{\sum_{k=1}^m W_{ik}^2 R_{ik} TOP_k}{\sum_{k=1}^m W_{ik}^2 TOP_k^2}, \quad \text{where } 1 \leq k \leq t;$$

$$CAT_j = \frac{\sum_{i=1}^m W_{ij}^2 R_{ij} TOP_i}{\sum_{i=1}^m W_{ij}^2 TOP_i^2}, \quad \text{where } 1 \leq j \leq n;$$

- TOP_i is the relativity for the i th Type of Policy;
- CAT_j is the relativity for the j th Category;
- TER_k is the relativity for the k th Territory;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

COLUMN (1)
(Cont'd)

- W_{ik} is the loss cost volume at current level for the i th Type of Policy and k th Territory;
- R_{ik} is the experience ratio relativity for the i th Type of Policy, k th Territory (Basic Group I);
- R_{ij} is the experience ratio relativity for the i th Type of Policy, j th Category (Special Causes of Loss);
- m is the number of Types of Policy in the analysis;
- n is the number of Rating Groups or Categories in the analysis;
- t is the number of Territories in the analysis.

The procedure determines m Type of Policy relativities using the above formulas. Then, using those results, a set of t Territory relativities (BG1) or a set of n category relativities (SCL) are determined. These steps form an iterative process which continues until there is no appreciable difference in results from one iteration to the next.

COLUMN (2)

CREDIBILITY

The credibility of the experience for each rating variable is determined from the formula:

$$Z = \frac{P}{P + K}$$

where P presents the five-year adjusted aggregate loss costs for a given rating variable, and K is a constant value. For Basic Group I, K equals an aggregate loss cost volume of \$55,000,000 for territory, and \$100,000,000 for type of policy. For Special Causes of Loss, K equals an aggregate loss cost volume of \$15,000,000 for category and \$40,000,000 for type of policy.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

COLUMN (3) CREDIBILITY-WEIGHTED RELATIVITIES

Credibility-weighted relativities are calculated based on the formula

$$W = R^Z$$

where Z is the credibility, R is the least squares formula relativity and W is the credibility-weighted relativity for a given rating variable.

This formula implicitly assigns the complement of credibility to a relativity of unity.

COLUMN (4) BALANCED RELATIVITIES

The credibility-weighted relativities are balanced to assure that the average relativity across all rating variables remains at unity.

COLUMN (5) INDICATED CHANGES

The indicated changes by Type of Policy is calculated as follows:

$$\text{Indicated Change} = \frac{\text{Balanced Relativity for TOP}}{\text{Monoline Relativity}} - 1$$

MULTILINE
CONSIDERATIONS

The type of policy (TOP) relativities are used to generate multiline indications which apply to the current Implicit Package Modification Factors (IPMFs). The indicated IPMFs are calculated as follows:

$$\text{TOP y Indicated IPMF} = \frac{(\text{TOP y Current IPMF}) \times (\text{TOP y Relativity})}{\text{Monoline Relativity}}$$

For each CPP Type of Policy the indicated IPMF is subject to a minimum value of 0.50 and a maximum value of 1.50. If an indicated IPMF falls outside one of those limits, it is capped at that amount, the aggregate loss costs for that Type of Policy are adjusted to the capped IPMF level, and the entire relativity review as described above is re-performed to take this into account. If an IPMF has been capped it is so noted at the bottom of Exhibits B1 and B2.

Loss cost changes for each TOP are calculated as described on Exhibits B1-B2.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW (EXHIBIT B3)

INTRODUCTION	<p>The experience used in the relativity analysis and displayed in Exhibits B3 is the latest five years of accident year data as reported under the Commercial Statistical Plan. As in the overall review, loss costs have been adjusted to current ISO loss cost and prospective amount of insurance levels (with multiline aggregate loss costs adjusted additionally by the current implicit package modification factors). Incurred losses are adjusted to prospective cost levels, and are further adjusted by the Basic Group I large loss procedure. Losses have also been developed to their ultimate settlement value by application of loss development factors.</p>
COLUMN (1)	<p><u>AGGREGATE LOSS COSTS</u></p> <p>The latest year adjusted aggregate loss costs (adjusted as described above) are used as weights both in the calculation of any totals shown in this table and in the iterative formulae used in the simultaneous review procedure.</p>
COLUMN (2)	<p><u>5 - YEAR AGGREGATE LOSS COSTS</u></p> <p>The combined five-year adjusted aggregate loss costs (adjusted as described above) are used to calculate the experience ratios in column (3).</p>
COLUMN (3)	<p><u>FIVE-YEAR EXPERIENCE RATIOS</u></p> <p>These are the ratio of the combined five-year adjusted incurred losses (adjusted as described above) to the combined five-year adjusted aggregate loss costs as shown in Column (2). Any totals which are shown are weighted averages using the adjusted aggregate loss costs in Column (1).</p>
COLUMN (4)	<p><u>RELATIVITIES</u></p> <p>The relativities are the ratios of the five-year experience ratios shown in column (3) to the average five-year experience ratio for all TOP's and territories (where applicable) combined. These relativities represent how much better or worse than average the experience for a given cell is. They are used along with the aggregate loss costs in column (1) as input for the simultaneous review procedure.</p>

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW (EXHIBIT B4)

INTRODUCTION	<p>The experience used in the relativity analysis and displayed on Exhibit B4 is the latest five accident years of data reported under the Commercial Statistical Plan. As in the overall review, loss costs have been adjusted to current ISO loss cost and prospective amount of insurance levels (with multiline aggregate loss costs adjusted additionally by the current implicit package modification factors). Incurred losses are adjusted to prospective cost levels, and are further adjusted by the Special Causes of Loss excess procedure. Losses have also been developed to their ultimate settlement value by application of loss development factors.</p>
COLUMN (1)	<p><u>AGGREGATE LOSS COSTS</u></p> <p>The latest accident year aggregate loss costs (adjusted as described above) are used as weights both in the calculation of any totals shown in this table and in the iterative formulas used in the simultaneous review procedure.</p>
COLUMN (2)	<p><u>5 - YEAR AGGREGATE LOSS COSTS</u></p> <p>The combined five-year adjusted aggregate loss costs (adjusted as described above) are used to calculate the experience ratios in column (3).</p>
COLUMN (3)	<p><u>FIVE-YEAR EXPERIENCE RATIOS</u></p> <p>These are the ratios of the combined five-year adjusted incurred losses (adjusted as described above) to the combined five-year adjusted aggregate loss costs as shown in column (2). Any totals which are shown are weighted averages using the adjusted aggregate loss costs in column (1).</p>
COLUMN (4)	<p><u>CREDIBILITY (Z) WEIGHTED EXPERIENCE RATIO</u></p> <p>A credibility procedure is applied to the initial experience ratios in column (3) on a cell-by-cell basis prior to the simultaneous review procedure. The credibility values are calculated using an empirical Bayesian credibility procedure. In the following discussion, cell refers to an individual combination of TOP and category.</p>

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW (EXHIBIT B4)

COLUMN (4)
(cont'd)

The important concept underlying empirical Bayesian credibility is that credibility should depend both on the overall variation of the group of which the cell is a member and the variation of the yearly experience ratios for the cell. Therefore, if a cell's data is very stable then a relatively high credibility value is assigned, and vice versa.

The empirical Bayesian credibility formula for individual cell credibility is $Z = ((C-3)/C) (P/(P+K)) + (3/C)$. P equals the cell's five-year adjusted aggregate loss costs and C equals the number of unique combinations of rating variables (TOP and Category) within a class group. The K value is estimated from the underlying data using the empirical Bayes method and varies by TOP group. The three TOP groups used in this analysis are: Monoline (TOP 10), Premises (TOP's 31-35), and Operations (TOP's 36-38). The 3/C term corrects for the statistical bias associated with the credibility process. The minimum credibility that is possible is 3/C.

COLUMN (5)

Z-WEIGHTED RELATIVITIES

The relativities are the ratios of the five-year credibility-weighted experience ratios shown in column (4) to the average five-year credibility-weighted experience ratio for all TOP's and categories combined. These relativities represent how much better or worse than average the experience for a given cell is. They are used along with the aggregate loss costs in column (1) as input for the simultaneous review procedure.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP II RELATIVITY ANALYSIS (EXHIBIT B5)

OBJECTIVE The explanations which follow clarify Exhibit B5, the Basic Group II (BG II) relativity analysis. The purpose of this analysis is to:

- (1) determine the monoline loss cost level need;
- (2) determine indicated changes to the eight property Commercial Package Policy (CPP) Package Modification Factors (PMFs) based on Basic Group II experience.

COLUMN (1) AGGREGATE LOSS COSTS

The latest accident year adjusted aggregate loss costs (adjusted in the same manner as in the overall review, i.e. to current manual loss cost and prospective amount of insurance levels, with multiline aggregate loss costs further adjusted to current IPMF level) are used as weights in the calculation of any totals shown in this table.

COLUMN (2) 10 - YEAR EXPERIENCE RATIO

These experience ratios are the ratio of the combined ten year CSP adjusted incurred losses (adjusted to current deductible and prospective cost levels including loss development, and also adjusted to reflect the BGII excess loss procedure) to the combined ten year CSP adjusted aggregate loss costs. Any totals which are shown are weighted averages using the aggregate loss costs in Column (1). When a dash is displayed in the column, it indicates that the indicated IPMF which resulted from this procedure was capped. The procedure which follows when capping occurs is described below.

COLUMN (3) FORMULA RELATIVITY

The formula relativities are the ratios of the ten year experience ratios for the type of policy (either monoline vs. multiline or individual multiline programs) to the average ten year experience ratio for monoline and multiline combined. These relativities represent how much better or worse than average the experience for a given type of policy is. Again, any totals which are shown are weighted averages and the display of a dash indicates that the resulting IPMF was capped.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP II RELATIVITY ANALYSIS (EXHIBIT B5)

COLUMN (3)
(Cont'd) Unlike the BGI and SCL relativity analyses, the BGII analysis does not employ a simultaneous review procedure since a one way review is involved. That is, the overall loss cost change is only distributed across type of policy; no other rating variables are considered.

COLUMN (4) CREDIBILITY

The credibility of the experience for each type of policy is determined from the formula:

$$Z = \frac{P}{P + K}$$

where P is the ten year adjusted aggregate loss costs for a given type of policy, and K is a constant loss cost volume of \$45,000,000.

COLUMN (5) Z - WEIGHTED RELATIVITY

The weighted relativity is a weighted average of the individual TOP formula relativity and the overall (coverage) formula relativity using credibility and its complement as the respective weights. Therefore, to the extent that the indication for a type of policy is not fully credible, the complement of credibility is assigned to the statewide coverage level change.

COLUMN (6) BALANCED FORMULA RELATIVITY

The individual multiline weighted relativities are balanced to the multiline weighted relativity level by applying a factor equal to the overall multiline relativity (i.e. the weighted relativity for all multiline combined which is shown on the top of the exhibit directly under the corresponding monoline relativity) divided by the average multiline relativity (i.e. the weighted average of the individual multiline weighted relativities which is shown on the bottom of the exhibit). When the indicated IPMF for a type of policy is capped, the balanced relativity is set equal to the product of the capped IPMF and the monoline balanced formula relativity, divided by the current IPMF.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
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DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP II RELATIVITY ANALYSIS (EXHIBIT B5)

COLUMN (7)

NORMALIZED FORMULA RELATIVITY

The normalized relativity is equal to the balanced formula relativity divided by the average monoline/multiline combined relativity. This balances the average monoline/multiline relativity to unity.

COLUMN (8)

INDICATED LOSS COST CHANGES

The indicated multiline (by TOP) changes are calculated by taking the ratio of the TOP relativity (Column 7) to the monoline relativity.

For each type of policy the indicated IPMF is subject to a minimum value of 0.50 and a maximum value of 1.50. If an indicated IPMF falls outside one of those limits, it is capped at that amount, the aggregate loss costs for that type of policy are adjusted to the capped IPMF level, and the entire relativity review as described above is redone to take this into account. If an IPMF has been capped it is so noted in footnote A.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES PROPERTY COVERAGES: CRIME AND FIDELITY

The reviews for Burglary and Theft and for Fidelity are done on a multistate basis, combining both multiline and monoline experience. However, unlike other coverages included in a Commercial Package Policy, there is no simultaneous review procedure for either Burglary and Theft or for Fidelity in which separate loss cost level changes can be determined for multiline and monoline experience. In the absence of a simultaneous review procedure, we are unable to determine Type of Policy relativities with which to price CPP policies relative to monoline policies and therefore have assumed a multiline change of 0.0% and thus no change to the historic Crime or Fidelity IPMFs.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL INLAND MARINE

EXHIBITS B6 AND B7

Exhibits B6 and B7 are not applicable this year. Commercial Inland Marine relativities are not being reviewed in 2021.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

OBJECTIVES	<p>The objectives of this procedure are to:</p> <ol style="list-style-type: none">1) determine monoline loss cost level needs for the appropriate rating variables;2) determine indicated changes to the eight liability Commercial Package Policy (CPP) Package Modification Factors (PMFs) based on Premises/Operations and Products/Completed Operations data.								
EXPERIENCE BASE	<p>The experience used in this relativity analysis is the latest five (5) years of accident year data, as reported under the Commercial Statistical Plan with aggregate loss costs adjusted to current loss cost level (multiline aggregate loss costs adjusted additionally by the current Implicit Package Modification Factors). Losses have been trended and developed in the Relativity Analysis. ALCCL have been trended.</p>								
SIMULTANEOUS DETERMINATION OF RATING VARIABLE RELATIVITIES	<p>Once the aggregate loss costs at current level and incurred losses used in the analysis have been appropriately adjusted, the 5-year experience ratios are calculated for each combination of the appropriate rating variables. From these ratios, relativities to the statewide 5-year experience ratio are calculated. These relativities are then used in a minimum bias iterative review procedure, which simultaneously determines the relativities for each rating variable.</p> <p>The purpose of a simultaneous review procedure is to arrive at a set of relativities for each rating variable that best represent the experience. For example, the type of policy relativities will serve to derive the relationship of CPP policies relative to monoline policies, via the PMF, while the class group and territory (if applicable) relativities will serve to derive the relationship of the various classification and territories relative to one another. An iterative technique is used to derive relativities for each rating variable. This procedure is in contrast to a one-way type of review, wherein relativities for each rating variable would each be reviewed separately.</p> <p>Such one-way types of review do not take into account differing percentages of experience of each rating variable within the other rating variables. The simultaneous review procedure accounts for these different distributions in generating relativities for each rating variable.</p>								
RATING VARIABLES USED	<p>For Premises/Operations and Products/Completed Operations, the rating variables used in the relativity analysis are as follows:</p> <table><tr><td>Manufacturers and Contractors -</td><td>Type of policy and Class group</td></tr><tr><td>Owners, Landlords and Tenants -</td><td>Type of policy, Territory and Class group</td></tr><tr><td>Products -</td><td>Type of policy and Class group</td></tr><tr><td>Local Products/Completed Operations-</td><td>Type of policy, State and Class group</td></tr></table>	Manufacturers and Contractors -	Type of policy and Class group	Owners, Landlords and Tenants -	Type of policy, Territory and Class group	Products -	Type of policy and Class group	Local Products/Completed Operations-	Type of policy, State and Class group
Manufacturers and Contractors -	Type of policy and Class group								
Owners, Landlords and Tenants -	Type of policy, Territory and Class group								
Products -	Type of policy and Class group								
Local Products/Completed Operations-	Type of policy, State and Class group								

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

ITERATIVE
PROCEDURE

The iterative technique referred to in the previous paragraph solves for a set of relativities for each rating variable based on the experience for the cells; that is, based on the experience ratio and latest year adjusted aggregate loss cost volume for each combination of rating variables relative to the experience ratio and adjusted aggregate loss cost volume for all combinations of rating variables combined. Specifically, the iterative procedure uses the following formulas:

For Owners, Landlords and Tenants:

$$TOP_i = \frac{\sum_j \sum_k W_{ijk} r_{ijk}}{\sum_j \sum_k W_{ijk} CG_j TER_k} \quad \text{where } 1 \leq i \leq m$$

$$CG_j = \frac{\sum_i \sum_k W_{ijk} r_{ijk}}{\sum_i \sum_k W_{ijk} TOP_i TER_k} \quad \text{where } 1 \leq j \leq n$$

$$TER_k = \frac{\sum_i \sum_j W_{ijk} r_{ijk}}{\sum_i \sum_j W_{ijk} TOP_i CG_j} \quad \text{where } 1 \leq k \leq p$$

TOP_i is the relative change for the i^{th} type of policy;

CG_j is the relative change for the j^{th} class group;

TER_k is the relative change for the k^{th} territory;

W_{ijk} is the aggregate loss costs at current level for the i^{th} type of policy,

j^{th} class group, and k^{th} territory;

r_{ijk} is the relative change for the i^{th} type of policy, j^{th} class group, and k^{th} territory;

m is the number of types of policy in the analysis;

n is the number of class groups in the analysis;

p is the number of territories in the analysis;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

For Manufacturers and Contractors, and Products:

$$TOP_i = \frac{\sum_j W_{ij} r_{ij}}{\sum_j W_{ij} CG_j} \quad \text{where } 1 \leq i \leq m$$

$$CG_j = \frac{\sum_i W_{ij} r_{ij}}{\sum_i W_{ij} TOP_i} \quad \text{where } 1 \leq j \leq n$$

TOP_i is the relative change for the i^{th} type of policy;

CG_j is the relative change for the j^{th} class group;

W_{ij} is the aggregate loss costs at current level for the i^{th} type of policy,
and j^{th} class group;

r_{ij} is the relative change for the i^{th} type of policy and j^{th} class group;

m is the number of types of policy in the analysis;

n is the number of class groups in the analysis;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

For Local Products/Completed Operations:

$$TOP_i = \frac{\sum_j \sum_k W_{ijk} r_{ijk}}{\sum_j \sum_k W_{ijk} CG_j ST_k} \quad \text{where } 1 \leq i \leq m$$

$$CG_j = \frac{\sum_i \sum_k W_{ijk} r_{ijk}}{\sum_i \sum_k W_{ijk} TOP_i ST_k} \quad \text{where } 1 \leq j \leq n$$

$$ST_k = \frac{\sum_i \sum_j W_{ijk} r_{ijk}}{\sum_i \sum_j W_{ijk} TOP_i CG_j} \quad \text{where } 1 \leq k \leq p$$

TOP_i is the relative change for the i^{th} type of policy;

CG_j is the relative change for the j^{th} class group;

ST_k is the relative change for the k^{th} state;

W_{ijk} is the aggregate loss costs at current level for the i^{th} type of policy,
 j^{th} class group and k^{th} state;

r_{ijk} is the relative change for the i^{th} type of policy, j^{th} class group and k^{th} state;

m is the number of types of policy in the analysis;

n is the number of class groups in the analysis;

p is the number of states in the analysis;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

ITERATIVE
PROCEDURE
(Cont'd)

For example, for Owners, Landlords and Tenants, the procedure starts by inserting the actual relativities for type of policy and class group into the third formula to get a territory relativity. This result is then used with the class group relativity in the first formula to get a new type of policy relativity, which in turn is substituted along with the territory relativity into the second formula to get a new class group relativity. The process continues on in that fashion until there is no appreciable difference from one iteration to the next.

APPLICATION OF
CREDIBILITY

Consideration is then given to the credibility of the experience for each rating variable. The credibility of each of these categories is based on the formula $Z = \sqrt{P/18,000}$ for Owners, Landlords and Tenants, $Z = \sqrt{P/18,000}$ for Manufacturers and Contractors and $Z = \sqrt{P/20,000}$ for Products, where P is the 5 year occurrence total for a given class group, territory or type of policy. For Local Products/Completed Operations, separate formulas are used to calculate the credibility of the experience for each type of policy and class group versus the credibility of the experience for each state, namely $Z = \sqrt{P/15,000}$ for type of policy and class group, and $Z = \sqrt{P/5,500}$ for state (in this case, P is the 5 year occurrence total for a given state). Credibility-weighted relativities are then calculated as follows:

$$W = R^Z \quad \text{where:}$$

Z is the class group, territory, state or type of policy credibility;
R is the class group, territory, state or type of policy relativity;
W is the credibility-weighted relativity.

The resulting credibility-weighted relativities are then balanced to assure that the average relativity remains at unity.

INDICATED
CHANGES

The indicated changes by Type of Policy is calculated as follows:

$$\text{Indicated Change} = \frac{\text{Balanced Relativity for TOP} - 1}{\text{Monoline Relativity}}$$

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

MULTILINE
CONSIDERATIONS

The monoline relativities and the class group, territory (if applicable) and state relativities which result from the aforementioned procedures are then used to generate indicated monoline classification loss cost changes. The multiline relativities are used to generate multiline indications that apply to the current Implicit Package Modification Factors. The indicated IPMFs are calculated as follows:

$$\text{TOP y Indicated IPMF} = \frac{(\text{TOP y Current IPMF}) \times (\text{TOP y Relativity})}{\text{Monoline relativity}}$$

For each CPP Type of Policy the indicated IPMF is subject to a minimum value of 0.50 and a maximum value of 1.50. If an indicated IPMF falls outside one of those limits, it is capped at that amount, the aggregate loss costs for that Type of Policy are adjusted to the capped IPMF level, and the entire relativity review as described above is re-performed to take this into account.

INSURANCE SERVICES OFFICE, INC.

INDIANA

COMMERCIAL PACKAGE POLICY
SUMMARY OF THIS REVIEW

TYPE OF POLICY	PROPERTY PMFS			LIABILITY PMFS			PROP. & LIAB. TOTAL
	CURRENT	CAPPED	% CHANGE	CURRENT	CAPPED	% CHANGE	% CHANGE
MOTEL/HOTEL(31)	1.00	1.00	0.0%	1.00	1.00	0.0%	0.0%
APARTMENT (32)	0.94	1.00	6.4%	1.00	1.00	0.0%	4.8%
OFFICE (33)	0.92	0.93	1.1%	1.00	0.96	-4.0%	-2.1%
MERCANTILE (34)	0.97	0.98	1.0%	0.94	0.92	-2.1%	-0.3%
INSTITUTION(35)	0.68	0.68	0.0%	0.94	0.84	-10.6%	-3.3%
SERVICES (36)	1.00	1.00	0.0%	0.99	1.00	1.0%	0.4%
IND/PROC (37)	0.80	0.77	-3.8%	0.88	0.87	-1.1%	-2.7%
CONTRACTORS(38)	1.00	0.99	-1.0%	0.84	0.86	2.4%	1.9%
STATEWIDE			0.6%			-1.8%	-0.6%

INSURANCE SERVICES OFFICE, INC.

INDIANA
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

MOTEL/HOTEL(31) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	374,948	0.789	6.7%	0.842	0.799
BASIC GRP II	275,806	1.401	-1.3%	1.383	1.312
SP CAUSE/LOSS	155,200	1.425	-2.7%	1.387	1.316
* CRIME	2,401	0.898	0.0%	0.898	0.898
* INL. MAR.	6,792	1.005	0.0%	1.005	1.005
* FIDELITY	5,954	1.000	0.0%	1.000	1.000
TOTAL	821,101	1.000	5.3%	1.053	1.000
LIABILITY-					
OL&T	1,000,097	1.000	1.2%	1.012	1.000
TOTAL	1,000,097	1.000	1.2%	1.012	1.000

PROP. & LIAB.	1,821,198		3.0%		0.0%
TOTAL					

APARTMENT (32) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	4,342,954	0.697	12.2%	0.782	0.760
BASIC GRP II	3,900,939	1.500	0.0%	1.500	1.457
SP CAUSE/LOSS	1,736,203	1.320	-3.7%	1.271	1.235
* CRIME	1,053	0.898	0.0%	0.898	0.898
* INL. MAR.	10,137	1.005	0.0%	1.005	1.005
* FIDELITY	7,337	1.000	0.0%	1.000	1.000
TOTAL	9,998,623	0.940	9.5%	1.029	1.000
LIABILITY-					
OL&T	3,283,554	1.000	-1.8%	0.982	1.000
TOTAL	3,283,554	1.000	-1.8%	0.982	1.000

PROP. & LIAB.	13,282,177		6.7%		4.8%
TOTAL					

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

INDIANA
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

OFFICE (33) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	1,876,463	0.831	7.6%	0.894	0.899
BASIC GRP II	1,589,360	0.890	-5.5%	0.841	0.845
SP CAUSE/LOSS	1,175,630	1.137	-0.5%	1.131	1.137
* CRIME	6,810	0.898	0.0%	0.898	0.898
* INL. MAR.	98,220	1.005	0.0%	1.005	1.005
* FIDELITY	35,595	1.000	0.0%	1.000	1.000
TOTAL	4,782,078	0.920	0.6%	0.926	0.930
LIABILITY-					
OL&T	7,119,452	1.013	-4.3%	0.969	0.970
M&C	591,231	0.850	-0.6%	0.845	0.845
TOTAL	7,710,683	1.000	-4.2%	0.958	0.960

PROP. & LIAB. TOTAL	12,492,761		-2.3%		-2.1%
MERCANTILE (34) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	6,371,744	0.777	6.1%	0.824	0.829
BASIC GRP II	5,791,163	1.142	-5.1%	1.084	1.089
SP CAUSE/LOSS	3,644,308	1.180	0.2%	1.182	1.189
* CRIME	48,921	0.898	0.0%	0.898	0.898
* INL. MAR.	635,405	1.005	0.0%	1.005	1.005
* FIDELITY	235,763	1.000	0.0%	1.000	1.000
TOTAL	16,727,304	0.970	0.4%	0.974	0.980
LIABILITY-					
OL&T	8,687,274	0.981	-5.1%	0.931	0.931
M&C	1,733,070	0.874	0.9%	0.882	0.882
LOCAL PRODUCT	377,173	0.840	1.9%	0.856	0.856
* MULTI PRODUCT	1,479,414	0.862	3.1%	0.889	0.889
TOTAL	12,276,931	0.940	-2.6%	0.915	0.920

PROP. & LIAB. TOTAL	29,004,235		-0.9%		-0.3%

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

INDIANA
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

INSTITUTION(35) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	6,656,297	0.564	5.9%	0.597	0.600
BASIC GRP II	9,033,096	0.691	-5.7%	0.652	0.655
SP CAUSE/LOSS	5,485,157	0.869	0.0%	0.869	0.874
* CRIME	64,404	0.898	0.0%	0.898	0.898
* INL. MAR.	162,297	1.005	0.0%	1.005	1.005
* FIDELITY	202,964	1.000	0.0%	1.000	1.000
TOTAL	21,604,215	0.680	-0.1%	0.679	0.680
LIABILITY-					
OL&T	9,258,558	0.981	-13.1%	0.852	0.853
M&C	333,628	0.541	6.2%	0.575	0.575
TOTAL	9,592,186	0.940	-11.1%	0.835	0.840

PROP. & LIAB.	31,196,401		-3.5%		-3.3%
TOTAL					

SERVICES (36) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	3,898,890	0.826	6.7%	0.881	0.883
BASIC GRP II	4,055,550	1.217	-5.0%	1.156	1.159
SP CAUSE/LOSS	2,106,847	1.103	-8.5%	1.009	1.012
* CRIME	22,104	0.898	0.0%	0.898	0.898
* INL. MAR.	84,170	1.005	0.0%	1.005	1.005
* FIDELITY	110,106	1.000	0.0%	1.000	1.000
TOTAL	10,277,667	1.000	-0.2%	0.998	1.000
LIABILITY-					
OL&T	3,367,943	0.893	-2.4%	0.872	0.868
M&C	3,239,839	1.038	6.2%	1.102	1.098
LOCAL PRODUCT	1,163,879	1.298	-5.3%	1.229	1.224
* MULTI PRODUCT	224,655	0.914	5.4%	0.963	0.963
TOTAL	7,996,316	0.990	1.4%	1.004	1.000

PROP. & LIAB.	18,273,983		0.5%		0.4%
TOTAL					

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

INDIANA
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

IND/PROC (37) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	5,892,464	0.947	-4.3%	0.906	0.911
BASIC GRP II	2,098,002	0.581	8.9%	0.633	0.636
SP CAUSE/LOSS	1,774,129	0.702	-14.2%	0.602	0.605
* CRIME	9,599	0.898	0.0%	0.898	0.898
* INL. MAR.	13,413	1.005	0.0%	1.005	1.005
* FIDELITY	130,677	1.000	0.0%	1.000	1.000
TOTAL	9,918,284	0.800	-4.1%	0.767	0.770
LIABILITY-					
M&C	4,599,207	0.903	-4.6%	0.861	0.862
LOCAL PRODUCT	131,700	0.589	-0.2%	0.588	0.588
* MULTI PRODUCT	2,427,076	0.860	4.3%	0.897	0.897
TOTAL	7,157,983	0.880	-1.5%	0.866	0.870

PROP. & LIAB.	17,076,267		-3.0%		-2.7%
TOTAL					

CONTRACTORS(38) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	1,027,348	0.739	7.7%	0.796	0.800
BASIC GRP II	1,095,494	1.141	-4.5%	1.090	1.095
SP CAUSE/LOSS	897,206	1.272	-3.3%	1.230	1.236
* CRIME	4,854	0.898	0.0%	0.898	0.898
* INL. MAR.	11,234	1.005	0.0%	1.005	1.005
* FIDELITY	107,740	1.000	0.0%	1.000	1.000
TOTAL	3,143,876	1.000	-1.1%	0.989	0.990
LIABILITY-					
M&C	12,740,087	0.918	4.3%	0.957	0.958
LOCAL PRODUCT	8,007,702	0.748	-1.5%	0.737	0.737
TOTAL	20,747,789	0.840	2.5%	0.861	0.860

PROP. & LIAB.	23,891,665		2.1%		1.9%
TOTAL					

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

INDIANA
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

STATEWIDE *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	30,441,108	0.737	5.1%	0.775	0.774
BASIC GRP II	27,839,410	0.909	-3.5%	0.877	0.877
SP CAUSE/LOSS	16,974,680	0.998	-3.1%	0.967	0.968
* CRIME	160,146	0.898	0.0%	0.898	0.898
* INL. MAR.	1,021,668	1.005	0.0%	1.005	1.005
* FIDELITY	836,136	1.000	0.0%	1.000	1.000
TOTAL	77,273,148	0.845	0.6%	0.850	0.850
LIABILITY-					
OL&T	32,716,878	0.980	-6.4%	0.917	0.919
M&C	23,237,062	0.915	2.5%	0.938	0.937
LOCAL PRODUCT	9,680,454	0.789	-1.8%	0.775	0.774
* MULTI PRODUCT	4,131,145	0.863	4.0%	0.898	0.898
TOTAL	69,765,539	0.917	-1.9%	0.900	0.900

PROP. & LIAB.	147,038,687		-0.6%		-0.6%
TOTAL					

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

INDIANA
 COMMERCIAL PACKAGE POLICY
 CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

COMBINED PMFs

TYPE OF POLICY	CURRENT COMBINED	INDICATED COMBINED	CAPPED COMBINED
MOTEL/HOTEL(31)	1.000	1.030	1.000
APARTMENT (32)	0.950	1.018	1.000
OFFICE (33)	0.970	0.945	0.950
MERCANTILE (34)	0.960	0.949	0.950
INSTITUTION(35)	0.730	0.717	0.720
SERVICES (36)	1.000	1.000	1.000
IND/PROC (37)	0.830	0.806	0.810
CONTRACTORS(38)	0.860	0.876	0.880

NOTE: Combined PMFs are provided for informational purposes only.

INSURANCE SERVICES OFFICE, INC.

INDIANA
BASIC GROUP I RELATIVITY ANALYSIS

TYPE OF POLICY	(1)	(2)	(3)	(4)	(5)
	LEAST SQUARES FORMULA RELATIVITY	CREDIBILITY CREDIBILITY	WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	0.719	0.166	0.947	0.957	
31	1.587	0.021	1.010	1.021	6.7%
32	1.379	0.188	1.062	1.074	12.2%
33	1.248	0.085	1.019	1.030	7.6%
34	1.014	0.252	1.004	1.015	6.1%
35	1.007	0.257	1.002	1.013	5.9%
36	1.056	0.174	1.010	1.021	6.7%
37	0.662	0.239	0.906	0.916	-4.3%
38	1.459	0.051	1.019	1.031	7.7%
TERRITORY					
Indianapolis	0.799	0.302	0.934	0.924	
Balance of State	1.031	0.740	1.023	1.012	

INSURANCE SERVICES OFFICE, INC.

INDIANA

SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS

	(1)	(2)	(3)	(4)	(5)
	LEAST SQUARES		CREDIBILITY		
TYPE OF POLICY	FORMULA RELATIVITY	CREDIBILITY	WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	1.252	0.137	1.031	1.029	
31	1.187	0.019	1.003	1.001	-2.7%
32	0.961	0.178	0.993	0.991	-3.7%
33	1.225	0.126	1.026	1.024	-0.5%
34	1.109	0.315	1.033	1.031	0.2%
35	1.076	0.419	1.031	1.029	0.0%
36	0.763	0.214	0.944	0.942	-8.5%
37	0.530	0.192	0.885	0.883	-14.2%
38	0.973	0.106	0.997	0.995	-3.3%
CATEGORY					
1	0.847	0.779	0.879	0.902	
2	0.857	0.108	0.983	1.009	
3	0.820	0.145	0.972	0.997	
4	0.756	0.182	0.950	0.975	
5	0.793	0.121	0.972	0.998	
6	0.843	0.096	0.984	1.009	
7	0.938	0.009	0.999	1.025	
8	1.782	0.485	1.323	1.358	
9	1.003	0.197	1.001	1.027	
10	1.495	0.037	1.015	1.041	
11	1.102	0.227	1.022	1.049	
12	1.015	0.153	1.002	1.028	
13	0.611	0.100	0.952	0.977	
14	0.797	0.143	0.968	0.993	

INSURANCE SERVICES OFFICE, INC.

INDIANA
 BASIC GROUP I RELATIVITY ANALYSIS
 SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	(1) ACCIDENT YEAR ENDING 12/31/19 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR AGGREGATE EXPERIENCE RATIO	(4) RELATIVITY

ENTIRE STATE				
10 MONOLINE	4,175,513	19,841,864	0.764	0.700
31 MULTILINE MOTEL/HOTEL	374,948	2,138,678	1.589	1.455
32 MULTILINE APARTMENT	4,342,954	23,108,965	1.613	1.477
33 MULTILINE OFFICE	1,876,463	9,275,186	1.189	1.089
34 MULTILINE MERCANTILE	6,371,744	33,727,845	1.065	0.975
35 MULTILINE INSTITUTIONAL	6,656,297	34,635,882	1.101	1.008
36 MULTILINE SERVICES	3,898,890	21,112,426	1.139	1.043
37 MULTILINE INDUST/PROCESS	5,892,464	31,344,970	0.802	0.734
38 MULTILINE CONTRACTORS	<u>1,027,348</u>	<u>5,359,784</u>	<u>1.465</u>	<u>1.342</u>
TOTAL ALL TOPS*	34,616,621	180,545,600	1.092	1.000

* TOTALS IN COLUMNS (3) & (4) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

INDIANA
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 09/30/20 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY
10 MONOLINE	01 BUILDINGS	790,530	3,863,406	1.006	1.002	1.072
	02 RES. APTS. AND COND	32,477	99,845	1.915	1.206	1.290
	03 OFFICES	68,375	349,354	0.324	0.823	0.880
	04 MERCANTILE - HIGH	93,651	504,315	1.397	1.108	1.185
	05 MERCANTILE - MEDIUM	22,073	126,159	0.474	0.876	0.937
	06 MERCANTILE - LOW	11,587	65,415	0.452	0.875	0.936
	07 MOTELS AND HOTELS	948	5,929	0.000	0.783	0.837
	08 INSTITUTIONAL - HIG	42,051	205,019	0.403	0.854	0.913
	09 INSTITUTIONAL - LOW	37,118	251,212	1.993	1.243	1.329
	10 INDUST-PROC - HIGH	13,907	63,840	0.285	0.838	0.896
	11 INDUST-PROC - LOW	88,315	431,557	0.964	0.988	1.057
	12 SERVICE - HIGH	15,728	92,529	0.695	0.929	0.994
	13 SERVICE - LOW	38,022	249,647	0.982	0.993	1.062
	14 CONTRACTORS	6,671	24,356	0.000	0.780	0.834
	TOTAL*	1,261,453	6,332,583	0.994	0.999	1.068
31 MULTILINE	01 BUILDINGS	132,929	664,890	0.628	0.940	1.005
MOTEL/HOTEL	07 MOTELS AND HOTELS	22,271	124,801	1.113	1.041	1.113
	TOTAL*	155,200	789,691	0.698	0.954	1.021
32 MULTILINE	01 BUILDINGS	1,423,265	6,922,073	0.623	0.761	0.814
APARTMENT	02 RES. APTS. AND COND	312,938	1,719,189	0.306	0.767	0.820
	TOTAL*	1,736,203	8,641,262	0.566	0.762	0.815
33 MULTILINE	01 BUILDINGS	773,389	3,759,820	0.913	0.969	1.036
OFFICE	03 OFFICES	401,565	2,017,299	0.809	0.943	1.009
	04 MERCANTILE - HIGH	133	416	0.000	0.924	0.988
	08 INSTITUTIONAL - HIG	58	138	0.000	0.924	0.988
	12 SERVICE - HIGH	169	1,006	20.730	3.060	3.273
	14 CONTRACTORS	316	868	0.000	0.924	0.988
	TOTAL*	1,175,630	5,779,547	0.880	0.960	1.027

INSURANCE SERVICES OFFICE, INC.

INDIANA
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 09/30/20 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY
-----	-----	-----	-----	-----	-----	-----
34 MULTILINE	01 BUILDINGS	2,399,244	12,072,034	0.834	0.879	0.940
MERCANTILE	03 OFFICES	11,175	52,103	0.204	0.936	1.001
	04 MERCANTILE - HIGH	489,048	2,650,253	0.463	0.775	0.829
	05 MERCANTILE - MEDIUM	402,746	1,929,952	0.492	0.823	0.880
	06 MERCANTILE - LOW	310,773	1,495,695	0.572	0.875	0.936
	08 INSTITUTIONAL - HIGH	1	137	0.000	0.924	0.988
	09 INSTITUTIONAL - LOW	-	6	0.000	1.000	1.000
	11 INDUST-PROC - LOW	1,215	2,570	0.000	0.924	0.988
	12 SERVICE - HIGH	12,234	59,790	0.258	0.941	1.006
	13 SERVICE - LOW	8,976	67,695	8.145	1.868	1.998
	14 CONTRACTORS	8,896	36,208	0.000	0.916	0.980
	TOTAL*	3,644,308	18,366,443	0.736	0.862	0.921
35 MULTILINE	01 BUILDINGS	2,205,063	11,569,541	0.795	0.851	0.910
INSTITUTIONAL	03 OFFICES	2,301	9,556	0.000	0.922	0.986
	04 MERCANTILE - HIGH	17	48	0.000	0.924	0.988
	08 INSTITUTIONAL - HIGH	2,614,345	13,866,484	1.993	1.793	1.918
	09 INSTITUTIONAL - LOW	660,845	3,359,493	0.986	1.008	1.078
	12 SERVICE - HIGH	578	4,045	0.000	0.923	0.987
	13 SERVICE - LOW	893	2,956	0.000	0.923	0.987
	14 CONTRACTORS	1,115	4,782	0.000	0.923	0.987
	TOTAL*	5,485,157	28,816,905	1.388	1.319	1.411
36 MULTILINE	01 BUILDINGS	1,297,339	6,679,823	0.607	0.605	0.647
SERVICES	03 OFFICES	10,099	52,303	0.536	0.590	0.631
	04 MERCANTILE - HIGH	11,269	55,339	0.526	0.588	0.629
	05 MERCANTILE - MEDIUM	1,183	8,549	0.000	0.535	0.572
	06 MERCANTILE - LOW	2,232	10,559	0.672	0.606	0.648
	08 INSTITUTIONAL - HIGH	8,076	42,142	0.384	0.571	0.611
	09 INSTITUTIONAL - LOW	11,056	65,339	0.000	0.516	0.552
	11 INDUST-PROC - LOW	3,315	26,667	0.000	0.529	0.566
	12 SERVICE - HIGH	485,222	2,548,216	0.790	0.725	0.775
	13 SERVICE - LOW	258,196	1,341,078	0.264	0.424	0.453
	14 CONTRACTORS	18,860	60,976	0.000	0.518	0.554
	TOTAL*	2,106,847	10,890,991	0.596	0.609	0.651

INSURANCE SERVICES OFFICE, INC.

INDIANA
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 09/30/20 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY	
-----	-----	-----	-----	-----	-----	-----	
37 MULTILINE INDUST/PROC	01 BUILDINGS	943,445	5,028,121	0.361	0.411	0.440	
	03 OFFICES	1,830	9,275	0.000	0.535	0.572	
	04 MERCANTILE - HIGH	5,668	28,586	0.000	0.528	0.565	
	05 MERCANTILE - MEDIUM	733	2,670	0.000	0.537	0.574	
	10 INDUST-PROC - HIGH	106,183	506,761	1.155	0.778	0.832	
	11 INDUST-PROC - LOW	713,677	3,930,922	0.543	0.557	0.596	
	12 SERVICE - HIGH	1,520	9,156	4.601	1.019	1.090	
	13 SERVICE - LOW	510	5,344	0.000	0.536	0.573	
	14 CONTRACTORS	563	2,358	0.000	0.537	0.574	
	TOTAL*	1,774,129	9,523,193	0.483	0.493	0.527	
38 MULTILINE CONTRACTORS	01 BUILDINGS	409,694	2,204,449	0.872	0.771	0.825	
	03 OFFICES	12,993	58,420	1.350	0.698	0.747	
	04 MERCANTILE - HIGH	17,677	94,868	0.807	0.630	0.674	
	05 MERCANTILE - MEDIUM	437	2,832	0.000	0.537	0.574	
	06 MERCANTILE - LOW	2,528	14,001	0.000	0.533	0.570	
	08 INSTITUTIONAL - HIG	33	85	0.000	0.538	0.575	
	11 INDUST-PROC - LOW	712	2,556	0.000	0.537	0.574	
	12 SERVICE - HIGH	1,341	3,781	0.000	0.537	0.574	
	13 SERVICE - LOW	650	2,514	0.000	0.537	0.574	
	14 CONTRACTORS	451,141	2,375,478	0.795	0.725	0.775	
		TOTAL*	897,206	4,758,984	0.833	0.743	0.794
	TOTAL ALL TOPS*	01 BUILDINGS	10,374,898	52,764,157	0.743	0.793	0.848
		02 RES. APTS. AND COND	345,415	1,819,034	0.457	0.808	0.864
03 OFFICES		508,338	2,548,310	0.732	0.912	0.975	
04 MERCANTILE - HIGH		617,463	3,333,825	0.611	0.815	0.872	
05 MERCANTILE - MEDIUM		427,172	2,070,162	0.488	0.824	0.881	
06 MERCANTILE - LOW		327,120	1,585,670	0.564	0.871	0.931	
07 MOTELS AND HOTELS		23,219	130,730	1.068	1.031	1.102	
08 INSTITUTIONAL - HIG		2,664,564	14,114,005	1.963	1.774	1.898	
09 INSTITUTIONAL - LOW		709,019	3,676,050	1.023	1.013	1.083	
10 INDUST-PROC - HIGH		120,090	570,601	1.054	0.785	0.840	
11 INDUST-PROC - LOW		807,234	4,394,272	0.586	0.604	0.647	
12 SERVICE - HIGH		516,792	2,718,523	0.789	0.738	0.789	
13 SERVICE - LOW		307,247	1,669,234	0.581	0.539	0.576	
14 CONTRACTORS		487,562	2,505,026	0.736	0.722	0.772	
		TOTAL*	18,236,133	93,899,599	0.907	0.935	1.000

* TOTALS IN COLUMNS (3), (4) & (5) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

INDIANA

BASIC GROUP II RELATIVITY ANALYSIS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACCIDENT YEAR ENDING 09/30/20 AGGR. LOSS COSTS AT CURRENT IMPLICIT PMF	ACCIDENT YEARS 2011 - 2020 EXPER. RATIO AT CURRENT PMF	FORMULA RELATIVITY (2)/ 1.097	CREDIBILITY C	CREDIBILITY WEIGHTED RELATIVITY D	BALANCED FORMULA RELATIVITY E	NORMALIZED FORMULA RELATIVITY F	INDICATED CHANGE
	-----	-----	-----	-----	-----	-----	-----	-----
MONOLINE	2,184,494	1.1540	1.0520	0.5880	1.030	1.0300	1.0335	
MULTILINE	27,839,410	1.0820	0.9860	0.8510	0.988	0.9940	0.9975	
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COVERAGE	30,023,904	1.0970	0.9990			0.9966	1.0001	
MULTILINE TOP								
31 MOTEL/HOTEL	275,806	1.3450	1.2260	0.0650	1.014	1.0170	1.0205	-1.3%
32 APARTMENT	3,900,939	*****	*****	*****	*****	1.0300	1.0335	0.0%
33 OFFICE	1,589,360	0.9640	0.8790	0.2390	0.970	0.9730	0.9763	-5.5%
34 MERCANTILE	5,791,163	1.0470	0.9540	0.5630	0.974	0.9770	0.9803	-5.1%
35 INSTITUTIONAL	9,033,096	1.0470	0.9540	0.6940	0.968	0.9710	0.9743	-5.7%
36 SERVICES	4,055,550	1.0460	0.9540	0.5010	0.976	0.9790	0.9823	-5.0%
37 INDUST/PROCESS	2,098,002	1.4940	1.3620	0.3310	1.119	1.1220	1.1258	8.9%
38 CONTRACTORS	1,095,494	1.0020	0.9130	0.2100	0.981	0.9840	0.9874	-4.5%
	-----	-----	-----	-----	-----	-----	-----	
	27,839,410	1.0820	0.9860		0.9850	0.9940	0.9975	

C - CREDIBILITY = P/(P+K) WHERE P REPRESENTS THE TOTAL 10 YEAR ADJUSTED LOSS COSTS AND K = 45,000,000

D - (5) = (3) * (4) + (1.000 - (4))

E - FOR UNCAPPED MULTILINE TOPS: (6) = (5) * (0.988/0.985)

FOR CAPPED MULTILINE TOPS: (6) = 1.500 * (1.030) / 1.500

F - (7) = (6) / 0.9966

INSURANCE SERVICES OFFICE, INC.

INDIANA
OWNERS, LANDLORDS AND TENANTS
BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	(1)	(2)	(3)	(4)	(5)
	BAILEY FORMULA RELATIVITY	CREDIBILITY CREDIBILITY	CREDIBILITY WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	1.176	0.280	1.046	1.050	
31	1.663	0.113	1.059	1.063	1.2%
32	1.251	0.123	1.028	1.031	-1.8%
33	1.008	0.203	1.002	1.005	-4.3%
34	0.969	0.236	0.993	0.996	-5.1%
35	0.686	0.253	0.909	0.912	-13.1%
36	1.140	0.164	1.022	1.025	-2.4%
CLASS GROUP					
1	1.462	0.163	1.064	1.064	
2	0.741	0.168	0.951	0.951	
3	0.677	0.110	0.958	0.958	
4	0.591	0.051	0.974	0.974	
5	0.687	0.037	0.986	0.986	
6	0.631	0.067	0.970	0.970	
7	1.100	0.132	1.013	1.012	
8	0.741	0.040	0.988	0.988	
9	0.552	0.142	0.919	0.919	
10	1.291	0.237	1.062	1.062	
11	0.855	0.168	0.974	0.974	
12	0.962	0.277	0.989	0.989	
13	1.360	0.088	1.027	1.027	
16	1.257	0.103	1.024	1.024	
TERRITORY					
501	1.070	0.251	1.017	1.017	
502	1.191	0.084	1.015	1.015	
504	0.824	0.223	0.958	0.958	
506	1.008	0.416	1.003	1.003	

INSURANCE SERVICES OFFICE, INC.

INDIANA

MANUFACTURERS AND CONTRACTORS
BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	(1)	(2)	(3)	(4)	(5)
	BAILEY FORMULA RELATIVITY	CREDIBILITY CREDIBILITY	CREDIBILITY WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	0.941	0.212	0.987	0.983	
33	0.628	0.039	0.982	0.977	-0.6%
34	0.966	0.093	0.997	0.992	0.9%
35	1.953	0.072	1.049	1.044	6.2%
36	1.391	0.146	1.049	1.044	6.2%
37	0.565	0.103	0.943	0.938	-4.6%
38	1.116	0.268	1.030	1.025	4.3%
CLASS GROUP					
30	1.221	0.112	1.023	1.021	
31	1.108	0.160	1.017	1.015	
32	1.048	0.262	1.012	1.011	
33	0.931	0.127	0.991	0.990	
34	0.957	0.139	0.994	0.993	
35	1.120	0.034	1.004	1.003	
36	0.737	0.087	0.974	0.973	
37	0.518	0.059	0.962	0.962	
38	1.024	0.101	1.002	1.001	

INSURANCE SERVICES OFFICE, INC.

INDIANA
OWNERS, LANDLORDS, AND TENANTS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TERRITORY ALL		(1)	(2)	(3)	(4)	(5)	(6)
TYPE OF POLICY	CLASS GROUP	CALENDAR A.Y.E. 09/30/20 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2016-2020 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
10 MONOLINE	01 FOOD&BEV.(RETAIL)	\$539,303	\$2,844,438	1.844		283	
	02 RESTAURANTS	\$225,482	\$2,610,224	0.622		105	
	03 STORES	\$271,746	\$1,223,967	0.668		46	
	04 VENDING & RENTAL	\$14,582	\$90,592	0.004		1	
	05 FOOD & BEV. DIST.	\$33,964	\$281,790	2.183		12	
	06 NON-FOOD&BEV.DIST	\$53,000	\$616,247	0.335		20	
	07 CLUBS,AMSMT&SPRTS	\$338,030	\$1,838,244	2.143		112	
	08 HEALTH CARE FACIL	\$40,885	\$153,368	3.107		4	
	09 HOTELS AND MOTELS	\$179,417	\$2,728,235	0.545		127	
	10 SCHLS & CHURCHES	\$656,023	\$3,075,496	1.363		72	
	11 APARTMENTS	\$1,785,307	\$8,753,767	1.023		257	
	12 BUILDINGS&OFFICES	\$1,379,481	\$8,667,009	0.986		257	
	13 MISC. PREMISES	\$194,176	\$957,585	1.419		46	
	16 GOVT SUBDIVISIONS	\$318,196	\$648,769	1.647		65	
	TOTAL *	\$6,029,592	\$34,489,731	1.2		1,407	
	31 MULT MOTEL/HOTEL	09 HOTELS AND MOTELS	\$583,487	\$3,799,878	0.88		230
TOTAL *		\$583,487	\$3,799,878	0.88		230	
32 MULT APARTMENT	11 APARTMENTS	\$1,798,427	\$8,925,475	1.049		254	
	12 BUILDINGS&OFFICES	\$117,299	\$638,278	1.255		18	
	TOTAL *	\$1,915,726	\$9,563,753	1.062		272	
33 MULT OFFICE	12 BUILDINGS&OFFICES	\$4,093,443	\$20,512,846	0.94		731	
	13 MISC. PREMISES	\$60,263	\$212,464	3.265		13	
	TOTAL *	\$4,153,706	\$20,725,310	0.974		744	
34 MULT MERCANTILE	01 FOOD&BEV.(RETAIL)	\$855,895	\$4,191,066	1.382		197	
	02 RESTAURANTS	\$1,760,654	\$9,152,724	0.755		402	
	03 STORES	\$787,653	\$3,848,527	0.626		135	
	04 VENDING & RENTAL	\$4,320	\$36,467	0.239		3	
	05 FOOD & BEV. DIST.	\$103,519	\$396,299	0.206		13	
	06 NON-FOOD&BEV.DIST	\$647,498	\$2,856,883	0.634		61	
	12 BUILDINGS&OFFICES	\$908,882	\$4,986,482	0.936		195	
	TOTAL *	\$5,068,421	\$25,468,448	0.846		1,006	

INSURANCE SERVICES OFFICE, INC.

INDIANA
OWNERS, LANDLORDS, AND TENANTS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TERRITORY ALL		(1)	(2)	(3)	(4)	(5)	(6)
TYPE OF POLICY	CLASS GROUP	CALENDAR A.Y.E. 09/30/20 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2016-2020 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
35 MULT INSTITUT.	07 CLUBS,AMSMT&SPRTS	\$47,584	\$257,951	0.273		10	
	08 HEALTH CARE FACIL	\$269,955	\$1,270,694	0.177		25	
	10 SCHLS & CHURCHES	\$4,372,043	\$22,277,622	0.916		940	
	12 BUILDINGS&OFFICES	\$90,450	\$520,589	1.238		49	
	13 MISC. PREMISES	\$20,421	\$104,451	0.066		3	
	16 GOVT SUBDIVISIONS	\$601,273	\$3,461,528	0.785		126	
	TOTAL *	\$5,401,726	\$27,892,835	0.861		1,153	
	36 MULT SERVICES	03 STORES	\$84,810	\$497,057	1.298		38
04 VENDING & RENTAL		\$131,464	\$691,302	0.746		42	
07 CLUBS,AMSMT&SPRTS		\$1,135,034	\$6,030,216	1.015		190	
08 HEALTH CARE FACIL		\$3,555	\$38,755	0		0	
09 HOTELS AND MOTELS		\$50,420	\$291,608	1.023		7	
10 SCHLS & CHURCHES		\$6,599	\$45,313	0.066		1	
12 BUILDINGS&OFFICES		\$298,770	\$1,483,302	1.95		127	
13 MISC. PREMISES		\$254,309	\$1,242,509	1.278		77	
TOTAL *	\$1,964,961	\$10,320,062	1.181		482		
TOTAL ALL TOP	01 FOOD&BEV.(RETAIL)	\$1,395,198	\$7,035,504	1.56		480	
	02 RESTAURANTS	\$1,986,136	\$11,762,948	0.74		507	
	03 STORES	\$1,144,209	\$5,569,551	0.686		219	
	04 VENDING & RENTAL	\$150,366	\$818,361	0.659		46	
	05 FOOD & BEV. DIST.	\$137,483	\$678,089	0.694		25	
	06 NON-FOOD&BEV.DIST	\$700,498	\$3,473,130	0.611		81	
	07 CLUBS,AMSMT&SPRTS	\$1,520,648	\$8,126,411	1.243		312	
	08 HEALTH CARE FACIL	\$314,395	\$1,462,817	0.556		29	
	09 HOTELS AND MOTELS	\$813,324	\$6,819,721	0.815		364	
	10 SCHLS & CHURCHES	\$5,034,665	\$25,398,431	0.973		1,013	
	11 APARTMENTS	\$3,583,734	\$17,679,242	1.036		511	
	12 BUILDINGS&OFFICES	\$6,888,325	\$36,808,506	1.002		1,377	
	13 MISC. PREMISES	\$529,169	\$2,517,009	1.509		139	
	16 GOVT SUBDIVISIONS	\$919,469	\$4,110,297	1.083		191	
TOTAL *	\$25,117,619	\$132,260,017	0.999		5,294		

* TOTALS IN COLUMNS (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

INDIANA
MANUFACTURERS AND CONTRACTORS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 09/30/20 LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2016-2020 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
10 MONOLINE	30 SERVICE	\$227,062	\$969,413	2.091	2.173	55	1.004
	31 LIGHT CONTRACTING	\$384,918	\$1,853,838	0.91	0.945	127	0.998
	32 MEDIUM CONTRACTING	\$2,781,383	\$14,524,665	0.951	0.988	421	0.994
	33 HEAVY CONTRACTING	\$509,889	\$2,718,640	0.98	1.019	53	0.973
	34 DEALER OR DISTRIB	\$422,584	\$2,872,852	0.561	0.583	43	0.976
	35 LGT. MANUFACTURER	\$165,667	\$745,746	1.302	1.354	11	0.985
	36 MED. MANUFACTURER	\$441,787	\$3,034,896	0.409	0.425	35	0.956
	37 HVY. MANUFACTURER	\$428,969	\$2,107,688	0.442	0.459	14	0.945
	38 MISC. OPERATION	\$229,475	\$1,145,643	0.694	0.721	49	0.984
	TOTAL *	\$5,591,734	\$29,973,381	0.885		808	
33 MULT OFFICE	31 LIGHT CONTRACTING	\$32,226	\$162,998	0	0	0	0.992
	32 MEDIUM CONTRACTING	\$11,339	\$49,210	0.944	0.982	1	0.988
	33 HEAVY CONTRACTING	\$122,860	\$610,119	0.1	0.104	7	0.967
	38 MISC. OPERATION	\$178,517	\$885,314	1.038	1.079	20	0.979
	TOTAL *	\$344,942	\$1,707,641	0.604		28	
34 MULT MERCANTILE	30 SERVICE	\$62,757	\$308,577	1.05	1.092	8	1.013
	32 MEDIUM CONTRACTING	\$148,649	\$658,697	1.314	1.366	17	1.003
	34 DEALER OR DISTRIB	\$751,984	\$3,660,347	0.792	0.823	113	0.985
	38 MISC. OPERATION	\$47,736	\$219,624	1.549	1.61	19	0.993
	TOTAL *	\$1,011,126	\$4,847,245	0.92		157	
35 MULT INSTITUT.	31 LIGHT CONTRACTING	\$23,361	\$120,495	0.706	0.734	3	1.06
	32 MEDIUM CONTRACTING	\$171,288	\$991,903	2.158	2.243	91	1.056
	TOTAL *	\$194,649	\$1,112,398	1.984		94	
36 MULT SERVICES	30 SERVICE	\$75,608	\$401,624	0.644	0.67	35	1.067
	31 LIGHT CONTRACTING	\$144,870	\$907,231	1.232	1.28	29	1.06
	32 MEDIUM CONTRACTING	\$216,257	\$900,738	1.191	1.238	26	1.056
	33 HEAVY CONTRACTING	\$84,357	\$459,567	0.085	0.088	8	1.034
	34 DEALER OR DISTRIB	\$792,190	\$4,486,658	1.569	1.631	190	1.037
	36 MED. MANUFACTURER	\$31,141	\$158,027	3.371	3.504	5	1.016
	38 MISC. OPERATION	\$545,798	\$2,257,371	1.283	1.334	93	1.046
	TOTAL *	\$1,890,221	\$9,571,216	1.344		386	

INSURANCE SERVICES OFFICE, INC.

INDIANA
MANUFACTURERS AND CONTRACTORS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 09/30/20 LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2016-2020 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
37 MULT INDUST/PROC.	31 LIGHT CONTRACTING	\$2,931	\$12,221	0.058	0.061	1	0.953
	32 MEDIUM CONTRACTING	\$144,880	\$820,347	0.928	0.965	28	0.949
	33 HEAVY CONTRACTING	\$95,162	\$481,522	0.163	0.169	8	0.929
	34 DEALER OR DISTRIB	\$48,956	\$230,072	0	0	0	0.932
	35 LGT. MANUFACTURER	\$124,377	\$626,593	0.224	0.233	10	0.941
	36 MED. MANUFACTURER	\$1,070,180	\$5,518,138	0.438	0.455	95	0.913
	37 HVY. MANUFACTURER	\$1,176,984	\$5,201,008	0.291	0.303	48	0.902
	38 MISC. OPERATION	\$19,848	\$96,938	0.76	0.79	2	0.94
	TOTAL *	\$2,683,318	\$12,986,839	0.374		192	
38 MULT CONTRACTORS	30 SERVICE	\$822,172	\$4,225,149	1.136	1.181	127	1.047
	31 LIGHT CONTRACTING	\$1,242,866	\$6,356,112	1.292	1.342	298	1.04
	32 MEDIUM CONTRACTING	\$3,817,729	\$20,842,786	1.1	1.144	650	1.036
	33 HEAVY CONTRACTING	\$1,522,424	\$7,808,358	1.076	1.118	214	1.014
	38 MISC. OPERATION	\$27,765	\$144,191	0.872	0.906	2	1.026
	TOTAL *	\$7,432,956	\$39,376,596	1.13		1,291	
TOTAL ALL TOP	30 SERVICE	\$1,187,599	\$5,904,763	1.283		225	
	31 LIGHT CONTRACTING	\$1,831,172	\$9,412,895	1.174		458	
	32 MEDIUM CONTRACTING	\$7,291,525	\$38,788,346	1.071		1,234	
	33 HEAVY CONTRACTING	\$2,334,692	\$12,078,206	0.93		290	
	34 DEALER OR DISTRIB	\$2,015,714	\$11,249,929	1.03		346	
	35 LGT. MANUFACTURER	\$290,044	\$1,372,339	0.84		21	
	36 MED. MANUFACTURER	\$1,543,108	\$8,711,061	0.488		135	
	37 HVY. MANUFACTURER	\$1,605,953	\$7,308,696	0.332		62	
	38 MISC. OPERATION	\$1,049,139	\$4,749,081	1.104		185	
	TOTAL *	\$19,148,946	\$99,575,316	0.962		2,956	

* TOTALS IN COLUMNS (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

INDIANA
PRODUCTS
BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	(1) BAILEY FORMULA RELATIVITY	(2) CREDIBILITY	(3) CREDIBILITY WEIGHTED RELATIVITY	(4) BALANCED RELATIVITY	(5) INDICATED CHANGE
10	0.928	0.343	0.975	0.975	
34	1.065	0.358	1.023	1.023	4.9%
36	1.147	0.179	1.025	1.025	5.1%
37	1.002	0.474	1.001	1.001	2.7%
CLASS GROUP					
3	1.020	0.457	1.009	1.013	
4	0.934	0.390	0.974	0.977	
5	1.299	0.127	1.034	1.037	
6	1.020	0.312	1.006	1.010	
7	0.986	0.168	0.998	1.001	

NOTE: THE INDICATED CHANGES BY TOP WERE FURTHER ADJUSTED BY THE FOLLOWING
DIFFERENTIALS: TOP 34: 0.983
TOP 36: 1.003
TOP 37: 1.016

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
PRODUCTS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/2019 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2015 - 2019 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
10 MONOLINE	03 MAN,DLR,DSTFD/DRG	13,750,935	66,100,554	0.988	0.977	1,263	0.987
	04 DLR,DST-NOTFD/DRG	8,477,615	41,310,448	0.911	0.900	460	0.952
	05 MAN.NTFD/DRG(Low)	1,472,878	6,420,923	1.025	1.013	73	1.011
	06 MAN.NTFD/DRG(MED)	9,010,398	41,539,850	0.977	0.966	500	0.984
	07 MAN.NTFD/DRG(HGH)	2,241,335	11,290,085	0.650	0.643	59	0.976
	TOTAL *	34,953,161	166,661,860	0.947		2,355	
34 MULT MERCANTILE	03 MAN,DLR,DSTFD/DRG	4,329,151	22,382,753	1.183	1.169	619	1.036
	04 DLR,DST-NOTFD/DRG	27,418,064	130,792,947	0.993	0.982	1,940	1.000
	06 MAN.NTFD/DRG(MED)	8,530	45,329	0.000	0.000	-	1.033
	TOTAL *	31,755,745	153,221,029	1.019		2,559	
36 MULT SERVICES	04 DLR,DST-NOTFD/DRG	3,121,637	14,216,143	1.102	1.090	644	1.002
	06 MAN.NTFD/DRG(MED)	48,702	226,631	0.000	0.000	-	1.035
	TOTAL *	3,170,339	14,442,774	1.085		644	
37 MULT INDUST/PROC.	03 MAN,DLR,DSTFD/DRG	12,807,039	61,610,215	0.973	0.962	2,291	1.014
	05 MAN.NTFD/DRG(Low)	3,340,860	17,802,968	1.402	1.386	250	1.039
	06 MAN.NTFD/DRG(MED)	26,492,844	125,759,189	1.030	1.018	1,448	1.011
	07 MAN.NTFD/DRG(HGH)	6,306,324	31,298,086	1.098	1.085	508	1.002
	TOTAL *	48,947,067	236,470,458	1.049		4,497	
TOTAL ALL TOP	03 MAN,DLR,DSTFD/DRG	30,887,125	150,093,522	1.009		4,173	
	04 DLR,DST-NOTFD/DRG	39,017,316	186,319,538	0.984		3,044	
	05 MAN.NTFD/DRG(Low)	4,813,738	24,223,891	1.287		323	
	06 MAN.NTFD/DRG(MED)	35,560,474	167,570,999	1.015		1,948	
	07 MAN.NTFD/DRG(HGH)	8,547,659	42,588,171	0.980		567	
	TOTAL *	118,826,312	570,796,121	1.012		10,055	

* TOTALS IN COLUMN (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

INDIANA
 LOCAL PRODUCTS/COMPLETED OPERATIONS
 BASIC LIMIT RELATIVE CHANGE ANALYSIS

	(1)	(2)	(3)	(4)	(5)
	BAILEY		CREDIBILITY		
TYPE OF	FORMULA		WEIGHTED	BALANCED	INDICATED
POLICY	RELATIVITY	CREDIBILITY	RELATIVITY	RELATIVITY	CHANGE
10	1.014	0.781	1.011	1.010	
34	1.061	0.502	1.030	1.029	1.9%
36	0.921	0.535	0.957	0.956	-5.3%
37	1.061	0.143	1.009	1.008	-0.2%
38	0.996	0.991	0.996	0.995	-1.5%
CLASS					
GROUP					
1	0.808	0.501	0.899	0.894	
2	0.988	0.512	0.994	0.989	
11	1.091	0.353	1.031	1.026	
12	1.018	1.000	1.018	1.012	
13	0.823	0.264	0.950	0.945	

MULTISTATE
 LOCAL PRODUCTS/COMPLETED OPERATIONS
 BASIC LIMIT RELATIVE CHANGE ANALYSIS *

	(1)	(2)	(3)	(4)
	BAILEY		CREDIBILITY	
	FORMULA		WEIGHTED	BALANCED
STATE	RELATIVITY	CREDIBILITY	RELATIVITY	RELATIVITY
	1.281	0.407	1.106	1.106
	1.228	0.480	1.103	1.103
	1.219	0.458	1.095	1.095
	1.439	0.240	1.091	1.091
	1.304	0.278	1.077	1.076
	1.120	0.581	1.068	1.068
	1.362	0.161	1.051	1.051
	1.191	0.265	1.047	1.047
	1.209	0.202	1.039	1.039
	1.078	0.482	1.037	1.037
	1.363	0.116	1.037	1.036
	1.172	0.145	1.023	1.023
	1.103	0.196	1.019	1.019
	1.055	0.330	1.018	1.018
	1.049	0.380	1.018	1.018
	1.052	0.299	1.015	1.015
	1.078	0.174	1.013	1.013
	1.036	0.362	1.013	1.012
	1.049	0.250	1.012	1.012
	1.032	0.324	1.010	1.010
	1.050	0.135	1.007	1.006
	1.011	0.415	1.004	1.004
	1.021	0.177	1.004	1.003
	1.021	0.155	1.003	1.003
	1.026	0.098	1.003	1.002
	0.993	0.454	0.997	0.997
	0.990	0.469	0.995	0.995
	0.990	0.567	0.994	0.994
	0.975	0.380	0.991	0.990
	0.936	0.230	0.985	0.985
	0.889	0.133	0.985	0.984
	0.972	0.595	0.983	0.983
	0.927	0.238	0.982	0.982
	0.896	0.190	0.979	0.979
	0.684	0.055	0.979	0.979
	0.931	0.383	0.973	0.973
	0.867	0.237	0.967	0.967
	0.813	0.165	0.966	0.966
	0.735	0.160	0.952	0.952
	0.897	0.470	0.950	0.950
	0.860	0.336	0.950	0.950
Indiana	0.877	0.406	0.948	0.948
	0.919	0.645	0.947	0.946
	0.888	0.489	0.944	0.943
	0.776	0.230	0.943	0.943
	0.797	0.267	0.941	0.941
	0.804	0.300	0.937	0.936
	0.088	0.035	0.919	0.918
	0.801	0.387	0.918	0.917
	0.645	0.196	0.918	0.917
	0.758	0.314	0.917	0.916
	0.619	0.293	0.869	0.869

* Sorted by balanced relative change

INSURANCE SERVICES OFFICE, INC.

INDIANA
LOCAL PRODUCTS/COMPLETED OPERATIONS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 09/30/20 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2016-2020 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIV.	NUMBER OF OCCURRENCES	BAL CELL RELATIV.
10 MONOLINE	01 RET.STRS-FOOD/DRG	\$13,495	\$113,180	0.836	0.77	15	0.856
	02 RET.STRS-NTFD/DRG	\$20,554	\$142,528	1.009	0.93	9	0.946
	11 COMP. OPS. (LOW)	\$84,137	\$479,013	2.091	1.926	33	0.982
	12 COMP. OPS. (MED)	\$1,399,421	\$6,276,348	0.942	0.867	141	0.969
	13 COMP. OPS. (HGH)	\$100,704	\$395,848	1.511	1.392	6	0.904
	TOTAL *	\$1,618,311	\$7,406,917	1.037		204	
34 MULT MERCANTILE	01 RET.STRS-FOOD/DRG	\$109,667	\$547,385	1.37	1.262	64	0.872
	02 RET.STRS-NTFD/DRG	\$61,595	\$331,366	1.072	0.987	10	0.965
	12 COMP. OPS. (MED)	\$45,007	\$239,337	0.291	0.269	3	0.988
	TOTAL *	\$216,269	\$1,118,088	1.061		77	
36 MULT SERVICES	01 RET.STRS-FOOD/DRG	\$22,831	\$107,900	3.927	3.618	4	0.81
	02 RET.STRS-NTFD/DRG	\$292,579	\$1,476,759	1.379	1.271	87	0.896
	11 COMP. OPS. (LOW)	\$213,513	\$910,546	0.699	0.644	34	0.929
	12 COMP. OPS. (MED)	\$82,498	\$429,774	0.673	0.62	26	0.917
	13 COMP. OPS. (HGH)	\$55,941	\$245,537	0.639	0.589	3	0.856
	TOTAL *	\$667,362	\$3,170,516	1.099		154	
37 MULT INDUST/PROC	01 RET.STRS-FOOD/DI	\$322	\$926	0	0	0	0.854
	11 COMP. OPS. (LOW)	\$4,704	\$31,784	0	0	0	0.98
	12 COMP. OPS. (MED)	\$70,222	\$389,778	0.246	0.227	5	0.967
	13 COMP. OPS. (HGH)	\$268	\$1,940	0	0	0	0.902
	TOTAL *	\$75,516	\$424,428	0.229		5	
38 MULT CONTRACTORS	11 COMP. OPS. (LOW)	\$248,300	\$1,239,825	0.552	0.509	21	0.967
	12 COMP. OPS. (MED)	\$4,040,572	\$20,178,089	0.943	0.868	429	0.955
	13 COMP. OPS. (HGH)	\$302,700	\$1,568,023	0.741	0.683	19	0.891
	TOTAL *	\$4,591,572	\$22,985,937	0.908		469	
TOTAL ALL TOP	01 RET.STRS-FOOD/DRG	\$146,315	\$769,391	1.717		83	
	02 RET.STRS-NTFD/DRG	\$374,728	\$1,950,653	1.308		106	
	11 COMP. OPS. (LOW)	\$550,654	\$2,661,168	0.839		88	
	12 COMP. OPS. (MED)	\$5,637,720	\$27,513,326	0.925		604	
	13 COMP. OPS. (HGH)	\$459,613	\$2,211,348	0.897		28	
	TOTAL *	\$7,169,030	\$35,105,886	0.952		909	

* TOTALS IN COLUMNS (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
LOCAL PRODUCTS/COMPLETED OPERATIONS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/2019 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2015 - 2019 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIV.	NUMBER OF OCCURRENCES	BAL CELL RELATIV.
10 MONOLINE	01 RET.STRS-FOOD/DRG	2,438,315	11,481,124	0.912		601	
	02 RET.STRS-NTFD/DRG	2,987,973	14,421,548	1.083		495	
	11 COMP. OPS. (LOW)	5,121,852	24,832,256	1.466		645	
	12 COMP. OPS. (MED)	99,545,324	453,611,463	1.119		7,145	
	13 COMP. OPS. (HGH)	7,985,186	36,362,548	0.800		270	
	TOTAL *	118,078,650	540,708,939	1.107		9,156	
34 MULT MERCANTILE	01 RET.STRS-FOOD/DRG	8,413,377	39,955,164	0.852		2,982	
	02 RET.STRS-NTFD/DRG	5,555,517	26,312,504	1.249		672	
	12 COMP. OPS. (MED)	2,446,813	11,636,945	1.127		132	
	TOTAL *	16,415,707	77,904,613	1.027		3,786	
36 MULT SERVICES	01 RET.STRS-FOOD/DRG	849,959	4,339,848	1.306		191	
	02 RET.STRS-NTFD/DRG	14,215,160	58,934,622	0.949		2,767	
	11 COMP. OPS. (LOW)	3,232,727	15,442,449	1.070		482	
	12 COMP. OPS. (MED)	4,903,919	24,436,703	1.096		800	
	13 COMP. OPS. (HGH)	1,070,506	5,494,809	0.779		63	
	TOTAL *	24,272,271	108,648,431	1.000		4,303	
37 MULT INDUST/PROC.	01 RET.STRS-FOOD/DRG	18,762	99,731	0.355		1	
	11 COMP. OPS. (LOW)	112,387	573,798	1.063		19	
	12 COMP. OPS. (MED)	3,767,022	19,395,784	1.167		289	
	13 COMP. OPS. (HGH)	42,656	250,636	0.000		0	
	TOTAL *	3,940,827	20,319,949	1.148		309	
38 MULT CONTRACTORS	11 COMP. OPS. (LOW)	10,108,739	49,095,087	1.069		731	
	12 COMP. OPS. (MED)	164,891,867	821,442,733	1.100		13,301	
	13 COMP. OPS. (HGH)	14,409,562	69,575,366	0.945		720	
	TOTAL *	189,410,168	940,113,186	1.087		14,752	
TOTAL ALL TOP	01 RET.STRS-FOOD/DRG	11720413	55875867	0.897		3,775	
	02 RET.STRS-NTFD/DRG	22,758,650	99,668,674	1.040		3,934	
	11 COMP. OPS. (LOW)	18,575,705	89,943,590	1.178		1,877	
	12 COMP. OPS. (MED)	275,554,945	1,330,523,628	1.108		21,667	
	13 COMP. OPS. (HGH)	23,507,910	111,683,359	0.887		1,053	
	TOTAL *	352,117,623	1,687,695,118	1.085		32,306	

* TOTALS IN COLUMN (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

COMMERCIAL PACKAGE POLICY

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SECTION C - REVISED CLM DIVISION NINE

Commercial Package Policy Package Modification Factors (Revised MLCP-PMF-1) C-2

**COMMERCIAL LINES MANUAL
DIVISION NINE – MULTIPLE LINE
COMMERCIAL PACKAGE POLICY
PACKAGE MODIFICATION FACTORS**

INDIANA (13)

PACKAGE MODIFICATION FACTORS

Package Modification Assignment (PMA)	Premium From CLM Division			
	Two	Three, Four, Five, Eight Property	Four, Six Liability	All Other Divisions
Apartment House	.90	1.00	1.00	1.00
Contractors	.90	.99	.86	1.00
Industrial & Processing	.90	.77	.87	1.00
Institutional	.90	.68	.84	1.00
Mercantile	.90	.98	.92	1.00
Motel/Hotel	.90	1.00	1.00	1.00
Office	.90	.93	.96	1.00
Service	.90	1.00	1.00	1.00

Table 1. Package Modification Factors