

LOSS COSTS – IMPLEMENTATION

DECEMBER 29, 2022

COMMERCIAL AUTOMOBILE

LI-CA-2022-307

## INDIANA REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

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### KEY MESSAGE

Loss costs representing a 10.2% statewide change to be implemented.

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### BACKGROUND

In circular [LI-CA-2022-251](#), we provided you with information about the Commercial Auto loss cost level experience review.

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### CONSIDERATION OF COVID-19

There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We expect that the sharpest economic disruptions are behind us, but the effects may persist in muted form for some time. In response to this, we are taking the effects of COVID-19 into account when we make our trend selections in the loss cost filings. Additionally, due to the impact that the COVID-19 pandemic had on experience from March 2020 and beyond, we have decided to adjust the year weights for liability, PIP, and collision to give less weight to the most recent year. Please feel free to contact us for additional discussion, clarification or questions.

See the filing material for further details.

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### ISO ACTION

We are implementing CA-2022-BRLA1, which presents a review of Commercial Auto loss cost experience. Refer to the attached explanatory material for complete details about the filing.

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### SUPPLEMENTARY INFORMATION

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

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

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### EFFECTIVE DATE

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

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

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

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## IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of April 1, 2023, the multiplier must be based on the relationship between your gross rates and the ISO advisory prospective loss costs contained in this circular.

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## COMPANY ACTION

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

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

WE WILL SUBMIT OUR REFERENCE FILING TO THE INSURANCE DEPARTMENT ON MARCH 1, 2023. ANY SUBMISSION YOU MAY MAKE WITH THE INSURANCE DEPARTMENT WITH RESPECT TO THIS FILING SHOULD NOT BE SUBMITTED PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Filing Number CA-2022-BRLA1 and SERFF Tracking Number ISOF-133496641, NOT this circular number.

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

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## RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

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## POLICYHOLDER NOTIFICATION

If you decide to implement this revision, you should check all applicable laws for the state(s) to which this revision applies, to determine whether or not a specific policyholder notice requirement may apply. Please note that circular [LI-CL-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.

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## FUTURE ISO ACTION

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

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## REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 4-23 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

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**REFERENCE(S)**

- [LI-CA-2022-251](#) (10/24/2022) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2022-006](#) (02/22/2022) Revised Lead Time Requirements Listing

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**ATTACHMENT(S)**

- Filing CA-2022-BRLA1
- Supplementary Information

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**FILES AVAILABLE FOR DOWNLOAD**

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

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

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**DATA QUALITY**

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification procedures so that only valid data would be used for ratemaking. Subsequent to this initial data submission review, additional analyses on the statistical plan data involving an even more customized data review for this line 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.

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**ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS**

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

I, Rebecca Gordon, am an Actuarial Associate for ISO, and I, Kevin Hughes, am an Actuarial Director for Commercial Auto for ISO. We are jointly responsible for the content of this Statement of Actuarial Opinion. We are both members of the American Academy of Actuaries and we meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

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**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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Now, as in the past, all of our products and services are advisory, and are made available for optional use by participating insurers as a matter of individual choice. Your company must decide for itself which, if any, ISO products or services are needed or useful to its operation and how those selected for use should be applied. We urge that you be guided by the advice of your attorneys on the legal requirements.

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INDIANA

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2022-BRLA1

EXECUTIVE SUMMARY

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PURPOSE	<p>This document:</p> <ul style="list-style-type: none"><li>• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 10.2% statewide change from the loss costs currently in effect.</li><li>• provides the analyses used to derive these advisory loss costs.</li></ul>
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>
IMPACTS OF COVID-19 ON ADVISORY PROSPECTIVE LOSS COSTS	<p>There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We are including the pandemic experience in our review without adjustment. We will continue to monitor existing reporting trends, including how new data entering the experience period of our next review reflects COVID-19 impacts. Please feel free to contact us for additional discussion, clarification or questions.</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-5, the exhibits are labeled EXHIBIT A1 through EXHIBIT D4, and the revised prospective loss cost pages are numbered E-1 through E-51.</p>
HIRED AUTOS RELATIVITY	<p>The relativity used to develop the Hired Auto Liability loss cost has been revised in this filing. Details of the analysis are in Section D.</p>
AUTO DEALERS AND GARAGEKEEPERS	<p>The Auto Dealers Liability coverage and the Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.</p>

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REVISED LOSS  
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors &amp; Trailers</u>	<u>Indicated</u>	<u>Filed*</u>	<u>Adjusted**</u>
Liability			
Single Limit Liability	7.5%	7.5%	5.5%
Physical Damage			
Other than Collision	16.0%	16.0%	8.9%
Collision	28.3%	28.3%	3.2%
Total Trucks, Tractors & Trailers	11.4%	11.4%	5.4%
<u>Private Passenger Types</u>			
Liability			
Single Limit Liability	1.1%	N.C.	-4.3%
Physical Damage			
Other than Collision	2.5%	N.C.	-6.0%
Collision	11.8%	11.8%	13.9%
Total Private Passenger Types	3.8%	2.9%	0.0%
<u>Grand Total</u>	10.3%	10.2%	4.6%

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

\*Due to the simultaneous implementation of filing CA-2022-RLC1, the FILED column displays the impact for companies already using the optional class plan prior to the effective date of the CA-2022-RLC1 filing.

\*\*The ADJUSTED changes display the impact of the filed loss costs on companies not using the optional class plan prior to the effective date of the CA-2022-RLC1 filing.

INDICATED VS.  
FILED

Indicated changes are based on standard ISO methodology, utilizing a 04/01/2023 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: N.C. were selected for Private Passenger Types Liability and OTC due to modest indications.

PRIOR ISO  
REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2020-BRLA1	CA-2018-BRLA1	CA-2017-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	4/1/2021	4/1/2019	4/1/2018
<u>Changes</u>			
Indicated	2.6%	4.3%	7.7%
Filed	2.5%	4.0%	7.5%
Approved	2.5%	4.0%	7.5%

HISTORICAL  
SOURCE DATA

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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 9/30/2021 for all coverages.
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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 third quarter 2021 and claim frequency trend data through second quarter 2021 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	+6.3%
Property Damage	+7.7%
Private Passenger Types Liability:	
Bodily Injury	+6.3%
Property Damage	+7.7%
Trucks, Tractors & Trailers OTC	+5.0%
Trucks, Tractors & Trailers Collision	+7.0%
Private Passenger Types OTC	+6.0%
Private Passenger Types Collision	+7.0%

ADJUSTMENTS TO  
REPORTED  
EXPERIENCE  
(CONT'D)

Liability Premium Trend

To recognize the trend in the Vehicle Age factors and Original Cost New factors for Trucks, Tractors & Trailers and Private Passenger Types Liability, aggregate loss costs at current level have been multiplied by premium trend factors. The selected annual Liability premium trends are -1.0% for Trucks, Tractors & Trailers and 0.0% for Private Passenger Types.

Physical Damage Vehicle Value Factor (VVF) Trends

To recognize the trend in the vehicle value component of the rating procedure (which includes Vehicle Age and Original Cost New) for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, aggregate loss costs at current level have been multiplied by VVF trend factors. The selected annual VVF trend factors for Trucks, Tractors & Trailers are +2.0% and +2.5% for OTC and Collision respectively. For Private Passenger Types, the VVF trend factors are +2.5% and +1.0% for OTC and Collision respectively.

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

TEN LARGEST  
COMPANIES/  
GROUPS  
IN THIS REVIEW

LIABILITY (ASLOB 19.3 & 19.4)

1. Travelers Indemnity Company
2. Cincinnati Insurance Company
3. Zurich American Insurance Company
4. Canal Insurance Company
5. Insurance Company of North America
6. Selective Insurance Co. of America
7. Liberty Mutual Insurance Company
8. Old Republic Insurance Company
9. Sentry Insurance A Mutual Company
10. American International Group

PHYSICAL DAMAGE (ASLOB 21.2)

1. Cincinnati Insurance Company
2. Travelers Indemnity Company
3. Zurich American Insurance Company
4. Liberty Mutual Insurance Company
5. Great American Insurance Company
6. Employers Mutual Casualty Company
7. Canal Insurance Company
8. Fairfax Financial
9. Westfield Insurance Company
10. Continental Casualty Company

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2021 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 12/31/2021 is:

Liability (ASLOB 19.3 & 19.4)  
35.9%

Physical Damage (ASLOB 21.2)  
24.1%

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 mu

COMPANY  
DECISION  
(CONT'D)

ch broader statistical ratemaking base than could be employed by using any individual company's data. A broader data base enhances the validity of ratemaking analysis derived therefrom. At the same time, however, an individual company may benefit from a comparison of its own experience to the aggregate ISO experience, and may reach valid conclusions with respect to the manner in which its own costs can be expected to differ from ISO's projections based on the aggregate data.

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

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

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

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**STEP 1:  
DETERMINATION  
OF STATEWIDE  
LOSS COST  
INDICATION** The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in **Exhibits B1-B4**.

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**STEP 2:  
DISTRIBUTION TO  
TERRITORIES** For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average. See the calculations in **Exhibits B5-B10**.

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

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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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

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**DESCRIPTION** This procedure compares the developed and trended incurred losses and loss adjustment expenses with the aggregate loss costs at current ISO loss cost level, which is the aggregate amount that would have been collected if the current ISO loss costs were used during the experience period. This experience ratio (losses and all loss adjustment expenses divided by aggregate loss costs) is calculated for several years and a weighted average is calculated. The weights are determined as a function of the credibility or volume of claim experience. The average experience ratio is then credibility weighted with the expected experience ratio in order to minimize the impact of random variation in the observed losses. This credibility weighted experience ratio is the indicated statewide advisory loss cost level change in decimal form. See the calculations in **Exhibits B1-B4**.

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

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

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

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INCURRED  
LOSSES & LAE  
(Item 2)

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

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

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

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

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

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

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EXPERIENCE  
RATIO  
(Item 3)

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

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YEAR WEIGHTS  
(Item 4)

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

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EXPECTED  
EXPERIENCE  
RATIO  
(Item 7)

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

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CREDIBILITY

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

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CREDIBILITY  
WEIGHTED  
EXPERIENCE  
RATIO

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

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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

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**TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE** For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost. See the calculations in **Exhibits B5-B10**.

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

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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).

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COLUMN (2)  
\$100,000 LOSS  
COST

Average \$100,000 loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the \$100,000 basic limit at the present ISO manual level trended to a prospective level by the application of premium trend factors.

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COLUMN (3)  
5 YEAR ENDED  
EXPERIENCE  
LOSS COST

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

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COLUMN (4)  
EXPERIENCE  
RATIO LOSS  
COST

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

---

COLUMN (5)  
CREDIBILITY

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

---

COLUMN (6)  
FORMULA  
EXPERIENCE  
RATIO

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

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

---

COLUMN (7)  
INDEX TO  
STATE

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

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

(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 \$100,000 base class loss cost.

---

COLUMN (9)  
INDICATED BASE  
LOSS COST

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

---

COLUMN (10)  
REVISED BASE  
LOSS COST

Revised \$100,000 base loss cost.

---

COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

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

---

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

---

COLUMN (1)  
EARNED CAR  
YEARS

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

---

COLUMN (2)  
UNDERLYING  
LOSS COST

Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the present ISO manual loss cost trended to a prospective level by the application of VVF trend 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.
- Theft losses have been removed from our Other Than Collision trend reviews due to a large increase in small-value theft claims which have caused an inappropriate distortion in severity trend.

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.

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

1) All losses are divided by the appropriate classification 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. For example, if a shift in the distribution of vehicle weights occurred, we would want to remove the corresponding shift in loss severity from our estimate of severity trend. Due to the introduction of Vehicle Value Factor Trend on the premium side, we are no longer dividing losses by an Age Factor in our loss trend analysis.

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

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

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

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

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

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

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

Type of Loss	Year 1		Year 2	
	Glass	Fire	Glass	Fire
	76% x 13 =	24 % x 13 =	76% x 20 =	24% x 20 =
Claims	9.88	3.12	15.2	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 C8-C11**. 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 \$500, \$1,000, and \$2,000 deductibles for OTC, and at the \$500, \$1,000, and \$2,000 deductibles for Collision.

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

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

	Trucks, Tractors & Trailers <u>Pure Premium</u>	Private Passenger Types <u>Pure Premium</u>
OTC:	+5.0%	+6.0%
COLL:	+7.0%	+7.0%

---

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
SUPPLEMENTARY EXHIBIT

Quarterly Values Ending	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
06/30/2018	3.016	3.009
09/30/2018	3.033	3.037
12/31/2018	3.061	3.066
03/31/2019	3.074	3.095
06/30/2019	3.118	3.125
09/30/2019	3.158	3.154
12/31/2019	3.189	3.184
03/31/2020	3.194	3.215
06/30/2020	3.248	3.245
09/30/2020	3.263	3.276
12/31/2020	3.283	3.307
03/31/2021	3.315	3.338
06/30/2021	3.384	3.370
09/30/2021	3.458	3.402
12/31/2021	3.561	3.509
03/31/2022	3.703	3.551
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9299	4.9%
12 Point Fit	0.9049	5.6%

## LIABILITY PREMIUM TREND

---

### OBJECTIVE

For Trucks, Tractors & Trailers and Private Passenger Types Liability, as new, higher-valued commercial automobiles are introduced and existing vehicles are taken out of service, there is a change in revenue due to the Liability Vehicle Age Factor and the Liability OCN Factor, which represent differences in expected Liability loss experience associated with Vehicle Age and Original Cost New. In order to reflect the revenue impact of such changes during the prospective period, ISO uses a premium trend procedure.

---

### DATA LIMITATIONS UNIQUE TO PREMIUM TREND

We began collecting Vehicle Age and OCN for the Liability coverage in 2016 and the new fields became mandatory in 2019. However, the reporting on Liability records is still insufficient to support a premium trend analysis. Instead, since the new variables have always been part of our physical damage rating plan, we opted to perform our analysis using Collision data. The Collision exposures were rated as if they were Liability exposures. Approximately 80% of vehicles are provided Collision coverage. Nevertheless, we expect that some selection bias is present in the results, and we plan to switch to using Liability exposures for this analysis as soon as that is reasonably possible.

There are more serious data limitations than the selection bias that might be present due to using Collision exposures.

The Vehicle Age values we collect include coding for individual vehicle ages out to the 26th preceding model year, with a final category for the 27th preceding model year and all older vehicles. However the prior version of the ISO rating manual only provided rating factors for vehicle ages out to the tenth preceding model year, terminating with a factor for the 11th preceding model year and older. This final category from the old plan represented approximately 20% of vehicles historically and was reported statistically using an age code of "X".

Although ISO began collecting vehicle age data in fuller detail at the same time as Liability reporting was first introduced, there were similar delays for that change. Consequently, there's a relevant volume of statistically reported data in recent years that still contains exposures coded with the retired age code of "X".

The estimated percentage of total Collision reporting volume represented by companies that are fully reporting vehicle age detail in each year is as follows:

Earned Year Ending	Trucks, Tractors and Trailers	Private Passenger Types
09/30/2017	0.0%	0.0%
09/30/2018	0.0%	0.1%
09/30/2019	0.4%	2.5%
09/30/2020	8.9%	3.2%
09/30/2021	41.4%	32.0%

---

DATA  
LIMITATIONS  
UNIQUE TO  
PREMIUM TREND,  
CONTINUED

For most purposes, a representative average vehicle age value can be assigned to these exposures, allowing the data to be used in our analysis. However, ISO is aware that in the case of premium trend specifically, the indication is not only particularly sensitive to this selection, but also it is also not enough even to choose a correct representative average overall, because here we are focused on the change in the Liability Age Factor over time, even as individual insurers, each of whose book of business has a unique mix, are in the process of switching from reporting Age X to reporting vehicle age in full detail.

As a consequence of these considerations, ISO's actuarial staff made the decision to review premium trend using two cuts of data, and make a judgmental selection based on consideration of both results.

In the first cut of data, we display results using only the most recent three years ending 09/30/2021 for Private Passenger Types, and the two most recent years for Trucks, Tractors and Trailers, and to include in both only companies that reported vehicle age codes in full detail during that timeframe. This first cut has a far smaller volume that is typically used for this analysis, and we do not deem the indications to be fully credible. We observe that the significantly greater volume of usable reporting in the most recent year means that we will have available a much more credible version of this review when we next perform an experience review in one year's time.

The second cut of data includes a much greater volume of data over a full five years, but excludes all vehicles older than the 10th preceding model year. This second cut is much more stable than the first, but likely expresses a significant bias that we are not able to quantify.

---

DESCRIPTION  
OF DATA

Subject to the unique limitations described immediately above, two measures of the average Liability Rating Factors are displayed on the following exhibits. See the calculations in **Exhibits C6-C7**. The data is displayed by coverage. To determine the historical average trend for Factors, 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 vehicle value factors. Based on the results of these curves, and mindful of the data limitations discussed above, ISO has selected annual Liability premium trends of -1.0% and 0.0% for Trucks, Tractors & Trailers and Private Passenger Types respectively.

---

## PHYSICAL DAMAGE VVF TREND

---

### OBJECTIVE

In Physical Damage for Trucks, Tractors & Trailers and Private Passenger Types, as new, higher-valued commercial automobiles are introduced and existing vehicles depreciate, there is a change in revenue due to the vehicle value factor component of the rating procedure, which incorporates the effects of Original Cost New and Vehicle Age. In order to reflect the revenue impact of such changes during the prospective period, ISO uses a VVF trend procedure.

---

### DATA LIMITATIONS UNIQUE TO PREMIUM TREND

The Vehicle Value Factors we are concerned with in this analysis include factors for individual vehicle ages out to the 26th preceding model year, with a final category for the 27th preceding model year and all older vehicles. The prior version of the ISO rating manual only provided rating factors for vehicle ages out to the tenth preceding model year, terminating with a factor for the 11th preceding model year and older. This final category from the old plan represented approximately 20% of vehicles historically and was reported statistically using an age code of "X".

Although ISO began collecting vehicle age data in fuller detail beginning in 2016, the changes did not become mandatory for insurers until mid-2019, and many insurers were not able to meet even this deadline. Consequently, there's a relevant volume of statistically reported data in recent years that still contains exposures coded with the retired age code of "X".

The estimated percentage of total reporting volume represented by companies that are fully reporting vehicle age detail in each year is as follows:

<u>Earned Year Ending</u>	<u>Trucks, Tractors and Trailers</u>	<u>Private Passenger Types</u>
09/30/2017	0.0%	0.0%
09/30/2018	0.0%	0.1%
09/30/2019	0.5%	2.7%
09/30/2020	6.4%	3.3%
09/30/2021	40.8%	33.1%

For most purposes, a representative average vehicle age value can be assigned to these exposures, allowing the data to be used in our analysis. However, ISO is aware that in the case of premium trend specifically, the indication is not only particularly sensitive to this selection, but also it is also not enough even to choose a correct representative average overall, because here we are focused on the change in the VVF over time, even as individual insurers, each of whose book of business has a unique mix, are in the process of switching from reporting Age X to reporting vehicle age in full detail.

As a consequence of these considerations, ISO's actuarial staff made the decision to review premium trend using two cuts of data, and make a judgmental selection based on consideration of both results.

DATA  
LIMITATIONS  
UNIQUE TO  
PREMIUM TREND,  
CONTINUED

In the first cut of data, we display results using only the most recent three years ending 09/30/2021 for Private Passenger Types, and the two most recent years for Trucks, Tractors and Trailers, and to include in both only companies that reported vehicle age codes in full detail during that timeframe. This first cut has a far smaller volume that is typically used for this analysis, and we do not deem the indications to be fully credible. We observe that the significantly greater volume of usable reporting in the most recent year means that we will have available a much more credible version of this review when we next perform an experience review in one year's time.

The second cut of data includes a much greater volume of data over a full five years, but excludes all vehicles older than the 10th preceding model year. This second cut is much more stable than the first, but likely expresses a significant bias that we are not able to quantify.

---

DESCRIPTION  
OF DATA

Subject to the unique limitations described immediately above, two measures of the average vehicle value factors (VVF) for Comprehensive and Collision are displayed on the following exhibits. See the calculations in **Exhibits C12-C13**. The data is displayed by coverage. To determine the historical average trend for VVF, 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 vehicle value factors. Based on the results of these curves, and mindful of the data limitations discussed above, ISO has selected annual VVF trends of 2.0% and 2.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. For Private Passenger Types, VVF trends of 2.5% and 1.0% were selected for the OTC and Collision coverages respectively.

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## LOSS DEVELOPMENT FOR LIABILITY

---

OBJECTIVE	<p>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.</p>
DESCRIPTION OF EXPERIENCE PERIOD DATA	<p>For Trucks, Tractors &amp; 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 December 31, 2021. In other words, accident year ended September 30, 2021 includes all losses and allocated loss adjustment expenses paid through December 31, 2021 on accidents occurring from October 1, 2020 to September 30, 2021 and all losses and allocated loss adjustment expenses outstanding on these accidents as of December 31, 2021, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended September 30, 2020 include all loss and loss adjustment expenses paid through December 31, 2021 on accidents occurring from October 1, 2019 to September 30, 2020 and all losses and allocated loss adjustment expenses outstanding on these accidents as of December 31, 2021, 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 <b>Exhibits C14-C15</b>.</p>
DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY	<p>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 &amp; 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.</p> <p>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 &amp; 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.</p>

---

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 December 31, 2021. In other words, accident year ended September 30, 2021 includes all losses paid through December 31, 2021 on accidents occurring from October 1, 2020 to September 30, 2021. Similarly, the paid losses for accident year ended September 30, 2020 include all losses paid through December 31, 2021 on accidents occurring from October 1, 2019 to September 30, 2020. 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 <b>Exhibits C16-C17</b> .
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.

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## CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

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**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.

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

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**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.

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

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

ALL LIABILITY COVERAGES  
CREDIBILITY TABLE  
NUMBER OF CLAIMS

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

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

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

PHYSICAL DAMAGE  
CREDIBILITY TABLES  
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

INDIANA  
CLAIMS PER TERRITORY  
LIABILITY

Territory	Trucks, Tractors & Trailers	Private Passenger Types
	Incurred Claims 5 Years Ending 9/30/2021 Combined BI and PD	Incurred Claims 5 Years Ending 9/30/2021 Combined BI and PD
101	2,247	502
102	411	84
103	976	165
104	486	93
105	522	111
106	266	46
108	132	21
109	57	14
110	131	28
114	209	36
115	50	6
116	630	150
117	578	80
124	370	74
127	201	45
128	110	21
129	495	69
130	1,462	348
131	286	31
132	102	16
133	2,433	349
134	136	28
135	271	28
136	40	10
137	46	8
SW Total	12,647	2,363

Claims for Trend

BI	PD
<u>458</u>	<u>2,285</u>

INDIANA  
CLAIMS PER TERRITORY  
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 9/30/2021		Private Passenger Types Paid Claims 5 Years Ending 9/30/2021	
	OTC	Coll	OTC	Coll
101	814	1,104	260	536
102	76	204	22	61
103	394	440	150	163
104	210	238	74	112
105	169	273	62	98
106	58	103	28	41
108	77	76	19	36
109	15	14	5	8
110	58	81	29	39
114	54	77	21	18
115	25	23	2	6
116	175	310	89	147
117	273	297	97	68
124	144	177	55	46
127	82	100	22	39
128	35	37	13	19
129	155	241	65	96
130	416	661	232	362
131	94	161	38	41
132	37	54	19	36
133	928	1,070	283	354
134	12	45	8	20
135	96	94	27	38
136	16	20	2	2
137	20	25	5	8
SW Total	4,433	5,925	1,627	2,394

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION

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OBJECTIVE

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

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

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DESCRIPTION OF  
WIND AND WATER  
ADJUSTMENT  
PROCEDURE

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

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

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

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

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

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INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
INDIANA

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	51,952	1,676,831	1,624,879	0.032	0.097	157,613	1,834,444
1988	99,690	1,825,390	1,725,700	0.058	0.071	122,525	1,947,915
1989	370,547	2,098,052	1,727,505	0.214	-0.085	-146,838	1,951,214
1990	212,610	2,226,303	2,013,693	0.106	0.023	46,315	2,272,618
1991	139,703	2,495,610	2,355,907	0.059	0.070	164,913	2,660,523
1992	188,388	2,514,345	2,325,957	0.081	0.048	111,646	2,625,991
1993	268,558	2,544,397	2,275,839	0.118	0.011	25,034	2,569,431
1994	118,860	3,085,974	2,967,114	0.040	0.089	264,073	3,350,047
1995	74,246	2,970,554	2,896,308	0.026	0.103	298,320	3,268,874
1996	1,091,457	4,493,973	3,402,516	0.321	-0.192	-653,283	3,840,690
1997	226,739	3,743,988	3,517,249	0.064	0.065	228,621	3,972,609
1998	391,368	4,676,528	4,285,160	0.091	0.038	162,836	4,839,364
1999	708,380	4,946,251	4,237,871	0.167	-0.038	-161,039	4,785,212
2000	1,304,138	6,291,402	4,987,264	0.261	-0.132	-658,319	5,633,083
2001	450,052	4,436,226	3,986,174	0.113	0.016	63,779	4,500,005
2002	581,132	3,595,833	3,014,701	0.193	-0.064	-192,941	3,402,892
2003	301,010	2,726,323	2,425,313	0.124	0.005	12,127	2,738,450
2004	229,944	2,174,967	1,945,023	0.118	0.011	21,395	2,196,362
2005	179,999	1,739,440	1,559,441	0.115	0.014	21,832	1,761,272
2006	752,830	2,802,136	2,049,306	0.367	-0.238	-487,735	2,314,401
2007	205,071	2,342,789	2,137,718	0.096	0.033	70,545	2,413,334
2008	442,109	2,601,505	2,159,396	0.205	-0.076	-164,114	2,437,391
2009	304,705	2,265,214	1,960,509	0.155	-0.026	-50,973	2,214,241
2010	138,524	2,525,067	2,386,543	0.058	0.071	169,445	2,694,512
2011	397,182	2,956,291	2,559,109	0.155	-0.026	-66,537	2,889,754
2012	671,342	3,020,560	2,349,218	0.286	-0.157	-368,827	2,651,733
2013	365,334	2,935,563	2,570,229	0.142	-0.013	-33,413	2,902,150
2014	270,478	3,167,235	2,896,757	0.093	0.036	104,283	3,271,518
2015	139,460	2,753,299	2,613,839	0.053	0.076	198,652	2,951,951
2016	330,023	3,037,998	2,707,975	0.122	0.007	18,956	3,056,954
2017	277,775	3,340,450	3,062,675	0.091	0.038	116,382	3,456,832
2018	412,602	3,749,208	3,336,606	0.124	0.005	16,683	3,765,891
2019	395,608	3,485,432	3,089,824	0.128	0.001	3,090	3,488,522
2020	317,551	4,396,385	4,078,834	0.078	0.051	208,021	4,604,406
2021	300,077	4,899,163	4,599,086	0.065	0.064	294,342	5,193,505

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.129

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
INDIANA

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	26,425	1,111,157	1,084,732	0.024	0.248	269,014	1,380,171
1988	57,267	1,230,648	1,173,381	0.049	0.223	261,664	1,492,312
1989	845,206	2,142,096	1,296,890	0.652	-0.380	-492,818	1,649,278
1990	109,760	1,273,570	1,163,810	0.094	0.178	207,158	1,480,728
1991	118,382	1,499,963	1,381,581	0.086	0.186	256,974	1,756,937
1992	70,925	1,297,626	1,226,701	0.058	0.214	262,514	1,560,140
1993	215,899	1,175,541	959,642	0.225	0.047	45,103	1,220,644
1994	132,690	1,246,910	1,114,220	0.119	0.153	170,476	1,417,386
1995	77,880	1,157,063	1,079,183	0.072	0.200	215,837	1,372,900
1996	857,917	2,396,328	1,538,411	0.558	-0.286	-439,986	1,956,342
1997	124,321	1,530,554	1,406,233	0.088	0.184	258,747	1,789,301
1998	232,385	1,788,656	1,556,271	0.149	0.123	191,421	1,980,077
1999	304,482	1,913,333	1,608,851	0.189	0.083	133,535	2,046,868
2000	462,277	2,239,506	1,777,229	0.260	0.012	21,327	2,260,833
2001	220,989	1,625,447	1,404,458	0.157	0.115	161,513	1,786,960
2002	151,439	1,419,291	1,267,852	0.119	0.153	193,981	1,613,272
2003	239,158	1,103,006	863,848	0.277	-0.005	-4,319	1,098,687
2004	61,692	852,164	790,472	0.078	0.194	153,352	1,005,516
2005	99,394	475,662	376,268	0.264	0.008	3,010	478,672
2006	910,225	1,512,348	602,123	1.512	-1.240	-746,633	765,715
2007	116,729	757,978	641,249	0.182	0.090	57,712	815,690
2008	293,937	902,323	608,386	0.483	-0.211	-128,369	773,954
2009	305,973	1,217,805	911,832	0.336	-0.064	-58,357	1,159,448
2010	129,705	866,989	737,284	0.176	0.096	70,779	937,768
2011	314,884	1,142,970	828,086	0.380	-0.108	-89,433	1,053,537
2012	471,722	1,286,470	814,748	0.579	-0.307	-250,128	1,036,342
2013	409,497	1,103,392	693,895	0.590	-0.318	-220,659	882,733
2014	287,356	1,011,326	723,970	0.397	-0.125	-90,496	920,830
2015	79,733	898,249	818,516	0.097	0.175	143,240	1,041,489
2016	156,452	965,725	809,273	0.193	0.079	63,933	1,029,658
2017	135,833	774,021	638,188	0.213	0.059	37,653	811,674
2018	154,084	933,982	779,898	0.198	0.074	57,712	991,694
2019	167,047	1,003,109	836,062	0.2	0.072	60,196	1,063,305
2020	52,009	697,745	645,736	0.081	0.191	123,336	821,081
2021	250,783	896,660	645,877	0.388	-0.116	-74,922	821,738

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.272

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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COLUMN (1)  
OTC WIND AND  
WATER LOSSES

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

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COLUMN (2)  
OTC TOTAL  
LOSSES

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

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COLUMN (3)  
OTC LOSSES  
OTHER THAN  
WIND AND WATER

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

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

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

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COLUMN (5)  
VARIATION FROM  
AVERAGE WIND  
RATIO

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

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COLUMN (6)  
WIND AND WATER  
ADJUSTMENT

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

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COLUMN (7)  
ADJUSTED OTC  
TOTAL LOSSES

Column (2) + Column (6).

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TERRITORIAL WIND AND WATER PROCEDURE  
OTHER THAN COLLISION

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OBJECTIVE

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

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DESCRIPTION OF  
TERRITORIAL WIND  
AND WATER  
PROCEDURE

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

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

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

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

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

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

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

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## METHODOLOGY FOR CALCULATING 'WIND &amp; 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

## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### DETERMINATION OF THE ADVISORY MULTISTATE LIABILITY RELATIVITY FOR RULE 90. - HIRED AUTOS

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**OBJECTIVE** The objective of this procedure is to determine the indicated advisory multistate liability relativity for Rule 90. - Hired Autos. This relativity is applied to the average liability loss cost for Trucks, Tractors & Trailers to calculate the liability loss cost per \$100 annual cost of hire for Rule 90. - Hired Autos.

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**DESCRIPTION** Since the liability relativity to calculate the loss cost per \$100 cost of hire for the Rule 90. - Hired Auto liability coverage is applied to the average \$100,000 Combined Single Limit (CSL) loss cost for Trucks, Tractors & Trailers, the adequacy of the relationship between the two classes is measured by comparing their respective experience ratios.

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**EXPERIENCE PERIOD DATA** The experience used in this review was chosen to remove the impact of the COVID-19 Pandemic. The review is being conducted on a multistate basis and the data is aggregated on an accident year basis. The review is conducted on a \$100,000 CSL basic limits basis - indemnity losses are limited to \$100,000 per occurrence.

The incurred losses and allocated loss adjustment expenses underlying the multistate ratios are on an accident year basis and were evaluated as of March 31, 2020. In other words, accident year ended December 31, 2019 includes all losses and allocated loss adjustment expenses paid through March 31, 2020 on accidents occurring from January 1, 2019 to December 31, 2019 and all losses and allocated loss adjustment expenses outstanding on these accidents as of March 31, 2020, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended December 31, 2018 include all loss and loss adjustment expenses paid through March 31, 2020 on accidents occurring from January 1, 2018 to December 31, 2018 and all losses and allocated loss adjustment expenses outstanding on these accidents as of March 31, 2020, 27 months after the inception of the accident year.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 1 - DETERMINATION OF MULTISTATE EXPERIENCE RATIO FOR TRUCKS, TRACTORS & TRAILERS

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OBJECTIVE	The objective is to determine the multistate experience ratio for Trucks, Tractors & Trailers. This ratio will be used later to determine the indicated multistate advisory liability relativity for Rule 90. - Hired Autos. See the calculations in <b>Exhibits D1-D2</b> .
DESCRIPTION	This procedure compares the developed incurred losses and allocated loss adjustment expenses with the aggregate loss costs.
AGGREGATE LOSS COSTS (Item 1)	The aggregate loss costs at current ISO loss cost level are the loss-related revenue that would have been collected if the current ISO loss costs were used during the experience period. It is calculated by extending the exposures by the current ISO loss costs.
INCURRED LOSSES & LAE (Item 2)	<p>The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses incurred during the experience period.</p> <p>The reported incurred losses and allocated loss adjustment expenses are subject to the following adjustments:</p> <ul style="list-style-type: none"><li>• Incurred indemnity losses are capped at the basic limit;</li><li>• Developed to an ultimate settlement basis by the application of loss development factors;</li></ul> <p>Incurred losses and loss adjustment expenses are not trended. Trend factors for Hired Autos liability coverage would generally be assumed to be the same as those for Trucks, Tractors &amp; Trailers. Therefore, they fail to impact the result of the analysis.</p> <p>Refer to Part 2 of this Section for the support for these loss related adjustments.</p>
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 experience period.

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INCURRED  
CLAIMS  
(Item 4)

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These are the incurred claims associated with the incurred losses used for the review. The claims are also on an accident year basis and have been evaluated as of March 31, 2020. In other words, accident year ended December 31, 2019 includes all claims paid through March 31, 2020 on accidents occurring from January 1, 2019 to December 31, 2019 and all claims outstanding on these accidents as of March 31, 2020, 15 months after the inception of the accident year.

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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 - DETERMINATION OF THE INDICATED ADVISORY MULTISTATE LIABILITY RELATIVITY FOR RULE 90. - HIRED AUTOS

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OBJECTIVE	The objective is to determine the indicated advisory multistate liability relativity for Rule 90. - Hired Autos. See the calculations in <b>Exhibits D3-D4</b> .
DESCRIPTION	This procedure develops an experience ratio for the Rule 90. - Hired Autos liability coverage by utilizing the same methodology that was employed for Trucks, Tractors & Trailers in Step 1. This ratio is then compared to the Trucks, Tractors & Trailers experience ratio from Step 1. This comparison measures the adequacy of the current multistate relationship between the two classes.
YEARLY INDICATED CHANGE (Item 4)	This is the yearly indicated change in the multistate advisory relativity for the Rule 90. - Hired Autos liability coverage. It is expressed as a multiplicative factor to be applied to the current multistate advisory relativity. It is the ratio of Item 3 from Step 2 to Item 3 from Step 1.
INCURRED CLAIMS (Item 5)	These are the incurred claims associated with the incurred losses used for the review. The claims are also on an accident year basis and have been evaluated as of March 31, 2020. In other words, accident year ended December 31, 2019 includes all claims paid through March 31, 2020 on accidents occurring from January 1, 2019 to December 31, 2019 and all claims outstanding on these accidents as of March 31, 2020, 15 months after the inception of the accident year.
MULTISTATE EXPERIENCE RATIO FOR TRUCKS, TRACTORS & TRAILERS (Item 6)	This is the multistate experience ratio for Trucks, Tractors & Trailers that was developed in Step 1.
INDICATED CHANGE (Item 7)	This is the overall indicated change in the multistate advisory relativity for the Rule 90. - Hired Autos liability coverage. It is expressed as a multiplicative factor to be applied to the current multistate advisory relativity.

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CURRENT  
RELATIVITY  
(Item 8)

This is the current multistate advisory relativity for the Rule 90. - Hired Autos liability coverage. This relativity is applied to the average liability loss cost for Trucks, Tractors & Trailers to yield the liability loss cost per \$100 annual cost of hire for Rule 90. - Hired Autos.

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INDICATED  
RELATIVITY  
(Item 9)

This is the indicated multistate advisory relativity for the Rule 90. - Hired Autos liability coverage.

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SELECTED  
RELATIVITY  
(Item 10)

This is the selected multistate advisory relativity that is being filed for the Rule 90. - Hired Autos liability coverage. This relativity was selected to temper the indication, and in view of the apparent downward trend in the indicated relativity over time.

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FILED  
CHANGE  
(Item 11)

This is the percentage change in the multistate advisory relativity for the Rule 90. - Hired Autos liability coverage.

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VERISK

INDIANA  
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)
<b>TRUCKS, TRACTORS &amp; TRAILERS (D)</b>		
Liability		
Single Limit Liability	\$ 49,119,163	7.5%
Physical Damage		
Other Than Collision	4,649,615	16.0%
Collision	10,193,524	28.3%
Combined	14,843,139	24.4%
Total Trucks, Tractors & Trailers	63,962,302	11.4%
<b>PRIVATE PASSENGER TYPES</b>		
Liability		
Single Limit Liability	7,382,762	N.C.
Physical Damage		
Other Than Collision	1,125,933	N.C.
Collision	2,744,394	11.8%
Combined	3,870,327	8.4%
Total Private Passenger Types	11,253,089	2.9%
<b>GRAND TOTAL ALL COVERAGES</b>	<b>75,215,391</b>	<b>10.2%</b>
TOTAL LIABILITY	56,501,925	6.5%
TOTAL PHYSICAL DAMAGE	18,713,466	21.1%

(A) An implementation date of 04/01/2023 is assumed for purposes of trending.

(B) Accident Year ending 09/30/2021 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.

VERISK

INDIANA  
 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	\$5,000 Med Pay
101	4.2%	16.7%
102	11.1%	0.0%
103	5.0%	0.0%
104	5.1%	16.7%
105	7.0%	0.0%
106	10.9%	16.7%
108	5.5%	0.0%
109	4.7%	0.0%
110	8.2%	0.0%
114	5.4%	0.0%
115	5.5%	0.0%
116	5.5%	14.3%
117	6.2%	0.0%
124	7.2%	0.0%
127	8.7%	0.0%
128	7.9%	16.7%
129	9.9%	0.0%
130	9.2%	14.3%
131	4.9%	0.0%
132	6.7%	25.0%
133	11.1%	20.0%
134	6.5%	0.0%
135	11.1%	20.0%
136	5.5%	20.0%
137	6.3%	0.0%

VERISK

INDIANA  
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	18.4%	33.1%	18.3%
102	12.5%	29.2%	11.5%
103	14.6%	26.0%	15.3%
104	26.8%	25.7%	25.0%
105	17.9%	30.5%	18.3%
106	14.3%	32.3%	12.5%
108	17.9%	24.6%	17.3%
109	16.1%	23.6%	16.4%
110	15.4%	28.6%	16.1%
114	13.9%	27.6%	14.0%
115	16.1%	27.0%	15.9%
116	18.6%	36.7%	17.7%
117	9.8%	26.6%	9.5%
124	14.0%	24.3%	15.5%
127	13.2%	27.5%	13.8%
128	16.7%	26.1%	17.9%
129	17.5%	36.3%	17.2%
130	18.7%	26.9%	20.0%
131	15.6%	31.4%	16.4%
132	15.6%	26.7%	14.3%
133	14.1%	24.6%	15.2%
134	15.6%	34.1%	16.4%
135	17.2%	25.4%	17.4%
136	15.8%	28.1%	16.2%
137	16.2%	24.3%	15.8%

VERISK

INDIANA  
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	\$5,000 Med Pay <sup>(a)</sup>	Physical Damage		Specified Causes of Loss <sup>(d)</sup>
			Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	
101	493	7	135	398	97
102	390	7	135	305	97
103	336	7	94	363	68
104	291	7	90	279	65
105	322	6	99	355	71
106	407	7	88	369	63
108	289	5	132	329	95
109	289	7	108	299	78
110	278	6	90	355	65
114	295	7	90	319	65
115	229	5	101	325	73
116	346	8	102	302	73
117	224	5	112	281	81
124	254	5	114	373	82
127	276	6	103	352	74
128	341	7	91	353	66
129	334	7	94	327	68
130	368	8	108	368	78
131	300	6	89	297	64
132	239	5	89	332	64
133	251	6	105	279	76
134	294	7	89	283	64
135	321	6	75	301	54
136	307	6	110	369	79
137	204	5	122	286	88

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Trucks, Tractors, and Trailers CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C19](#).

(b) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost.

(c) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost.

(d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.720 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

VERISK

INDIANA  
 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 <sup>(a)</sup>	\$5,000 Med Pay <sup>(a)</sup>
101		
102		
103		
104		
105		
106		
108		
109		
110		
114		
115		
116		
117		
124		
127		
128		
129		
130		
131		
132		
133		
134		
135		
136		
137		

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

VERISK

INDIANA  
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 <sup>(a)</sup>
	Comprehensive <sup>(a)</sup>	Collision	
101		13.4%	
102		12.3%	
103		6.1%	
104		10.6%	
105		9.1%	
106		7.4%	
108		10.4%	
109		11.4%	
110		11.1%	
114		9.6%	
115		11.4%	
116		7.1%	
117		10.3%	
124		11.5%	
127		13.5%	
128		8.2%	
129		20.5%	
130		11.9%	
131		9.2%	
132		18.1%	
133		15.7%	
134		16.6%	
135		9.7%	
136		11.3%	
137		11.3%	

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

VERISK

INDIANA  
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	\$5,000 Med Pay <sup>(a)</sup>	Physical Damage		Specified Causes of Loss <sup>(d)</sup>
			Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	
101	298	9	111	407	80
102	343	11	188	403	135
103	267	8	85	311	61
104	245	8	94	397	68
105	312	10	109	430	78
106	338	11	85	289	61
108	255	8	104	341	75
109	312	10	86	333	62
110	267	8	94	290	68
114	284	9	96	297	69
115	348	11	96	313	69
116	340	11	101	438	73
117	243	8	144	268	104
124	225	7	132	282	95
127	300	10	89	320	64
128	363	12	86	356	62
129	255	8	85	341	61
130	297	9	87	347	63
131	241	8	87	320	63
132	231	7	74	280	53
133	202	6	116	310	84
134	238	8	68	330	49
135	255	8	66	350	48
136	264	8	69	257	50
137	275	9	81	324	58

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Private Passenger Types CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C19](#).

(b) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost.

(c) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost.

(d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.720 to the Private Passenger Types Comprehensive base loss costs.

VERISK

INDIANA  
 COMMERCIAL AUTOMOBILE INSURANCE  
 REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
 TERRITORY LOSS COST LEVEL CHANGES  
 FOR VAN POOLS POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	4.2%	7.1%
102	11.4%	9.1%
103	4.9%	0.0%
104	4.9%	12.5%
105	7.0%	11.1%
106	10.9%	9.1%
108	5.8%	12.5%
109	5.0%	12.5%
110	8.2%	0.0%
114	5.3%	0.0%
115	5.8%	0.0%
116	5.4%	10.0%
117	6.5%	16.7%
124	7.1%	14.3%
127	8.7%	0.0%
128	8.0%	0.0%
129	9.7%	11.1%
130	9.4%	10.0%
131	4.8%	0.0%
132	6.6%	0.0%
133	10.7%	14.3%
134	6.5%	12.5%
135	10.9%	11.1%
136	5.8%	0.0%
137	6.6%	0.0%

VERISK

INDIANA  
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
	Comprehensive	Collision	of Loss
101	18.5%	33.1%	17.6%
102	12.6%	29.2%	11.4%
103	14.4%	26.1%	14.4%
104	26.9%	25.6%	25.3%
105	17.2%	30.6%	18.7%
106	14.5%	32.2%	12.9%
108	18.2%	24.6%	17.1%
109	16.3%	23.5%	16.7%
110	15.1%	28.7%	16.5%
114	14.2%	27.5%	13.8%
115	16.7%	26.9%	15.6%
116	18.3%	36.8%	18.1%
117	9.7%	26.4%	9.8%
124	13.8%	24.3%	15.7%
127	13.8%	27.5%	13.1%
128	16.0%	26.0%	17.6%
129	17.2%	36.3%	17.0%
130	18.8%	26.8%	20.2%
131	15.4%	31.2%	15.5%
132	15.4%	26.6%	14.1%
133	14.3%	24.6%	16.0%
134	15.4%	34.1%	15.5%
135	17.5%	25.4%	17.1%
136	16.0%	28.1%	16.5%
137	15.6%	24.3%	15.5%

VERISK

INDIANA  
COMMERCIAL AUTOMOBILE INSURANCE  
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR VAN POOLS POLICY COVERAGES

Territory Code	Liability	\$5,000	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	468	15	205	896	147
102	371	12	205	686	147
103	319	10	143	817	103
104	276	9	137	628	99
105	306	10	150	799	108
106	387	12	134	830	96
108	275	9	201	740	144
109	275	9	164	673	119
110	264	8	137	799	99
114	280	9	137	718	99
115	218	7	154	731	111
116	329	11	155	680	111
117	213	7	170	632	123
124	241	8	173	839	125
127	262	8	157	792	112
128	324	10	138	794	100
129	317	10	143	736	103
130	350	11	164	828	119
131	285	9	135	668	97
132	227	7	135	747	97
133	238	8	160	628	116
134	279	9	135	637	97
135	305	10	114	677	82
136	292	9	167	830	120
137	194	6	185	644	134

- (a) The loss costs for Van Pools were calculated by a relativity of 0.95 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Van Pools CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C19](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 2.25 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

INDIANA  
 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	\$5,000 Med Pay
101	4.3%	3.8%
102	11.1%	10.2%
103	5.1%	5.7%
104	5.0%	6.5%
105	6.9%	8.0%
106	10.9%	11.5%
108	5.5%	4.3%
109	4.7%	4.3%
110	8.2%	9.3%
114	5.3%	4.3%
115	5.6%	5.6%
116	5.5%	5.5%
117	6.1%	5.7%
124	7.1%	5.0%
127	8.7%	9.5%
128	8.0%	7.5%
129	9.9%	9.8%
130	9.2%	10.7%
131	4.9%	4.2%
132	6.8%	8.1%
133	11.0%	10.5%
134	6.5%	6.5%
135	11.0%	12.5%
136	5.5%	4.1%
137	6.2%	6.3%

VERISK

INDIANA  
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	18.5%	33.1%	17.6%
102	12.6%	29.2%	11.4%
103	14.4%	26.1%	14.4%
104	26.9%	25.6%	25.3%
105	17.2%	30.6%	18.7%
106	14.5%	32.2%	12.9%
108	18.2%	24.6%	17.1%
109	16.3%	23.5%	16.7%
110	15.1%	28.7%	16.5%
114	14.2%	27.5%	13.8%
115	16.7%	26.9%	15.6%
116	18.3%	36.8%	18.1%
117	9.7%	26.4%	9.8%
124	13.8%	24.3%	15.7%
127	13.8%	27.5%	13.1%
128	16.0%	26.0%	17.6%
129	17.2%	36.3%	17.0%
130	18.8%	26.8%	20.2%
131	15.4%	31.2%	15.5%
132	15.4%	26.6%	14.1%
133	14.3%	24.6%	16.0%
134	15.4%	34.1%	15.5%
135	17.5%	25.4%	17.1%
136	16.0%	28.1%	16.5%
137	15.6%	24.3%	15.5%

VERISK

INDIANA  
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	\$5,000	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	1982	82	205	896	147
102	1568	65	205	686	147
103	1351	56	143	817	103
104	1170	49	137	628	99
105	1294	54	150	799	108
106	1636	68	134	830	96
108	1162	48	201	740	144
109	1162	48	164	673	119
110	1118	47	137	799	99
114	1186	49	137	718	99
115	921	38	154	731	111
116	1391	58	155	680	111
117	900	37	170	632	123
124	1021	42	173	839	125
127	1110	46	157	792	112
128	1371	57	138	794	100
129	1343	56	143	736	103
130	1479	62	164	828	119
131	1206	50	135	668	97
132	961	40	135	747	97
133	1009	42	160	628	116
134	1182	49	135	637	97
135	1290	54	114	677	82
136	1234	51	167	830	120
137	820	34	185	644	134

- (a) The loss costs for Taxis and Limousines were calculated by a relativity of 4.02 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Taxis and Limousines CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C19](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 2.25 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

INDIANA  
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	\$5,000 Med Pay
101	3.9%	0.0%
102	11.3%	11.1%
103	4.9%	12.5%
104	5.7%	0.0%
105	7.0%	0.0%
106	11.5%	11.1%
108	5.8%	14.3%
109	4.8%	0.0%
110	8.2%	0.0%
114	5.7%	0.0%
115	6.1%	14.3%
116	4.8%	0.0%
117	6.3%	14.3%
124	7.8%	0.0%
127	8.2%	12.5%
128	8.3%	0.0%
129	9.5%	11.1%
130	9.4%	11.1%
131	4.6%	0.0%
132	7.1%	12.5%
133	10.5%	0.0%
134	6.7%	12.5%
135	10.9%	12.5%
136	5.4%	12.5%
137	6.8%	14.3%

VERISK

INDIANA  
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	17.9%	33.5%	17.9%
102	12.2%	28.9%	11.9%
103	14.3%	26.5%	15.0%
104	27.1%	25.7%	25.7%
105	17.5%	31.0%	17.1%
106	15.4%	31.8%	13.2%
108	18.4%	24.7%	18.2%
109	15.9%	23.7%	15.2%
110	15.1%	28.7%	15.8%
114	13.0%	27.2%	12.8%
115	16.9%	27.3%	16.3%
116	19.0%	36.7%	19.0%
117	10.1%	26.4%	10.0%
124	14.7%	24.3%	16.7%
127	12.9%	27.6%	13.6%
128	17.0%	26.1%	18.4%
129	18.5%	36.4%	17.9%
130	17.7%	26.8%	20.5%
131	17.3%	31.7%	18.9%
132	17.3%	26.7%	15.8%
133	12.7%	24.8%	15.6%
134	17.3%	33.8%	18.9%
135	15.9%	25.8%	19.4%
136	15.4%	28.2%	17.4%
137	16.9%	24.1%	15.4%

VERISK

INDIANA  
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	\$5,000	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	187	10	92	251	66
102	148	10	92	192	66
103	128	9	64	229	46
104	111	8	61	176	44
105	122	8	67	224	48
106	155	10	60	232	43
108	110	8	90	207	65
109	110	8	73	188	53
110	106	9	61	224	44
114	112	8	61	201	44
115	87	8	69	205	50
116	131	9	69	190	50
117	85	8	76	177	55
124	97	8	78	235	56
127	105	9	70	222	50
128	130	9	62	222	45
129	127	10	64	206	46
130	140	10	73	232	53
131	114	8	61	187	44
132	91	9	61	209	44
133	95	8	71	176	52
134	112	9	61	178	44
135	122	9	51	190	37
136	117	9	75	232	54
137	78	8	83	180	60

- (a) The loss costs for School and Church Buses were calculated by a relativity of 0.38 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the School and Church Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C19](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.63 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

INDIANA  
 COMMERCIAL AUTOMOBILE INSURANCE  
 REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
 TERRITORY LOSS COST LEVEL CHANGES  
 FOR ALL OTHER BUSES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	4.2%	5.2%
102	11.1%	10.9%
103	5.0%	3.8%
104	5.1%	4.3%
105	7.0%	7.1%
106	10.9%	10.9%
108	5.4%	4.3%
109	4.7%	6.1%
110	8.1%	9.1%
114	5.3%	4.0%
115	5.5%	5.6%
116	5.5%	5.6%
117	6.1%	6.7%
124	7.2%	8.5%
127	8.6%	8.5%
128	7.9%	7.7%
129	9.8%	9.4%
130	9.2%	9.3%
131	4.9%	4.1%
132	6.6%	6.1%
133	11.1%	11.4%
134	6.5%	6.7%
135	11.1%	10.2%
136	5.4%	4.0%
137	6.3%	4.4%

VERISK

INDIANA  
 COMMERCIAL AUTOMOBILE INSURANCE  
 REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
 TERRITORY LOSS COST LEVEL CHANGES  
 FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes
	Comprehensive	Collision	of Loss
101	17.9%	33.5%	17.9%
102	12.2%	28.9%	11.9%
103	14.3%	26.5%	15.0%
104	27.1%	25.7%	25.7%
105	17.5%	31.0%	17.1%
106	15.4%	31.8%	13.2%
108	18.4%	24.7%	18.2%
109	15.9%	23.7%	15.2%
110	15.1%	28.7%	15.8%
114	13.0%	27.2%	12.8%
115	16.9%	27.3%	16.3%
116	19.0%	36.7%	19.0%
117	10.1%	26.4%	10.0%
124	14.7%	24.3%	16.7%
127	12.9%	27.6%	13.6%
128	17.0%	26.1%	18.4%
129	18.5%	36.4%	17.9%
130	17.7%	26.8%	20.5%
131	17.3%	31.7%	18.9%
132	17.3%	26.7%	15.8%
133	12.7%	24.8%	15.6%
134	17.3%	33.8%	18.9%
135	15.9%	25.8%	19.4%
136	15.4%	28.2%	17.4%
137	16.9%	24.1%	15.4%

VERISK

INDIANA  
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	\$5,000	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	1558	61	92	251	66
102	1232	61	92	192	66
103	1062	54	64	229	46
104	920	49	61	176	44
105	1018	45	67	224	48
106	1286	61	60	232	43
108	913	48	90	207	65
109	913	52	73	188	53
110	878	48	61	224	44
114	932	52	61	201	44
115	724	38	69	205	50
116	1093	57	69	190	50
117	708	48	76	177	55
124	803	51	78	235	56
127	872	51	70	222	50
128	1078	56	62	222	45
129	1055	58	64	206	46
130	1163	59	73	232	53
131	948	51	61	187	44
132	755	52	61	209	44
133	793	49	71	176	52
134	929	48	61	178	44
135	1014	54	51	190	37
136	970	52	75	232	54
137	645	47	83	180	60

- (a) The loss costs for All Other Buses were calculated by a relativity of 3.16 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the All Other Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C19](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.63 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

## VERISK

INDIANA  
 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
09/30/19	\$28,069,454	\$34,859,739	1.242	20%	2,638
09/30/20	\$28,249,070	\$27,458,306	0.972	30%	2,148
09/30/21	\$28,310,757	\$30,142,586	1.065	50%	2,187

(6) AVERAGE EXPERIENCE RATIO (SUM OF (3)\*(4)). 1.073

(7) EXPECTED EXPERIENCE RATIO (D). 1.080

(8) CREDIBILITY (E). 0.75

(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:  
 ( (6) \* (8) ) + ( (7) \* (1.000 - (8)) ). 1.075

(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ). 7.5%

(11) FILED CHANGE. 7.5%

(A) TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 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, DIVIDED BY THE PREMIUM 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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.000 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).

VERISK

INDIANA  
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	09/30/19	\$11,464,930	\$10,579,757	
	09/30/20	\$8,648,282	\$8,959,098	
	09/30/21	\$8,917,350	\$9,872,688	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	09/30/19	\$13,187,536	\$11,707,559	
	09/30/20	\$10,956,336	\$10,012,688	
	09/30/21	\$13,329,566	\$11,316,075	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.3%	7.7%	6.9%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	09/30/19	\$17,895,486	\$16,964,253	\$34,859,739
	09/30/20	\$13,991,241	\$13,467,065	\$27,458,306
	09/30/21	\$16,008,809	\$14,133,778	\$30,142,586

(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.
09/30/19	1.075	1.006
09/30/20	1.184	1.016
09/30/21	1.397	1.042

(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 04/01/23  
WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
09/30/19	4/1/19	5.000
09/30/20	4/1/20	4.000
09/30/21	4/1/21	3.000

VERISK

INDIANA  
TRUCKS, TRACTORS, AND TRAILERS  
AUTOMOBILE LIABILITY INSURANCE  
DETERMINATION OF LIABILITY TRENDED AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS AT CURRENT LEVEL		
	09/30/19	\$29,515,725
	09/30/20	\$29,395,494
	09/30/21	\$29,186,347
(2) SELECTED ANNUAL PREMIUM TREND (SEE TREND EXHIBIT IN SECTION C)		
		-1.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)		
	09/30/19	\$28,069,454
	09/30/20	\$28,249,070
	09/30/21	\$28,310,757

(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  
04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
09/30/19	10/1/18	5.000
09/30/20	10/1/19	4.000
09/30/21	10/1/20	3.000

VERISK

INDIANA  
 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	09/30/17	\$5,231,314	\$5,496,052	1.051	10%	748
	09/30/18	\$5,228,692	\$5,702,312	1.091	15%	844
	09/30/19	\$5,003,731	\$5,035,060	1.006	20%	825
	09/30/20	\$4,868,952	\$6,339,476	1.302	25%	897
	09/30/21	\$4,649,615	\$7,013,378	1.508	30%	1,119
COLL.	09/30/19	\$10,664,807	\$14,378,077	1.348	20%	1,220
	09/30/20	\$10,503,362	\$12,543,925	1.194	30%	1,077
	09/30/21	\$10,193,524	\$14,212,973	1.394	50%	1,125

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.248	1.325
(7)	EXPECTED EXPERIENCE RATIO (D).	1.029	1.044
(8)	CREDIBILITY (E).	0.60	0.85
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).	1.160	1.283
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	16.0%	28.3%
(11)	FILED CHANGE.	16.0%	28.3%

- (A) TRUCK, TRACTOR AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 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 VVF LEVEL BY THE APPLICATION OF VVF 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 VVF 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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.000 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 11,000 CLAIMS FOR O.T.C. AND 4,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

VERISK

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	09/30/17	\$3,456,832	----
	09/30/18	\$3,765,891	----
	09/30/19	\$3,488,522	\$9,087,285
	09/30/20	\$4,604,406	\$8,535,729
	09/30/21	\$5,193,505	\$10,629,021
(2) DEVELOPED LOSSES AND	09/30/17	\$3,906,220	----
ALL LOSS ADJUSTMENT	09/30/18	\$4,255,457	----
EXPENSES (A)	09/30/19	\$3,945,972	\$10,248,095
	09/30/20	\$5,213,385	\$9,568,211
	09/30/21	\$6,056,458	\$11,602,427
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		5.0%	7.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	09/30/17	\$5,496,052	----
ALL LOSS ADJUSTMENT	09/30/18	\$5,702,312	----
EXPENSES (B)	09/30/19	\$5,035,060	\$14,378,077
	09/30/20	\$6,339,476	\$12,543,925
	09/30/21	\$7,013,378	\$14,212,973

(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.
09/30/17	1.000	-----
09/30/18	1.000	-----
09/30/19	1.001	0.998
09/30/20	1.002	0.992
09/30/21	1.032	0.966

(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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/17	4/1/17	7.000	-----
09/30/18	4/1/18	6.000	-----
09/30/19	4/1/19	5.000	5.000
09/30/20	4/1/20	4.000	4.000
09/30/21	4/1/21	3.000	3.000

VERISK

INDIANA  
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	09/30/17	\$4,552,928	----
AT CURRENT LEVEL	09/30/18	\$4,643,599	----
	09/30/19	\$4,532,365	\$9,429,538
	09/30/20	\$4,499,956	\$9,513,915
	09/30/21	\$4,382,295	\$9,464,739
(2) SELECTED ANNUAL VVF TRENDS (SEE TRENDS EXHIBIT IN SECTION C)		2.0%	2.5%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	09/30/17	\$5,231,314	----
	09/30/18	\$5,228,692	----
	09/30/19	\$5,003,731	\$10,664,807
	09/30/20	\$4,868,952	\$10,503,362
	09/30/21	\$4,649,615	\$10,193,524

(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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/17	10/1/16	7.000	-----
09/30/18	10/1/17	6.000	-----
09/30/19	10/1/18	5.000	5.000
09/30/20	10/1/19	4.000	4.000
09/30/21	10/1/20	3.000	3.000

## VERISK

INDIANA  
 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
09/30/17	\$5,480,995	\$6,460,078	1.179	10%	587
09/30/18	\$5,359,209	\$5,731,592	1.069	15%	570
09/30/19	\$5,141,571	\$6,498,215	1.264	20%	532
09/30/20	\$4,805,424	\$3,209,251	0.668	25%	334
09/30/21	\$4,386,668	\$3,552,275	0.810	30%	340
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.941
(7)	EXPECTED EXPERIENCE RATIO (D).				1.069
(8)	CREDIBILITY (E).				0.45
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8))) .				1.011
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000) .				1.1%
(11)	FILED CHANGE.				N.C.
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 232 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, DIVIDED BY THE PREMIUM 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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.000 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).				

VERISK

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	09/30/17	\$2,167,220	\$1,549,083	
ALLOCATED LOSS	09/30/18	\$1,698,627	\$1,767,303	
ADJUSTMENT EXPENSES	09/30/19	\$2,402,115	\$1,704,614	
	09/30/20	\$1,001,473	\$1,073,346	
	09/30/21	\$1,175,060	\$1,020,899	
(2) DEVELOPED LOSSES AND	09/30/17	\$2,342,115	\$1,705,695	
ALL LOSS ADJUSTMENT	09/30/18	\$1,864,787	\$1,947,921	
EXPENSES (A)	09/30/19	\$2,778,454	\$1,882,576	
	09/30/20	\$1,255,887	\$1,193,668	
	09/30/21	\$1,733,836	\$1,176,892	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.3%	7.7%	6.9%
(4) TRENDED LOSSES AND	09/30/17	\$3,592,804	\$2,867,273	\$6,460,078
ALL LOSS ADJUSTMENT	09/30/18	\$2,690,888	\$3,040,705	\$5,731,592
EXPENSES (B)	09/30/19	\$3,770,362	\$2,727,853	\$6,498,215
	09/30/20	\$1,603,768	\$1,605,483	\$3,209,251
	09/30/21	\$2,082,337	\$1,469,938	\$3,552,275
(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.	
	09/30/17	1.010	1.001	
	09/30/18	1.026	1.002	
	09/30/19	1.081	1.004	
	09/30/20	1.172	1.011	
	09/30/21	1.379	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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
09/30/17	4/1/17	7.000
09/30/18	4/1/18	6.000
09/30/19	4/1/19	5.000
09/30/20	4/1/20	4.000
09/30/21	4/1/21	3.000

VERISK

INDIANA  
PRIVATE PASSENGER TYPES  
AUTOMOBILE LIABILITY INSURANCE  
DETERMINATION OF LIABILITY TRENDED AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	09/30/17	\$5,480,995
AT CURRENT LEVEL	09/30/18	\$5,359,209
	09/30/19	\$5,141,571
	09/30/20	\$4,805,424
	09/30/21	\$4,386,668
(2) SELECTED ANNUAL PREMIUM TREND (SEE TREND EXHIBIT IN SECTION C)		0.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	09/30/17	\$5,480,995
	09/30/18	\$5,359,209
	09/30/19	\$5,141,571
	09/30/20	\$4,805,424
	09/30/21	\$4,386,668

(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  
04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
09/30/17	10/1/16	7.000
09/30/18	10/1/17	6.000
09/30/19	10/1/18	5.000
09/30/20	10/1/19	4.000
09/30/21	10/1/20	3.000

VERISK

INDIANA  
 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	09/30/17	\$1,622,713	\$1,379,457	0.850	10%	330
	09/30/18	\$1,508,184	\$1,590,151	1.054	15%	359
	09/30/19	\$1,362,435	\$1,607,654	1.180	20%	372
	09/30/20	\$1,256,723	\$1,169,740	0.931	25%	266
	09/30/21	\$1,125,933	\$1,124,721	0.999	30%	300
COLL.	09/30/17	\$3,625,427	\$4,739,833	1.307	10%	566
	09/30/18	\$3,435,272	\$4,173,010	1.215	15%	533
	09/30/19	\$3,246,464	\$3,311,988	1.020	20%	498
	09/30/20	\$3,009,374	\$2,898,346	0.963	25%	395
	09/30/21	\$2,744,394	\$3,430,011	1.250	30%	402

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.012	1.133
(7)	EXPECTED EXPERIENCE RATIO (D).	1.034	1.059
(8)	CREDIBILITY (E).	0.40	0.80
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).	1.025	1.118
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	2.5%	11.8%
(11)	FILED CHANGE.	N.C.	11.8%

- (A) PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 232 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 VVF LEVEL BY THE APPLICATION OF VVF 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 VVF 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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.000 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 8,500 CLAIMS FOR O.T.C. AND 3,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

VERISK

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	09/30/17	\$811,674	\$2,611,795
	09/30/18	\$991,694	\$2,460,312
	09/30/19	\$1,063,305	\$2,091,159
	09/30/20	\$821,081	\$1,972,229
	09/30/21	\$821,738	\$2,622,100
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	09/30/17	\$917,192	\$2,951,328
	09/30/18	\$1,120,614	\$2,780,153
	09/30/19	\$1,201,535	\$2,360,647
	09/30/20	\$926,894	\$2,210,790
	09/30/21	\$944,350	\$2,800,009
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.0%	7.0%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	09/30/17	\$1,379,457	\$4,739,833
	09/30/18	\$1,590,151	\$4,173,010
	09/30/19	\$1,607,654	\$3,311,988
	09/30/20	\$1,169,740	\$2,898,346
	09/30/21	\$1,124,721	\$3,430,011

(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.
09/30/17	1.000	1.000
09/30/18	1.000	1.000
09/30/19	1.000	0.999
09/30/20	0.999	0.992
09/30/21	1.017	0.945

(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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/17	4/1/17	7.000	7.000
09/30/18	4/1/18	6.000	6.000
09/30/19	4/1/19	5.000	5.000
09/30/20	4/1/20	4.000	4.000
09/30/21	4/1/21	3.000	3.000

VERISK

INDIANA  
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	09/30/17	\$1,364,771	\$3,381,928
AT CURRENT LEVEL	09/30/18	\$1,300,159	\$3,234,719
	09/30/19	\$1,204,629	\$3,088,929
	09/30/20	\$1,138,336	\$2,890,849
	09/30/21	\$1,045,435	\$2,664,460
(2) SELECTED ANNUAL VVF TRENDED (SEE TRENDED EXHIBIT IN SECTION C)		2.5%	1.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	09/30/17	\$1,622,713	\$3,625,427
	09/30/18	\$1,508,184	\$3,435,272
	09/30/19	\$1,362,435	\$3,246,464
	09/30/20	\$1,256,723	\$3,009,374
	09/30/21	\$1,125,933	\$2,744,394

(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 04/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/17	10/1/16	7.000	7.000
09/30/18	10/1/17	6.000	6.000
09/30/19	10/1/18	5.000	5.000
09/30/20	10/1/19	4.000	4.000
09/30/21	10/1/20	3.000	3.000

VERISK

INDIANA  
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	09/30/2021	COST	09/30/2021	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	11015	462.1	510.35	1.104	0.40	1.154	0.969	473	493	493	4.2%
102	2833	327.55	485.73	1.483	0.15	1.232	1.034	351	390	390	11.1%
103	6996	279.19	305.49	1.094	0.25	1.165	0.978	320	336	336	5.0%
104	4001	270.81	288.43	1.065	0.20	1.163	0.976	277	291	291	5.1%
105	3476	283.05	333.58	1.179	0.20	1.186	0.996	301	322	322	7.0%
106	1764	316.77	465.70	1.470	0.15	1.230	1.033	367	407	407	10.9%
108	1648	220.54	219.05	0.993	0.10	1.169	0.982	274	289	289	5.5%
109	825	275.54	164.84	0.598	0.05	1.159	0.973	276	289	289	4.7%
110	1136	232.84	303.01	1.301	0.10	1.199	1.007	257	278	278	8.2%
114	2092	238.59	232.72	0.975	0.10	1.167	0.980	280	295	295	5.4%
115	717	161.33	136.54	0.846	0.05	1.171	0.983	217	229	229	5.5%
116	5153	310.58	341.19	1.099	0.20	1.170	0.982	328	346	346	5.5%
117	7495	176.04	200.16	1.137	0.20	1.178	0.989	211	224	224	6.2%
124	5105	194.2	228.53	1.177	0.15	1.186	0.996	237	254	254	7.2%
127	1605	239.55	325.19	1.358	0.10	1.205	1.012	254	276	276	8.7%
128	825	283.79	383.68	1.352	0.05	1.196	1.004	316	341	341	7.9%
129	4667	283.18	376.80	1.331	0.20	1.217	1.022	304	334	334	9.9%
130	10098	294.87	368.22	1.249	0.35	1.209	1.015	337	368	368	9.2%
131	3444	230.85	237.55	1.029	0.15	1.164	0.977	286	300	300	4.9%
132	1017	211.91	230.87	1.089	0.05	1.183	0.993	224	239	239	6.7%
133	28992	187.22	240.24	1.283	0.45	1.231	1.034	226	251	251	11.1%
134	1137	227.27	250.52	1.102	0.10	1.179	0.990	276	294	294	6.5%
135	1724	269.12	392.78	1.459	0.15	1.229	1.032	289	321	321	11.1%
136	521	254.96	199.23	0.781	0.05	1.168	0.981	291	307	307	5.5%
137	781	154.55	151.77	0.982	0.05	1.178	0.989	192	204	204	6.3%
SW	109067	259.57	308.42	1.188		1.191					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.5 PERCENT.

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

VERISK

INDIANA  
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)
T	EARNED CAR	\$100000	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	09/30/2021	COST	09/30/2021	RATIO	CRED	RATIO	STATE	PRES	IND*
101	2769	285.26	331.18	1.161	0.20	1.041	1.021	298	308
102	373	325.67	497.33	1.527	0.05	1.037	1.017	343	353
103	1208	255.15	170.19	0.667	0.10	0.977	0.958	267	259
104	826	229.15	130.54	0.570	0.05	0.989	0.970	245	240
105	618	298.5	301.11	1.009	0.05	1.011	0.991	312	313
106	321	318.5	217.04	0.681	0.05	0.995	0.975	338	333
108	271	242.51	359.88	1.484	0.00	1.011	0.991	255	256
109	110	288.42	85.45	0.296	0.00	1.011	0.991	312	313
110	169	254.12	146.02	0.575	0.00	1.011	0.991	267	268
114	249	264.65	189.29	0.715	0.05	0.996	0.976	284	280
115	100	331.93	57.32	0.173	0.00	1.011	0.991	348	349
116	869	330.83	447.05	1.351	0.10	1.045	1.025	340	352
117	854	228.41	214.64	0.940	0.05	1.007	0.987	243	243
124	582	211.68	152.49	0.720	0.05	0.996	0.976	225	222
127	288	295.05	451.05	1.529	0.05	1.037	1.017	300	308
128	125	352.78	290.28	0.823	0.00	1.011	0.991	363	364
129	621	242.19	159.35	0.658	0.05	0.993	0.974	255	251
130	2169	283.14	335.97	1.187	0.15	1.037	1.017	297	305
131	353	225.22	99.39	0.441	0.05	0.983	0.964	241	235
132	231	221.05	92.19	0.417	0.00	1.011	0.991	231	231
133	3411	191.91	213.35	1.112	0.15	1.026	1.006	202	205
134	260	216.34	242.44	1.121	0.00	1.011	0.991	238	238
135	274	243.59	92.31	0.379	0.00	1.011	0.991	255	256
136	75	253.91	268.46	1.057	0.00	1.011	0.991	264	265
137	101	248.08	311.61	1.256	0.00	1.011	0.991	275	276
SW	17227	254.64	257.42	1.011		1.020			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.1 PERCENT.

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

VERISK

INDIANA  
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	09/30/2021	COST	09/30/2021	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	8615	84.05	112.67	1.341	0.25	1.246	1.024	114	135	135	18.4%
102	1941	88.58	51.69	0.584	0.05	1.183	0.972	120	135	135	12.5%
103	5087	57.07	64.44	1.129	0.15	1.201	0.987	82	94	94	14.6%
104	2555	48.42	117.20	2.420	0.10	1.335	1.097	71	90	90	26.8%
105	2830	54.6	79.02	1.447	0.10	1.237	1.016	84	99	99	17.9%
106	1214	52.25	46.43	0.889	0.05	1.198	0.984	77	88	88	14.3%
108	1314	73.3	119.49	1.630	0.05	1.235	1.015	112	132	132	17.9%
109	605	61.65	22.31	0.362	0.00	1.214	0.998	93	108	108	16.1%
110	868	58.63	73.78	1.258	0.05	1.216	0.999	78	90	90	15.4%
114	1118	58.59	45.29	0.773	0.05	1.192	0.979	79	90	90	13.9%
115	373	55.72	67.99	1.220	0.00	1.214	0.998	87	101	101	16.1%
116	3731	59.95	87.97	1.467	0.10	1.239	1.018	86	102	102	18.6%
117	4308	74.17	57.92	0.781	0.15	1.149	0.944	102	112	112	9.8%
124	2895	65.03	68.80	1.058	0.10	1.198	0.984	100	114	114	14.0%
127	1228	64.88	49.63	0.765	0.05	1.192	0.979	91	103	103	13.2%
128	514	56.3	79.74	1.416	0.05	1.224	1.006	78	91	91	16.7%
129	2912	55.23	78.13	1.415	0.10	1.234	1.014	80	94	94	17.5%
130	7246	65.33	91.19	1.396	0.15	1.241	1.020	91	108	108	18.7%
131	1922	55.47	60.12	1.084	0.05	1.208	0.993	77	89	89	15.6%
132	767	52.88	64.66	1.223	0.05	1.214	0.998	77	89	89	15.6%
133	17462	62.81	72.50	1.154	0.25	1.199	0.985	92	105	105	14.1%
134	610	40.49	22.68	0.560	0.00	1.214	0.998	77	89	89	15.6%
135	1333	45.33	71.67	1.581	0.05	1.232	1.012	64	75	75	17.2%
136	302	56.92	37.41	0.657	0.00	1.214	0.998	95	110	110	15.8%
137	430	70.47	87.92	1.248	0.00	1.214	0.998	105	122	122	16.2%
SW	72180	64.42	78.21	1.214		1.217					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 16.0 PERCENT.

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

VERISK

INDIANA  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COLLISION

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2021	COST	09/30/2021	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	7754	201.86	298.44	1.478	0.45	1.411	1.038	299	398	398	33.1%
102	1778	148.99	211.21	1.418	0.20	1.369	1.007	236	305	305	29.2%
103	4464	152.08	194.61	1.280	0.30	1.334	0.981	288	363	363	26.0%
104	2637	139.37	171.65	1.232	0.20	1.332	0.979	222	279	279	25.7%
105	2599	146.02	217.29	1.488	0.20	1.383	1.017	272	355	355	30.5%
106	1098	164.47	270.97	1.648	0.15	1.401	1.030	279	369	369	32.3%
108	1115	154.45	157.27	1.018	0.10	1.323	0.973	264	329	329	24.6%
109	372	135.38	56.46	0.417	0.05	1.310	0.963	242	299	299	23.6%
110	861	167.88	239.78	1.428	0.10	1.364	1.003	276	355	355	28.6%
114	1186	151.06	194.28	1.286	0.10	1.350	0.993	250	319	319	27.6%
115	356	156.49	167.47	1.070	0.05	1.343	0.988	256	325	325	27.0%
116	3275	132.23	226.95	1.716	0.25	1.447	1.064	221	302	302	36.7%
117	4083	136.70	177.45	1.298	0.25	1.342	0.987	222	281	281	26.6%
124	2705	196.56	213.83	1.088	0.15	1.317	0.968	300	373	373	24.3%
127	1079	151.96	198.82	1.308	0.10	1.352	0.994	276	352	352	27.5%
128	497	171.56	157.43	0.918	0.05	1.335	0.982	280	353	353	26.1%
129	3215	146.43	263.01	1.796	0.20	1.445	1.063	240	327	327	36.3%
130	6250	171.12	226.19	1.322	0.35	1.345	0.989	290	368	368	26.9%
131	1717	140.62	225.24	1.602	0.15	1.394	1.025	226	297	297	31.4%
132	709	159.02	191.56	1.205	0.10	1.342	0.987	262	332	332	26.7%
133	16326	134.48	171.64	1.276	0.45	1.321	0.971	224	279	279	24.6%
134	464	107.14	215.38	2.010	0.10	1.422	1.046	211	283	283	34.1%
135	1063	152.38	165.28	1.085	0.10	1.330	0.978	240	301	301	25.4%
136	172	121.79	170.37	1.399	0.05	1.359	0.999	288	369	369	28.1%
137	409	146.54	81.66	0.557	0.05	1.317	0.968	230	286	286	24.3%
SW	66184	154.01	208.92	1.357		1.360					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 28.3 PERCENT.

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

VERISK

INDIANA  
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)
T	EARNED CAR		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	09/30/2021	COST	09/30/2021	RATIO	CRED	RATIO	STATE	PRES	IND*
101	2109	107.14	81.06	0.757	0.15	1.008	0.958	111	109
102	295	179.55	65.67	0.366	0.05	1.018	0.968	188	186
103	810	87.8	89.04	1.014	0.10	1.048	0.996	85	87
104	607	79	108.58	1.374	0.05	1.068	1.015	94	98
105	457	101.14	102.13	1.010	0.05	1.050	0.998	109	112
106	266	75.02	107.25	1.430	0.05	1.071	1.018	85	89
108	234	77.53	66.63	0.859	0.00	1.052	1.000	104	107
109	53	85.36	44.12	0.517	0.00	1.052	1.000	86	88
110	149	75.57	111.81	1.480	0.05	1.073	1.020	94	98
114	128	85.1	153.17	1.800	0.00	1.052	1.000	96	98
115	58	67.41	61.97	0.919	0.00	1.052	1.000	96	98
116	585	105.35	87.19	0.828	0.10	1.030	0.979	101	101
117	545	132.75	144.59	1.089	0.10	1.056	1.004	144	148
124	323	118.66	126.34	1.065	0.05	1.053	1.001	132	135
127	218	89.89	43.49	0.484	0.05	1.024	0.973	89	89
128	94	74.82	89.48	1.196	0.00	1.052	1.000	86	88
129	398	81.72	124.11	1.519	0.05	1.075	1.022	85	89
130	1575	87.43	93.73	1.072	0.15	1.055	1.003	87	89
131	172	87.89	170.42	1.939	0.05	1.096	1.042	87	93
132	186	52.2	64.53	1.236	0.00	1.052	1.000	74	76
133	2010	96.48	133.29	1.382	0.15	1.102	1.048	116	125
134	110	50.35	37.60	0.747	0.00	1.052	1.000	68	70
135	207	65.28	104.98	1.608	0.05	1.080	1.027	66	69
136	15	42.57	75.10	1.764	0.00	1.052	1.000	69	71
137	91	59.76	9.70	0.162	0.00	1.052	1.000	81	83
SW	11695	96.28	101.24	1.052		1.052			

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

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

VERISK

INDIANA  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COLLISION

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2021	COST	09/30/2021	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	2087	292.13	367.43	1.258	0.35	1.216	1.015	359	407	407	13.4%
102	286	280.90	364.39	1.297	0.10	1.203	1.004	359	403	403	12.3%
103	819	229.82	210.65	0.917	0.20	1.138	0.950	293	311	311	6.1%
104	585	257.21	295.61	1.149	0.15	1.186	0.990	359	397	397	10.6%
105	448	299.70	309.06	1.031	0.15	1.169	0.976	394	430	430	9.1%
106	263	197.69	153.29	0.775	0.10	1.151	0.961	269	289	289	7.4%
108	209	205.07	226.34	1.104	0.10	1.184	0.988	309	341	341	10.4%
109	50	253.87	280.05	1.103	0.00	1.193	0.996	299	333	333	11.4%
110	140	178.33	211.71	1.187	0.10	1.192	0.995	261	290	290	11.1%
114	120	202.48	164.38	0.812	0.05	1.174	0.980	271	297	297	9.6%
115	59	179.67	208.19	1.159	0.00	1.193	0.996	281	313	313	11.4%
116	588	357.43	344.91	0.965	0.20	1.147	0.957	409	438	438	7.1%
117	523	173.35	184.06	1.062	0.10	1.180	0.985	243	268	268	10.3%
124	311	185.27	223.30	1.205	0.10	1.194	0.997	253	282	282	11.5%
127	202	236.37	331.49	1.402	0.10	1.214	1.013	282	320	320	13.5%
128	93	249.93	140.05	0.560	0.05	1.161	0.969	329	356	356	8.2%
129	422	208.11	384.28	1.847	0.15	1.291	1.078	283	341	341	20.5%
130	1517	257.01	312.54	1.216	0.30	1.200	1.002	310	347	347	11.9%
131	178	235.30	226.02	0.961	0.10	1.170	0.977	293	320	320	9.2%
132	174	142.28	272.79	1.917	0.10	1.265	1.056	237	280	280	18.1%
133	1972	180.44	241.41	1.338	0.30	1.237	1.033	268	310	310	15.7%
134	111	172.78	407.14	2.356	0.05	1.251	1.044	283	330	330	16.6%
135	198	251.11	257.56	1.026	0.10	1.176	0.982	319	350	350	9.7%
136	16	111.69	63.55	0.569	0.00	1.193	0.996	231	257	257	11.3%
137	83	165.39	125.81	0.761	0.00	1.193	0.996	291	324	324	11.3%
SW	11454	239.60	285.88	1.193		1.198					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 11.8 PERCENT.

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

VERISK

COMMERCIAL AUTOMOBILE LIABILITY INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Unallocated Loss Adjustment Expense Factor

		<u>Bodily Injury</u> (000's)					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	<u>ITEM</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>		
(1)	Direct Losses Incurred	6,019,685	6,699,508	7,148,263	7,814,080	7,857,734		
(2)	Allocated Loss Adjustment Expenses Incurred	685,049	706,434	689,741	788,804	848,374		
(3)	Unallocated Loss Adjustment Expense Incurred	506,748	528,552	547,902	583,052	567,364		
(4)	Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	7.6%	7.1%	7.0%	6.8%	6.5%	6.8%	7.0%
(5)	Selected Factor							7.0%

		<u>Property Damage</u> (000's)					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	<u>ITEM</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>		
(1)	Direct Losses Incurred	1,199,502	1,195,132	1,312,867	1,213,303	1,087,320		
(2)	Allocated Loss Adjustment Expenses Incurred	60,189	65,065	69,121	54,802	49,307		
(3)	Unallocated Loss Adjustment Expense Incurred	129,564	135,456	141,467	122,670	111,251		
(4)	Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	10.3%	10.7%	10.2%	9.7%	9.8%	9.9%	10.1%
(5)	Selected Factor							10.0%

All items are from Special Call Submission for available writers.

VERISK

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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>AVG</u>	<u>AVG</u>
(1)	Direct Losses Incurred	4,809,253	5,444,825	5,515,995	5,746,395	5,199,621		
(2)	Loss Adjustment Expenses Incurred	622,246	702,163	714,081	736,491	662,516		
(3)	Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.129	1.129	1.129	1.128	1.127	1.128	1.129
(4)	Selected							1.130

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

VERISK

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

AVERAGE PAID CLAIM COST DATA

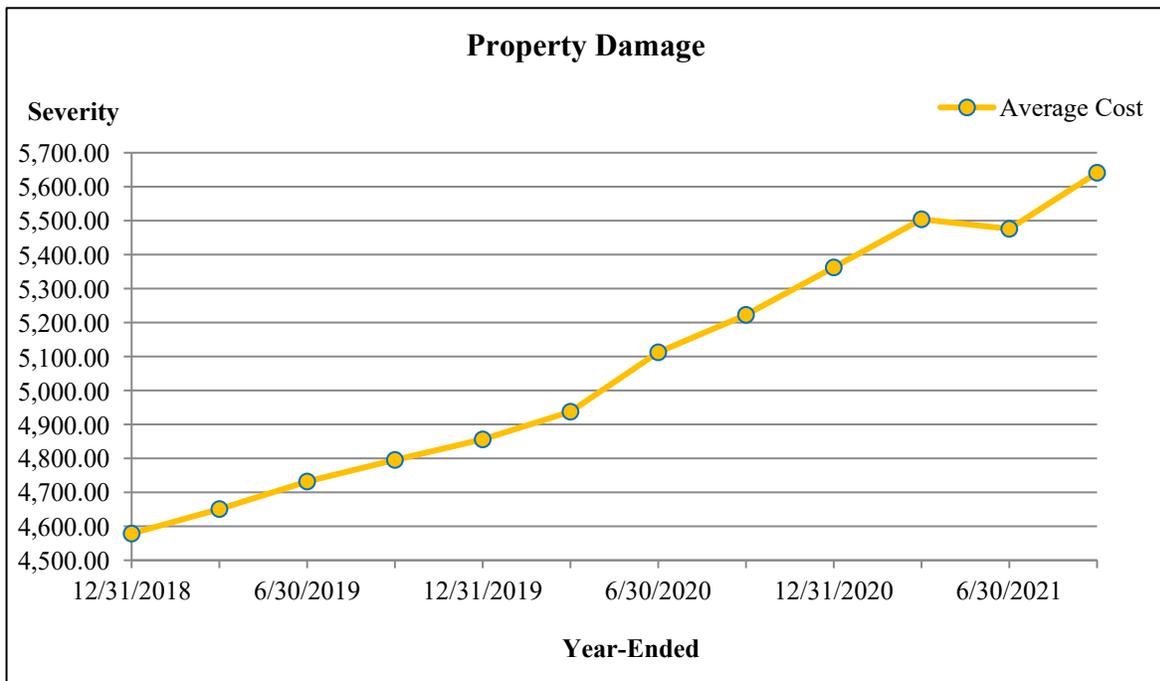
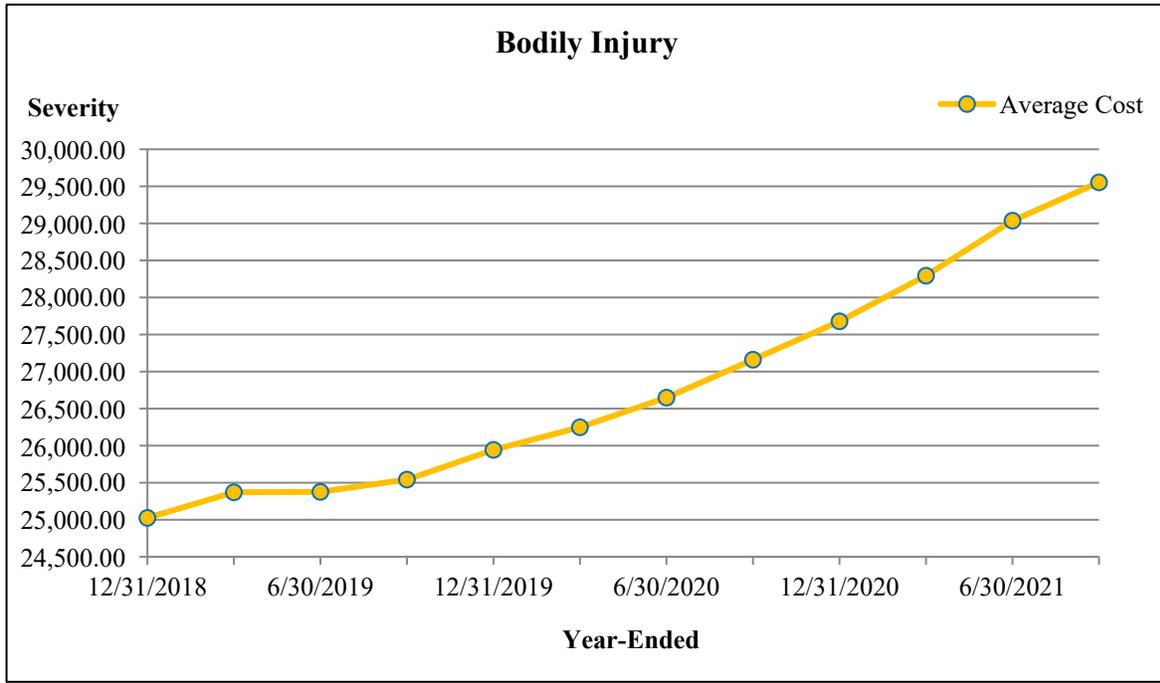
YEAR ENDED	INDIANA				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
12/31/2018	19449.22	20342.22	4269.57	4273.48	25025.15	24629.81	4578.58	4540.69
3/31/2019	21026.54	20644.98	4407.89	4335.38	25370.54	25008.17	4650.77	4631.05
6/30/2019	22380.05	20952.26	4420.21	4398.18	25376.83	25392.34	4731.92	4723.20
9/30/2019	22232.06	21264.10	4494.49	4461.88	25542.14	25782.41	4795.45	4817.18
12/31/2019	22890.37	21580.59	4547.14	4526.51	25943.51	26178.48	4855.84	4913.04
3/31/2020	22113.53	21901.79	4568.18	4592.08	26248.16	26580.63	4937.43	5010.80
6/30/2020	20501.40	22227.77	4637.82	4658.59	26647.97	26988.95	5112.34	5110.51
9/30/2020	20147.93	22558.60	4538.41	4726.07	27160.10	27403.55	5222.60	5212.20
12/31/2020	20369.01	22894.35	4702.96	4794.53	27678.06	27824.52	5362.26	5315.92
3/31/2021	23682.17	23235.11	4804.06	4863.98	28293.90	28251.95	5503.96	5421.70
6/30/2021	25035.95	23580.93	4971.73	4934.43	29036.50	28685.95	5475.89	5529.59
9/30/2021	25909.66	23931.90	5219.89	5005.90	29553.60	29126.62	5641.03	5639.62

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) INDIANA	6.1%	5.9%
	(B) MULTISTATE	6.3%	8.2%
(10)	CREDIBILITY	0.00	0.20
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	6.3%	7.7%
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	6.3%	7.7%

\* EXCLUDES MASSACHUSETTS

VERISK

Commercial Automobile Liability  
Average Paid Claim Cost Experience  
Multistate\*



\*Excludes Massachusetts

VERISK

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>
9/30/2015	0.7600		2.8338	
12/31/2015	0.7728		2.8414	
3/31/2016	0.7854		2.8121	
6/30/2016	0.7949		2.8122	
9/30/2016	0.8021	5.5% &	2.8080	-0.9% &
12/31/2016	0.8023		2.7983	
3/31/2017	0.8037		2.7755	
6/30/2017	0.8114	2.1%	2.7665	-1.6%
9/30/2017	0.8067		2.7358	
12/31/2017	0.8067		2.7291	
3/31/2018	0.8066		2.7408	
6/30/2018	0.8016	-1.2%	2.7474	-0.7%
9/30/2018	0.8000		2.7494	
12/31/2018	0.7967		2.7538	
3/31/2019	0.7918		2.7448	
6/30/2019	0.7855	-2.0%	2.7072	-1.5%
9/30/2019	0.7864		2.6961	
12/31/2019	0.7830		2.6638	
3/31/2020	0.7550		2.5422	
6/30/2020	0.6759	-14.0%	2.2913	-15.4%
9/30/2020	0.6273		2.1275	
12/31/2020	0.5840		1.9959	
3/31/2021	0.5667		1.9591	
6/30/2021	0.6117	-9.5%	2.0717	-9.6%

\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 6/30/XXXX

&amp; CHANGE BASED ON YEAR ENDING 9/30/2016 divided by 9/30/2015

## VERISK

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>
9/30/2015	0.7987		3.0362	
12/31/2015	0.7974		3.0421	
3/31/2016	0.8051		3.0237	
6/30/2016	0.8091		3.0361	
9/30/2016	0.8232	3.1% &	3.0248	-0.4% &
12/31/2016	0.8073		3.0029	
3/31/2017	0.8027		2.9409	
6/30/2017	0.8047	-0.5%	2.9037	-4.4%
9/30/2017	0.7846		2.8209	
12/31/2017	0.7858		2.7925	
3/31/2018	0.7949		2.8111	
6/30/2018	0.7972	-0.9%	2.7630	-4.8%
9/30/2018	0.7867		2.7441	
12/31/2018	0.7851		2.7073	
3/31/2019	0.7637		2.6573	
6/30/2019	0.7460	-6.4%	2.6216	-5.1%
9/30/2019	0.7310		2.5690	
12/31/2019	0.7227		2.5086	
3/31/2020	0.6886		2.3869	
6/30/2020	0.5904	-20.9%	2.0630	-21.3%
9/30/2020	0.5473		1.8621	
12/31/2020	0.4806		1.6410	
3/31/2021	0.4632		1.5277	
6/30/2021	0.5203	-11.9%	1.6896	-18.1%

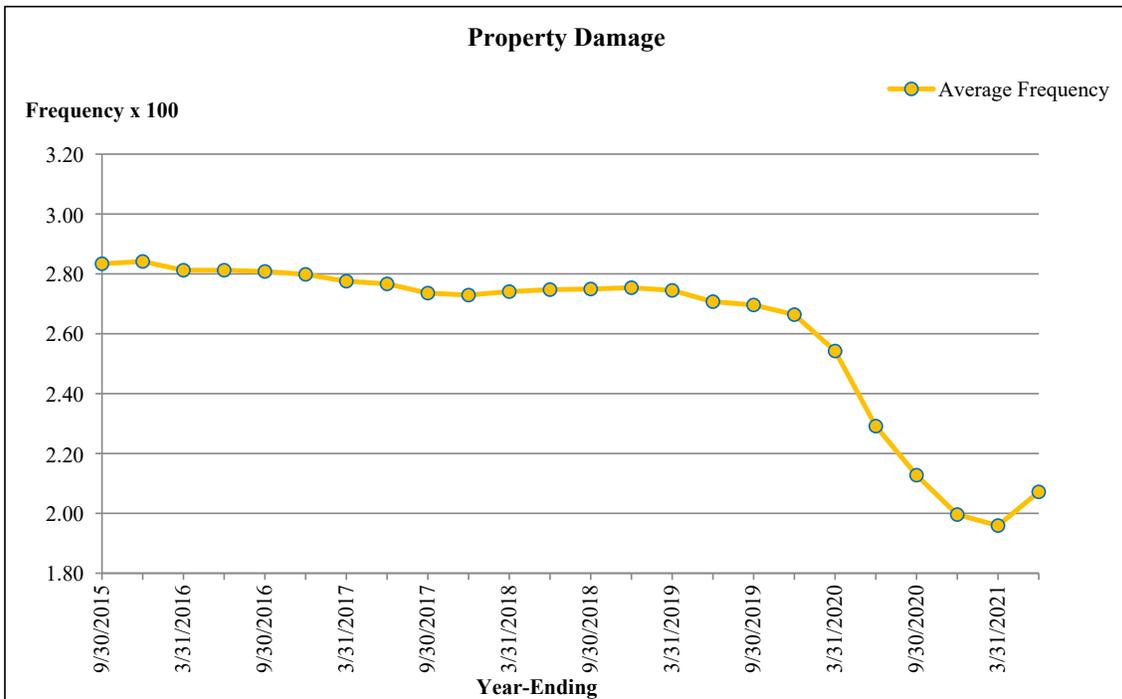
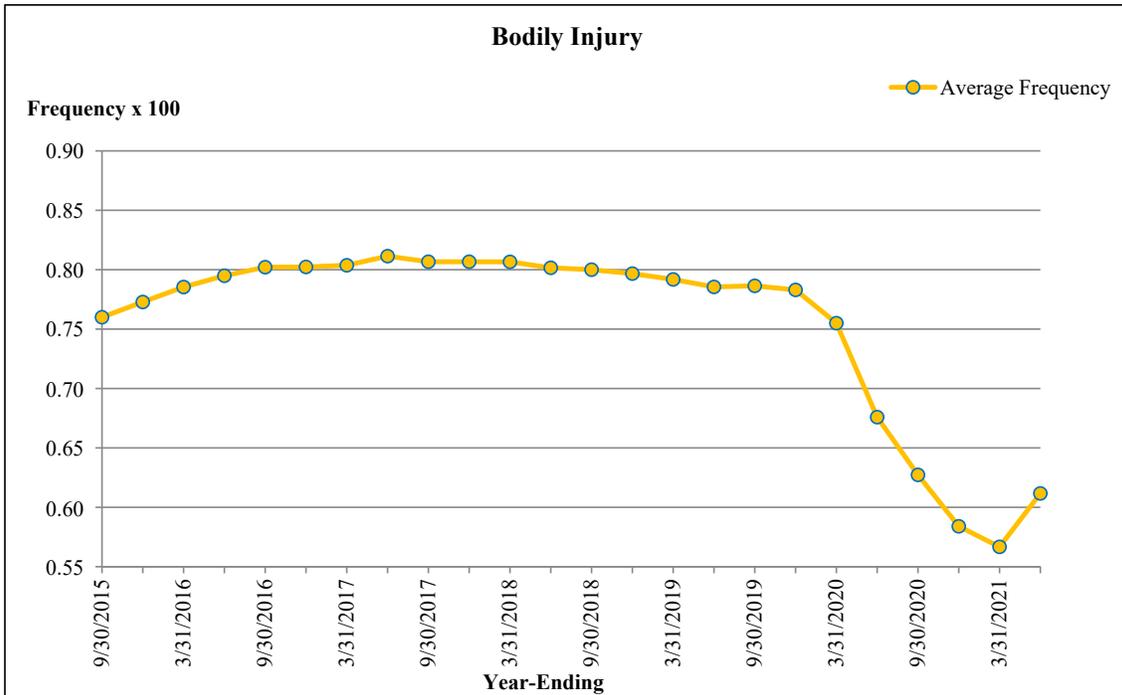
\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 6/30/XXXX

&amp; CHANGE BASED ON YEAR ENDING 9/30/2016 divided by 9/30/2015

VERISK

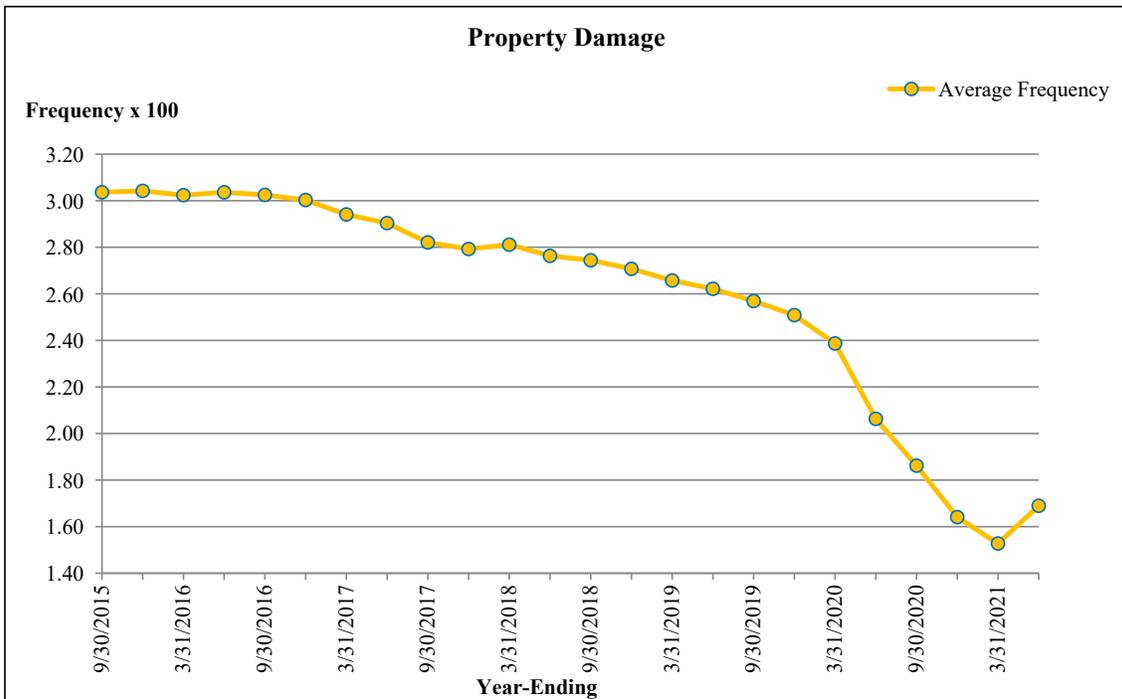
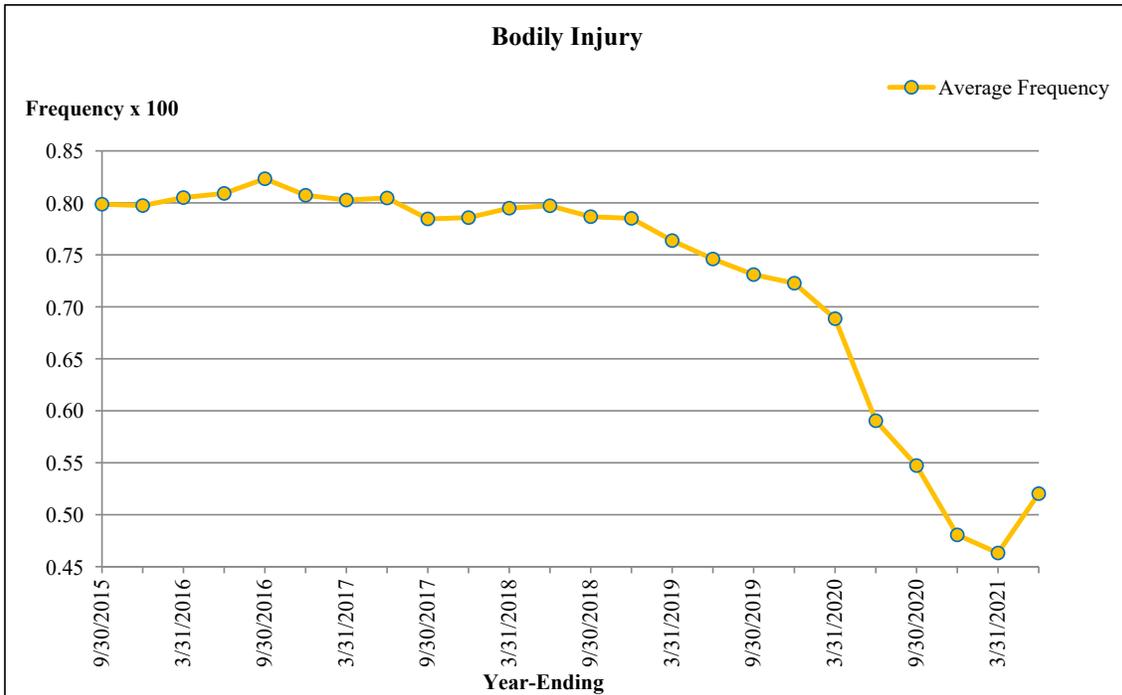
Commercial Automobile Liability  
Incurred Claim Frequency Experience  
Trucks, Tractors, and Trailers  
Multistate\*



\*Excludes Massachusetts

VERISK

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



\*Excludes Massachusetts

VERISK

State Group Data\*  
Trucks, Tractors, & Trailers  
Liability  
Premium Trend Calculation

Companies Not Reporting Age Code X Data

Year Ending:	Average Rating Factor
3/31/2020	1.034
9/30/2020	0.999
3/31/2021	0.981
9/30/2021	0.979

Exponential Trend (Average Annual Change)

4 Points	-3.6%
3 Points	-2.0%

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

State Group Data\*  
Trucks, Tractors, & Trailers  
Liability  
Premium Trend Calculation

All Companies  
Excluding 11th Preceding Model Year and Older Data

Year Ending:	Average Rating Factor
3/31/2017	1.084
9/30/2017	1.091
3/31/2018	1.099
9/30/2018	1.107
3/31/2019	1.114
9/30/2019	1.119
3/31/2020	1.123
9/30/2020	1.126
3/31/2021	1.128
9/30/2021	1.129

Exponential Trend (Average Annual Change)

9 Points	0.9%
7 Points	0.6%
5 Points	0.4%

Selected Annual Premium Trend: -1.0%

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

State Group Data\*  
 Private Passenger Types  
 Liability  
 Premium Trend Calculation

Companies Not Reporting Age Code X Data

Year Ending:	Average Rating Factor
3/31/2019	0.985
9/30/2019	0.982
3/31/2020	0.980
9/30/2020	0.979
3/31/2021	0.975
9/30/2021	0.975

Exponential Trend (Average Annual Change)

6 Points	-0.4%
5 Points	-0.4%
4 Points	-0.4%

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

State Group Data\*  
Private Passenger Types  
Liability  
Premium Trend Calculation

All Companies  
Excluding 11th Preceding Model Year and Older Data

Year Ending:	Average Rating Factor
3/31/2017	0.998
9/30/2017	0.999
3/31/2018	1.000
9/30/2018	1.000
3/31/2019	1.001
9/30/2019	1.002
3/31/2020	1.003
9/30/2020	1.004
3/31/2021	1.003
9/30/2021	1.001

Exponential Trend (Average Annual Change)

9 Points	0.1%
7 Points	0.0%
5 Points	-0.1%

Selected Annual Premium Trend: 0.0%

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

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	
	Value	Change**	Value	Change**	Value	Change**
12/31/2016	1.15		0.73		0.54	
3/31/2017	1.14		0.72		0.54	
6/30/2017	1.15		0.72		0.54	
9/30/2017	1.17		0.72		0.54	
12/31/2017	1.20		0.75		0.57	
3/31/2018	1.24	8.8%	0.78	8.3%	0.58	7.4%
6/30/2018	1.28		0.79		0.59	
9/30/2018	1.31	12.0%	0.81	12.5%	0.60	11.1%
12/31/2018	1.35		0.83		0.61	
3/31/2019	1.38	11.3%	0.85	9.0%	0.62	6.9%
6/30/2019	1.41		0.86		0.63	
9/30/2019	1.43	9.2%	0.87	7.4%	0.64	6.7%
12/31/2019	1.44		0.87		0.63	
3/31/2020	1.42	2.9%	0.86	1.2%	0.62	0.0%
6/30/2020	1.38		0.84		0.61	
9/30/2020	1.38	-3.5%	0.83	-4.6%	0.60	-6.3%
12/31/2020	1.38		0.84		0.60	
3/31/2021	1.43	0.7%	0.86	0.0%	0.60	-3.2%
6/30/2021	1.49		0.88		0.61	
9/30/2021	1.48	7.2%	0.87	4.8%	0.61	1.7%

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

Deductible:	Percent of Losses
Full	0.7%
\$50	0.3%
\$100	2.0%
\$200	0.3%
\$250	7.6%
\$500	30.0%
\$1,000	48.1%
\$2,000	5.9%
\$3,000	1.9%
\$5,000	3.1%

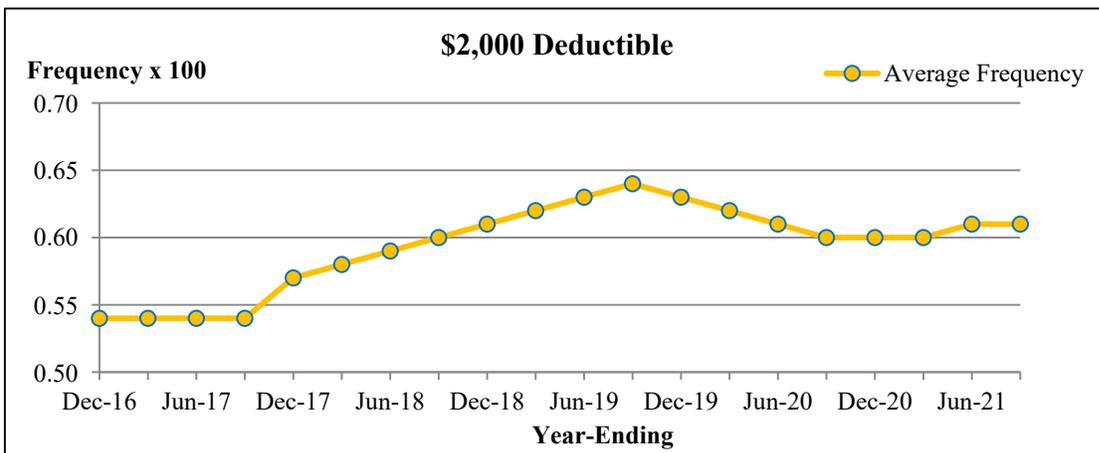
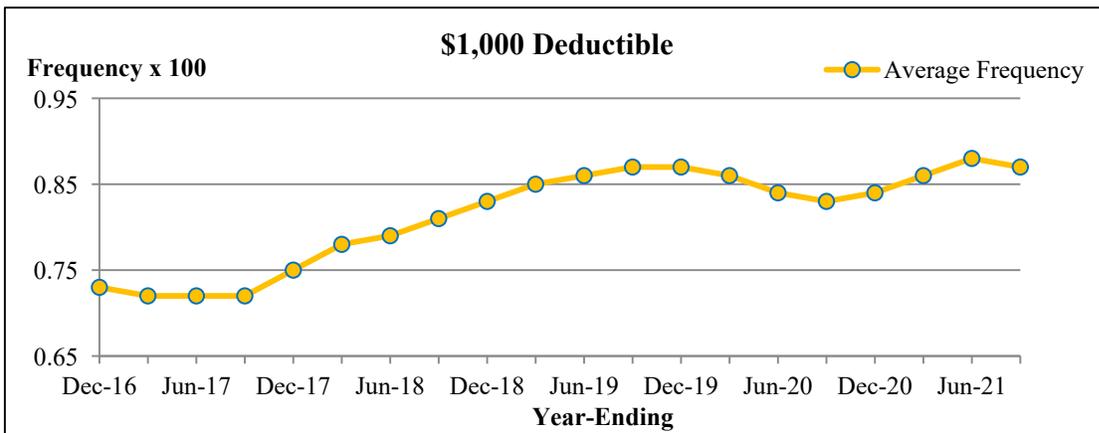
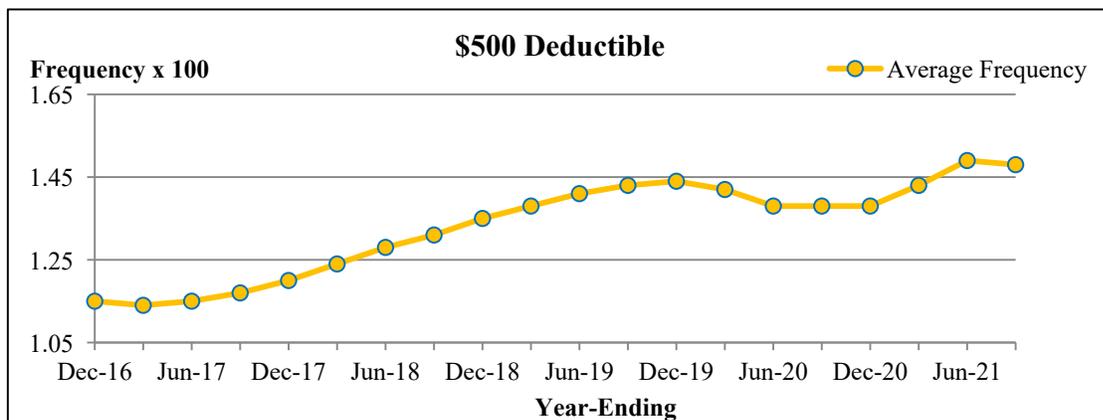
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 03/31/xxx and 09/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 5.0% of losses, are excluded from the trend calculations.

VERISK

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



\*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

VERISK

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

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
	Value	Value	Value
12/31/2016	2,407.96	3,697.64	4,358.58
3/31/2017	2,426.40	3,733.69	4,397.24
6/30/2017	2,496.31	3,780.88	4,414.56
9/30/2017	2,581.90	3,901.89	4,548.01
12/31/2017	2,649.02	3,945.35	4,569.61
3/31/2018	2,684.16	4,016.94	4,663.83
6/30/2018	2,687.71	4,098.08	4,834.47
9/30/2018	2,653.89	4,094.26	4,890.57
12/31/2018	2,720.36	4,243.06	5,093.46
3/31/2019	2,725.72	4,271.30	5,192.71
6/30/2019	2,772.59	4,352.07	5,262.55
9/30/2019	2,803.41	4,433.36	5,324.06
12/31/2019	2,809.02	4,513.50	5,470.86
3/31/2020	2,834.52	4,475.47	5,359.21
6/30/2020	2,858.72	4,473.70	5,390.50
9/30/2020	2,896.92	4,485.36	5,413.19
12/31/2020	2,973.10	4,535.02	5,471.43
3/31/2021	3,033.73	4,617.14	5,642.63
6/30/2021	3,103.25	4,715.95	5,746.86
9/30/2021	3,312.19	4,936.04	6,047.62

Average Annual Change Using Exponential Fits:

20 point fit:	5.3%	5.6%	6.7%
16 point fit:	5.0%	5.1%	6.3%
12 point fit:	6.3%	4.4%	4.9%

Selected severity trend:	5.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	5.0%

\* Multistate data excludes Massachusetts

VERISK

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Value	Change**	Value	Change**	Value	Change**
12/31/2016	2.22		1.96		1.60	
3/31/2017	2.22		1.96		1.60	
6/30/2017	2.23		1.95		1.60	
9/30/2017	2.21		1.94		1.59	
12/31/2017	2.21		1.94		1.60	
3/31/2018	2.24	0.9%	1.97	0.5%	1.63	1.9%
6/30/2018	2.25		2.01		1.66	
9/30/2018	2.27	2.7%	2.04	5.2%	1.68	5.7%
12/31/2018	2.27		2.03		1.68	
3/31/2019	2.27	1.3%	2.04	3.6%	1.68	3.1%
6/30/2019	2.28		2.04		1.68	
9/30/2019	2.29	0.9%	2.04	0.0%	1.68	0.0%
12/31/2019	2.29		2.05		1.69	
3/31/2020	2.19	-3.5%	1.95	-4.4%	1.61	-4.2%
6/30/2020	2.04		1.80		1.50	
9/30/2020	1.96	-14.4%	1.72	-15.7%	1.44	-14.3%
12/31/2020	1.90		1.65		1.39	
3/31/2021	1.93	-11.9%	1.67	-14.4%	1.41	-12.4%
6/30/2021	2.04		1.77		1.50	
9/30/2021	2.04	4.1%	1.79	4.1%	1.53	6.3%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	0.8%
\$500	28.0%
\$1,000	56.5%
\$2,000	7.1%
\$3,000	2.1%
\$5,000	5.4%

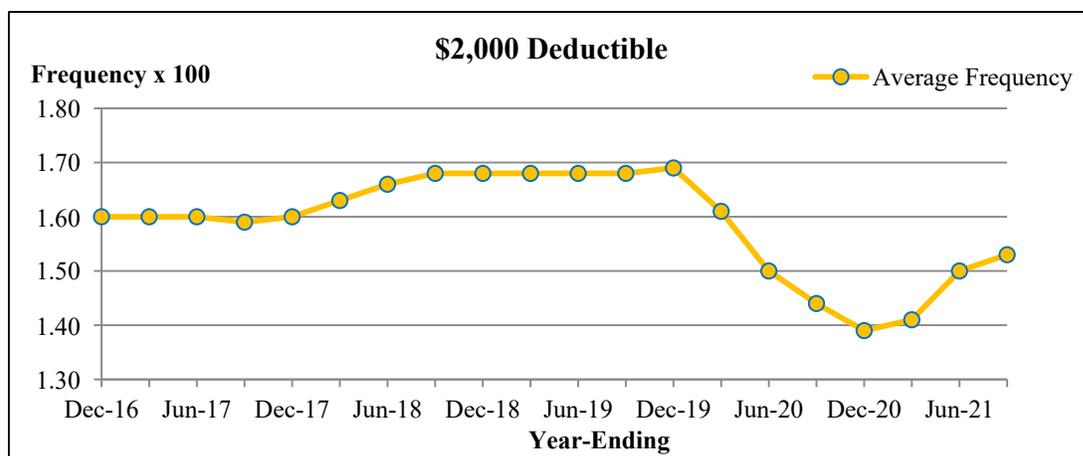
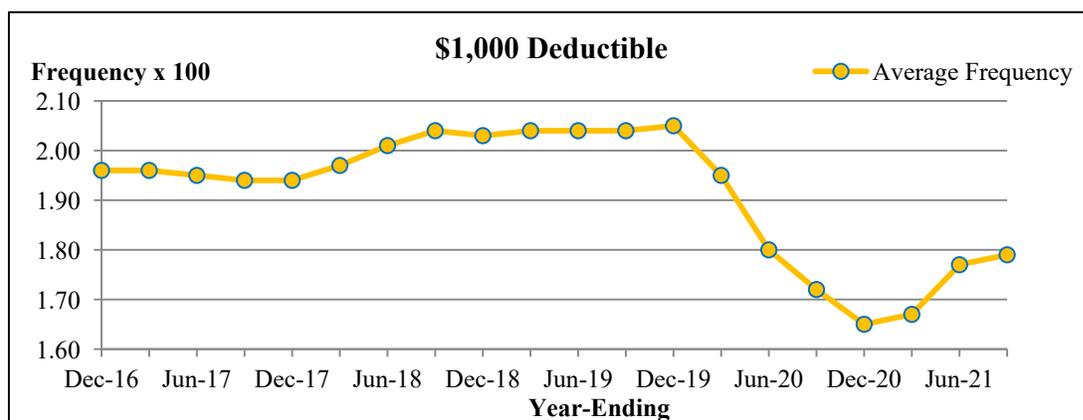
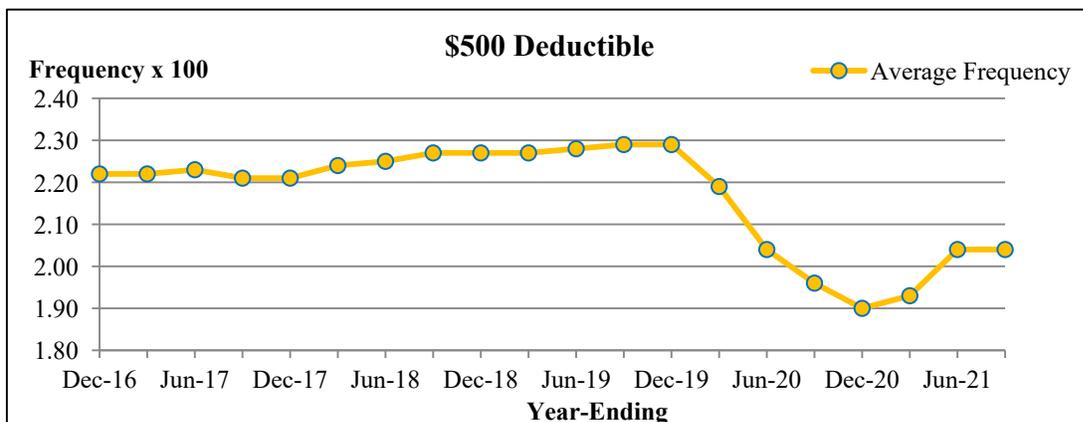
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 03/31/xxx and 09/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 7.5% of losses, are excluded from trend calculations.

VERISK

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



\*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

VERISK

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
	Value	Value	Value
12/31/2016	5,153.64	5,844.07	6,191.09
3/31/2017	5,185.97	5,888.99	6,226.24
6/30/2017	5,177.73	5,935.66	6,297.74
9/30/2017	5,264.23	5,985.44	6,370.87
12/31/2017	5,330.07	6,038.03	6,414.89
3/31/2018	5,383.82	6,136.04	6,511.92
6/30/2018	5,433.68	6,178.60	6,570.50
9/30/2018	5,517.02	6,268.33	6,655.62
12/31/2018	5,549.18	6,359.22	6,775.32
3/31/2019	5,653.77	6,441.90	6,896.50
6/30/2019	5,744.98	6,588.17	7,059.55
9/30/2019	5,762.21	6,622.79	7,108.17
12/31/2019	5,826.04	6,671.86	7,152.25
3/31/2020	5,882.46	6,770.37	7,254.35
6/30/2020	5,987.52	6,836.18	7,301.46
9/30/2020	6,126.43	7,039.51	7,509.61
12/31/2020	6,379.19	7,282.54	7,778.86
3/31/2021	6,644.27	7,495.36	7,975.67
6/30/2021	6,941.88	7,792.22	8,287.38
9/30/2021	7,264.51	8,114.51	8,583.28

Average Annual Change Using Exponential Fits:

20 point fit:	6.6%	6.5%	6.6%
16 point fit:	7.6%	7.4%	7.4%
12 point fit:	9.5%	8.7%	8.3%

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

\* Multistate data excludes Massachusetts

VERISK

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	
	Value	Change**	Value	Change**	Value	Change**
12/31/2016	2.95		1.80		1.18	
3/31/2017	2.88		1.77		1.16	
6/30/2017	2.84		1.76		1.15	
9/30/2017	2.85		1.78		1.17	
12/31/2017	2.91		1.83		1.20	
3/31/2018	2.97	3.1%	1.85	4.5%	1.21	4.3%
6/30/2018	3.06		1.90		1.24	
9/30/2018	3.15	10.5%	1.94	9.0%	1.25	6.8%
12/31/2018	3.23		1.98		1.27	
3/31/2019	3.34	12.5%	2.04	10.3%	1.31	8.3%
6/30/2019	3.43		2.11		1.34	
9/30/2019	3.50	11.1%	2.16	11.3%	1.36	8.8%
12/31/2019	3.52		2.17		1.35	
3/31/2020	3.40	1.8%	2.11	3.4%	1.32	0.8%
6/30/2020	3.13		1.96		1.24	
9/30/2020	3.05	-12.9%	1.93	-10.6%	1.23	-9.6%
12/31/2020	2.97		1.89		1.21	
3/31/2021	3.08	-9.4%	1.95	-7.6%	1.22	-7.6%
6/30/2021	3.38		2.11		1.30	
9/30/2021	3.43	12.5%	2.13	10.4%	1.31	6.5%

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

Deductible:	Percent of Losses
Full	0.5%
\$50	0.4%
\$100	2.8%
\$200	0.5%
\$250	10.8%
\$500	36.9%
\$1,000	43.2%
\$2,000	3.2%
\$3,000	0.7%
\$5,000	1.0%

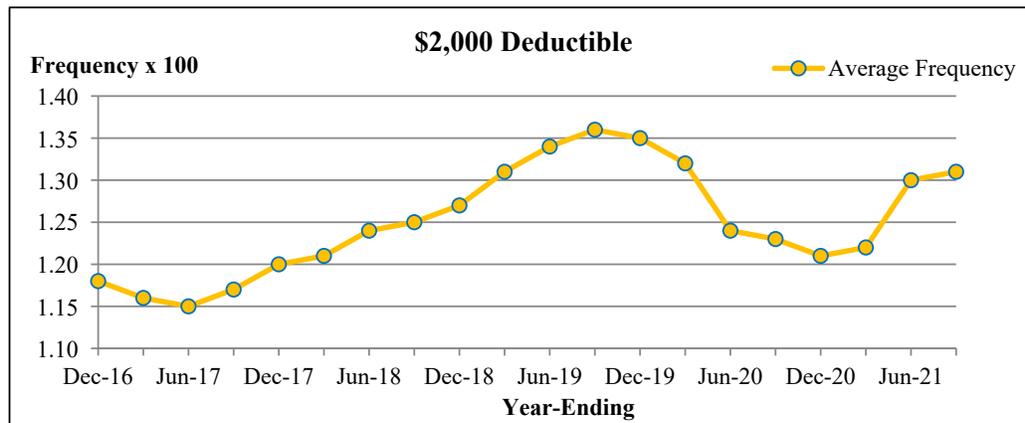
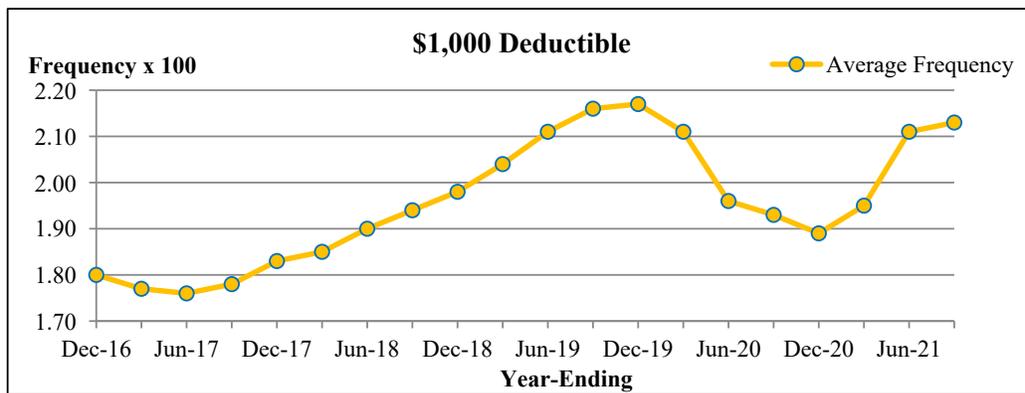
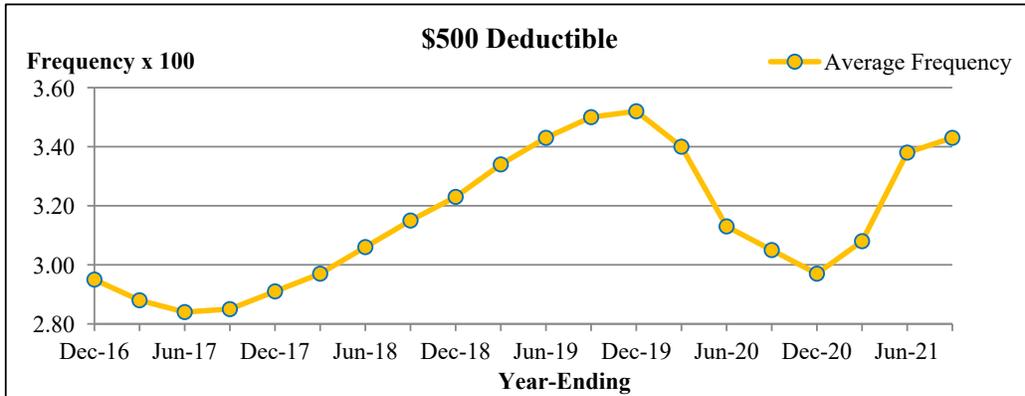
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 03/31/xxx and 09/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 1.7% of losses, are excluded from trend calculations.

VERISK

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



\*Excludes Massachusetts  
Selected Other Than Collision Frequency Trend Factor: 0.0%

VERISK

Multistate\*  
Private Passenger Types Physical Damage  
Other Than Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
	Value	Value	Value
12/31/2016	1,705.64	2,229.58	2,694.06
3/31/2017	1,766.16	2,272.10	2,731.37
6/30/2017	1,769.47	2,293.84	2,772.56
9/30/2017	1,810.05	2,388.28	2,883.10
12/31/2017	1,833.70	2,447.17	2,954.46
3/31/2018	1,825.89	2,434.55	2,945.05
6/30/2018	1,860.03	2,488.53	3,007.29
9/30/2018	1,858.08	2,452.07	2,967.29
12/31/2018	1,897.60	2,524.36	3,084.64
3/31/2019	1,920.48	2,571.18	3,150.16
6/30/2019	1,925.55	2,597.97	3,181.63
9/30/2019	1,927.25	2,639.38	3,237.76
12/31/2019	1,933.90	2,673.60	3,286.20
3/31/2020	1,995.64	2,761.81	3,386.22
6/30/2020	2,074.52	2,795.88	3,442.94
9/30/2020	2,171.52	2,876.00	3,547.46
12/31/2020	2,244.79	2,889.41	3,559.01
3/31/2021	2,213.33	2,842.87	3,534.53
6/30/2021	2,218.46	2,886.21	3,613.62
9/30/2021	2,260.16	2,937.33	3,667.42

Average Annual Change Using Exponential Fits:

20 point fit:	5.9%	6.0%	6.8%
16 point fit:	6.5%	5.7%	6.6%
12 point fit:	7.8%	5.8%	6.6%

Selected severity trend:	6.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	6.0%

\* Multistate data excludes Massachusetts

VERISK

Multistate\*  
Private Passenger Types Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Value	Change**	Value	Change**	Value	Change**
12/31/2016	4.94		4.21		3.15	
3/31/2017	4.91		4.20		3.14	
6/30/2017	4.97		4.21		3.16	
9/30/2017	4.94		4.16		3.13	
12/31/2017	4.94		4.18		3.15	
3/31/2018	5.02	2.2%	4.25	1.2%	3.22	2.5%
6/30/2018	4.96		4.26		3.23	
9/30/2018	4.97	0.6%	4.31	3.6%	3.27	4.5%
12/31/2018	4.94		4.30		3.27	
3/31/2019	4.89	-2.6%	4.30	1.2%	3.28	1.9%
6/30/2019	4.90		4.32		3.32	
9/30/2019	4.91	-1.2%	4.33	0.5%	3.33	1.8%
12/31/2019	4.84		4.35		3.33	
3/31/2020	4.60	-5.9%	4.13	-4.0%	3.18	-3.0%
6/30/2020	4.07		3.63		2.80	
9/30/2020	3.76	-23.4%	3.33	-23.1%	2.62	-21.3%
12/31/2020	3.45		3.01		2.41	
3/31/2021	3.36	-27.0%	2.93	-29.1%	2.36	-25.8%
6/30/2021	3.71		3.23		2.62	
9/30/2021	3.75	-0.3%	3.30	-0.9%	2.69	2.7%

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

Deductible:	Percent of Losses
\$100	0.3%
\$200	0.0%
\$250	1.3%
\$500	34.9%
\$1,000	57.8%
\$2,000	3.6%
\$3,000	0.8%
\$5,000	1.3%

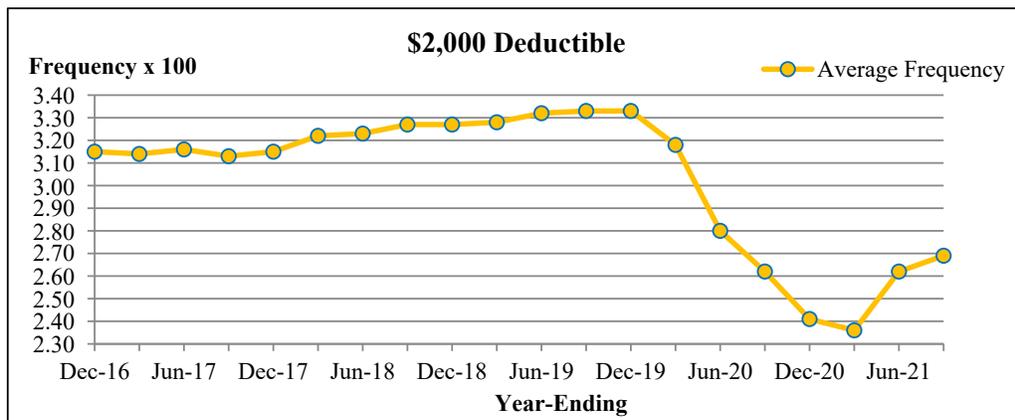
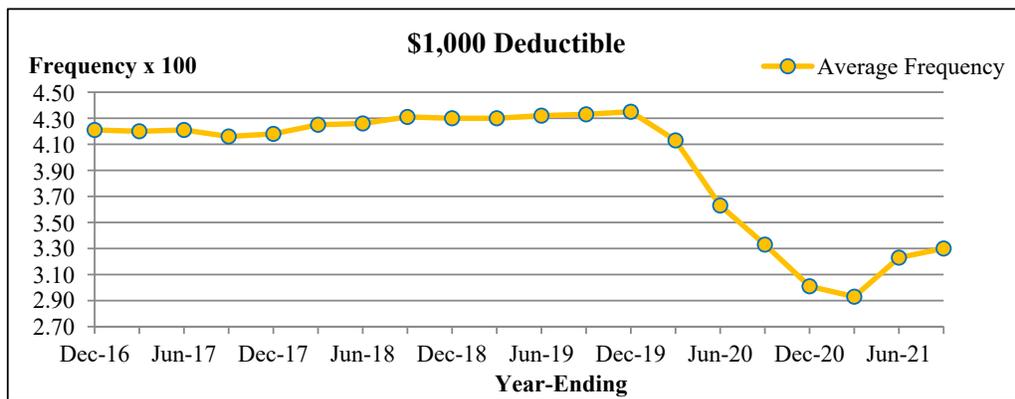
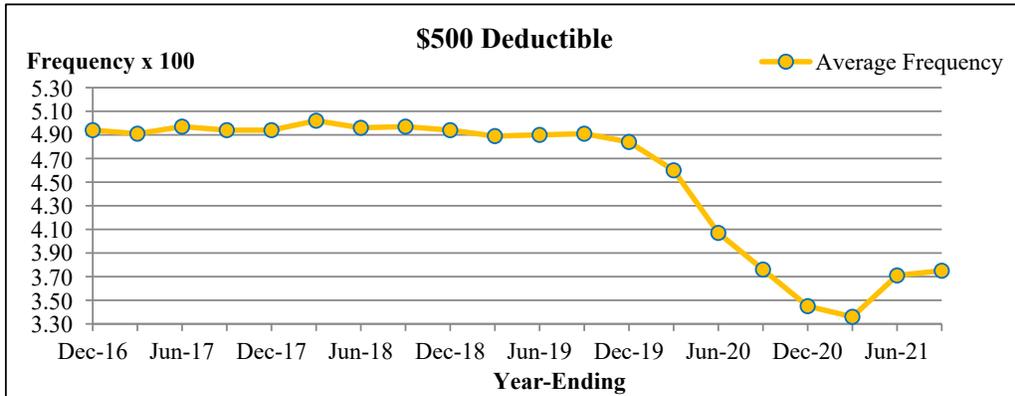
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 03/31/xxx and 09/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 2.1% of losses, are excluded from trend calculations.

VERISK

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



\*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

VERISK

Multistate\*  
Private Passenger Types Physical Damage  
Collision

Severity Trend

	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
Year Ending:	Value	Value	Value
12/31/2016	4,232.27	4,727.37	5,185.52
3/31/2017	4,209.67	4,696.62	5,145.69
6/30/2017	4,217.09	4,721.69	5,169.44
9/30/2017	4,235.37	4,771.66	5,221.75
12/31/2017	4,296.82	4,836.85	5,299.60
3/31/2018	4,387.83	4,884.64	5,330.40
6/30/2018	4,539.11	4,973.77	5,430.42
9/30/2018	4,590.84	5,024.42	5,496.64
12/31/2018	4,540.79	5,002.09	5,447.53
3/31/2019	4,614.70	5,095.77	5,558.11
6/30/2019	4,588.90	5,113.44	5,544.39
9/30/2019	4,691.78	5,124.96	5,562.36
12/31/2019	4,841.39	5,248.50	5,721.84
3/31/2020	4,919.55	5,312.98	5,785.04
6/30/2020	5,040.82	5,396.19	5,868.16
9/30/2020	5,035.48	5,489.92	5,885.37
12/31/2020	5,142.42	5,655.91	5,982.13
3/31/2021	5,181.83	5,773.28	6,105.88
6/30/2021	5,364.19	6,008.92	6,390.19
9/30/2021	5,703.06	6,329.20	6,764.15

Average Annual Change Using Exponential Fits:

20 point fit:	6.0%	5.6%	4.8%
16 point fit:	6.5%	6.4%	5.5%
12 point fit:	7.7%	8.1%	6.9%

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

\* Multistate data excludes Massachusetts

VERISK

State Group Data\*  
Trucks, Tractors, & Trailers  
Physical Damage  
Vehicle Value Factor Trend Calculation

Companies Not Reporting Age Code X Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
3/31/2020	1.052	0.769
9/30/2020	1.100	0.785
3/31/2021	1.080	0.822
9/30/2021	1.060	0.867

Exponential Trend (Average Annual Change)

4 Points	0.1%	8.5%
3 Points	-3.7%	10.4%

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

State Group Data\*  
Trucks, Tractors, & Trailers  
Physical Damage  
Vehicle Value Factor Trend Calculation

All Companies  
Excluding 11th Preceding Model Year and Older Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
3/31/2017	0.972	0.812
9/30/2017	0.987	0.830
3/31/2018	1.004	0.851
9/30/2018	1.021	0.871
3/31/2019	1.036	0.886
9/30/2019	1.046	0.893
3/31/2020	1.054	0.897
9/30/2020	1.060	0.899
3/31/2021	1.065	0.897
9/30/2021	1.072	0.896

Exponential Trend (Average Annual Change)

9 Points	2.0%	1.8%
7 Points	1.6%	0.8%
5 Points	1.2%	0.1%

Selected Annual VVF Trend:	2.0%	2.5%
----------------------------	------	------

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

State Group Data\*  
 Private Passenger Types  
 Physical Damage  
 Vehicle Value Factor Trend Calculation

Companies Not Reporting Age Code X Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
3/31/2019	0.941	0.825
9/30/2019	0.963	0.824
3/31/2020	0.965	0.817
9/30/2020	0.971	0.809
3/31/2021	0.989	0.800
9/30/2021	1.013	0.833

Exponential Trend (Average Annual Change)

6 Points	2.6%	-0.3%
5 Points	2.6%	0.0%
4 Points	3.3%	0.9%

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

VERISK

State Group Data\*  
Private Passenger Types  
Physical Damage  
Vehicle Value Factor Trend Calculation

All Companies  
Excluding 11th Preceding Model Year and Older Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
3/31/2017	1.034	0.934
9/30/2017	1.039	0.937
3/31/2018	1.049	0.942
9/30/2018	1.068	0.954
3/31/2019	1.083	0.959
9/30/2019	1.088	0.958
3/31/2020	1.099	0.962
9/30/2020	1.116	0.968
3/31/2021	1.133	0.973
9/30/2021	1.152	0.982

Exponential Trend (Average Annual Change)

9 Points	2.5%	1.1%
7 Points	2.5%	0.9%
5 Points	3.0%	1.2%

Selected Annual VVF Trend:	2.5%	1.0%
----------------------------	------	------

\* Includes California, Delaware, Florida, Georgia, Indiana, Kansas, Ohio, Pennsylvania, Puerto Rico, South Carolina, Texas, and Virginia

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2010	5,917,444	7,770,563	8,446,666	1.313	1.087	
06/30/2011	6,588,585	7,518,334	7,733,464	1.141	1.029	
06/30/2012	7,168,160	8,567,035	9,327,580	1.195	1.089	
06/30/2013	7,862,969	9,326,174	10,565,619	1.186	1.133	
06/30/2014	7,698,155	8,206,841	8,964,326	1.066	1.092	
06/30/2015	7,125,440	8,456,593	9,170,400	1.187	1.084	
06/30/2016	8,242,771	9,357,457	9,747,848	1.135	1.042	
06/30/2017	8,732,596	10,347,619	11,293,420	1.185	1.091	
06/30/2018	7,526,224	8,732,080	9,845,960	1.160	1.128	
06/30/2019	6,505,891	7,570,367	8,362,491	1.164	1.105	
06/30/2020	7,375,369	9,210,810		1.249		
06/30/2021	7,621,159					
(1) Average Factor (Best 3 of 5) :				(A) State	1.170	1.093
				(B) Multistate	1.265	1.119
(2) Credibility					0.900	0.710
(3) Credibility Weighted Factors					1.180	1.101

## Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2010	6,180,187	6,094,404	6,148,701	0.986	1.009	
06/30/2011	6,877,990	6,875,344	6,901,155	1.000	1.004	
06/30/2012	7,026,449	7,191,828	7,180,349	1.024	0.998	
06/30/2013	7,575,445	7,729,819	7,750,947	1.020	1.003	
06/30/2014	7,555,853	7,808,000	7,787,496	1.033	0.997	
06/30/2015	7,306,502	7,561,988	7,642,657	1.035	1.011	
06/30/2016	8,021,465	8,286,120	8,339,727	1.033	1.006	
06/30/2017	8,783,459	8,781,590	8,978,228	1.000	1.022	
06/30/2018	8,407,683	8,492,106	8,431,977	1.010	0.993	
06/30/2019	8,484,649	8,805,484	8,870,245	1.038	1.007	
06/30/2020	8,445,854	8,715,203		1.032		
06/30/2021	8,359,311					
(1) Average Factor (Best 3 of 5) :				(A) State	1.025	1.008
				(B) Multistate	1.046	1.010
(2) Credibility					0.940	0.000
(3) Credibility Weighted Factors					1.026	1.010

## Summary of Factors

	Bodily <u>Injury</u>	Property <u>Damage</u>
39 to Ultimate **	1.075	1.006
27 to Ultimate	1.184	1.016
15 to Ultimate	1.397	1.042

\*\* Multistate factors

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2010	281,325,189	355,763,859	391,164,471	409,596,893	414,237,468
06/30/2011	303,254,767	372,329,790	414,190,073	432,527,623	438,857,578
06/30/2012	325,865,244	405,123,744	448,547,641	466,643,623	476,438,172
06/30/2013	334,015,926	412,503,643	458,949,915	485,996,310	493,841,803
06/30/2014	354,733,769	440,159,193	492,717,745	521,747,421	531,879,179
06/30/2015	383,350,940	480,656,815	541,343,289	566,997,955	578,197,005
06/30/2016	436,390,816	550,412,412	614,172,224	646,764,196	659,142,430
06/30/2017	472,427,939	592,359,889	661,174,046	692,057,440	706,788,051
06/30/2018	474,175,779	599,514,278	668,670,043	704,065,297	
06/30/2019	477,151,940	606,199,910	687,122,327		
06/30/2020	425,464,482	558,625,585			
06/30/2021	420,919,967				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2010	1.265	1.100	1.047	1.011
06/30/2011	1.228	1.112	1.044	1.015
06/30/2012	1.243	1.107	1.040	1.021
06/30/2013	1.235	1.113	1.059	1.016
06/30/2014	1.241	1.119	1.059	1.019
06/30/2015	1.254	1.126	1.047	1.020
06/30/2016	1.261	1.116	1.053	1.019
06/30/2017	1.254	1.116	1.047	1.021
06/30/2018	1.264	1.115	1.053	
06/30/2019	1.270	1.133		
06/30/2020	1.313			
Average Factor: ( Best 3 of 5 )	1.265	1.119	1.051	1.019

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.004
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.023
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.075
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.203
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.522

VERISK

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
Tort States  
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>	<u>123 Months</u>
06/30/2010	416,591,618	416,515,018	416,468,772	416,621,728	416,745,388
06/30/2011	441,792,530	442,612,545	442,513,159	442,576,703	442,465,361
06/30/2012	476,644,856	476,847,047	476,258,041	476,312,149	476,414,189
06/30/2013	493,218,442	494,048,926	494,348,791	494,092,060	
06/30/2014	535,764,235	534,441,542	534,724,059		
06/30/2015	579,870,433	581,275,031			
06/30/2016	662,822,063				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2010	1.006	1.000	1.000	1.000	1.000
06/30/2011	1.007	1.002	1.000	1.000	1.000
06/30/2012	1.000	1.000	0.999	1.000	1.000
06/30/2013	0.999	1.002	1.001	0.999	
06/30/2014	1.007	0.998	1.001		
06/30/2015	1.003	1.002			
06/30/2016	1.006				
Average Factor: ( Best 3 of 5 )	1.003	1.001	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)	=	1.001

VERISK

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
06/30/2010	359,112,322	369,565,305	371,523,382	373,242,731	373,277,915
06/30/2011	383,255,402	395,367,556	397,502,901	397,536,831	399,129,325
06/30/2012	402,883,045	416,151,795	420,246,733	418,828,456	419,321,422
06/30/2013	421,359,121	435,109,583	438,012,269	440,402,482	441,257,997
06/30/2014	450,323,712	466,435,968	469,889,921	471,219,619	471,673,185
06/30/2015	474,658,191	496,550,192	501,555,180	503,524,800	504,228,140
06/30/2016	508,588,200	532,864,355	538,558,401	540,486,715	540,130,129
06/30/2017	536,947,116	558,810,945	564,466,019	566,242,893	567,087,720
06/30/2018	560,508,484	588,671,119	594,345,262	595,332,247	
06/30/2019	598,861,286	628,701,863	633,375,956		
06/30/2020	517,157,191	537,197,299			
06/30/2021	500,518,842				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2010	1.029	1.005	1.005	1.000
06/30/2011	1.032	1.005	1.000	1.004
06/30/2012	1.033	1.010	0.997	1.001
06/30/2013	1.033	1.007	1.005	1.002
06/30/2014	1.036	1.007	1.003	1.001
06/30/2015	1.046	1.010	1.004	1.001
06/30/2016	1.048	1.011	1.004	0.999
06/30/2017	1.041	1.010	1.003	1.001
06/30/2018	1.050	1.010	1.002	
06/30/2019	1.050	1.007		
06/30/2020	1.039			
Average Factor: ( Best 3 of 5 )	1.046	1.010	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) =	1.016
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.063

VERISK

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>
06/30/2010	373,255,832	373,582,751	373,501,602	373,767,316
06/30/2011	400,337,524	400,576,484	400,794,436	400,863,934
06/30/2012	419,574,461	420,221,012	420,521,753	420,499,847
06/30/2013	441,734,027	442,072,330	442,171,708	442,069,585
06/30/2014	472,230,045	472,109,266	472,055,209	
06/30/2015	504,306,010	504,995,380		
06/30/2016	540,409,068			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2010	1.000	1.001	1.000	1.001
06/30/2011	1.003	1.001	1.001	1.000
06/30/2012	1.001	1.002	1.001	1.000
06/30/2013	1.001	1.001	1.000	1.000
06/30/2014	1.001	1.000	1.000	
06/30/2015	1.000	1.001		
06/30/2016	1.001			
Average Factor: ( Best 3 of 5 )	1.001	1.001	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)	=	1.001

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2010	1,898,351	2,213,836	2,021,330	1.166	0.913
06/30/2011	2,189,370	2,734,137	3,197,458	1.249	1.169
06/30/2012	1,863,491	2,264,657	2,564,803	1.215	1.133
06/30/2013	1,742,443	1,832,069	1,935,746	1.051	1.057
06/30/2014	2,500,206	3,125,331	3,599,575	1.250	1.152
06/30/2015	2,040,100	2,706,640	2,871,602	1.327	1.061
06/30/2016	1,760,962	2,017,718	2,036,128	1.146	1.009
06/30/2017	1,786,140	2,071,843	2,137,273	1.160	1.032
06/30/2018	1,414,742	1,621,678	1,866,764	1.146	1.151
06/30/2019	1,490,343	1,838,978	1,981,368	1.234	1.077
06/30/2020	1,232,431	1,353,473		1.098	
06/30/2021	1,208,781				

(1) Average Factor (Best 3 of 5) :	(A) State	1.151	1.057
	(B) Multistate	1.246	1.121
(2) Credibility		0.730	0.580
(3) Credibility Weighted Factors		1.177	1.084

Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2010	1,621,093	1,622,850	1,624,417	1.001	1.001
06/30/2011	1,748,718	1,780,895	1,763,836	1.018	0.990
06/30/2012	1,626,032	1,626,541	1,637,661	1.000	1.007
06/30/2013	1,851,615	1,865,441	1,875,894	1.007	1.006
06/30/2014	2,009,164	2,125,917	2,131,123	1.058	1.002
06/30/2015	1,605,458	1,647,792	1,618,277	1.026	0.982
06/30/2016	1,782,051	1,894,006	1,904,630	1.063	1.006
06/30/2017	1,492,199	1,488,058	1,504,672	0.997	1.011
06/30/2018	1,685,294	1,753,520	1,813,532	1.040	1.034
06/30/2019	1,507,921	1,629,147	1,628,721	1.080	1.000
06/30/2020	1,454,295	1,461,345		1.005	
06/30/2021	1,010,295				

(1) Average Factor (Best 3 of 5) :	(A) State	1.036	1.006
	(B) Multistate	1.048	1.007
(2) Credibility		0.890	0.000
(3) Credibility Weighted Factors		1.037	1.007

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.081	1.004
27 to Ultimate	1.172	1.011
15 to Ultimate	1.379	1.048

\*\* Multistate factors

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2010	67,558,264	80,119,252	86,098,811	89,860,159	91,480,440
06/30/2011	75,216,941	92,096,281	100,274,088	105,456,181	106,399,203
06/30/2012	79,575,234	96,558,732	104,711,898	110,336,041	112,430,424
06/30/2013	75,192,346	89,848,489	97,247,986	102,079,057	104,205,251
06/30/2014	76,805,143	92,962,223	102,929,676	109,061,897	110,121,466
06/30/2015	73,682,753	91,255,817	104,655,129	109,902,250	111,702,015
06/30/2016	76,988,888	94,359,388	106,929,464	112,294,361	114,166,192
06/30/2017	75,689,098	95,141,542	105,083,227	109,597,169	111,187,528
06/30/2018	78,944,143	96,141,910	108,070,408	115,076,650	
06/30/2019	80,154,161	100,611,997	111,247,304		
06/30/2020	63,493,372	81,050,884			
06/30/2021	54,884,132				

## Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2010	1.186	1.075	1.044	1.018
06/30/2011	1.224	1.089	1.052	1.009
06/30/2012	1.213	1.084	1.054	1.019
06/30/2013	1.195	1.082	1.050	1.021
06/30/2014	1.210	1.107	1.060	1.010
06/30/2015	1.238	1.147	1.050	1.016
06/30/2016	1.226	1.133	1.050	1.017
06/30/2017	1.257	1.104	1.043	1.015
06/30/2018	1.218	1.124	1.065	
06/30/2019	1.255	1.106		
06/30/2020	1.277			
Average Factor: ( Best 3 of 5 )	1.246	1.121	1.053	1.016

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.010
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.026
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.081
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.211
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.509

VERISK

Basic Limits Loss Development  
Private Passenger Types - Bodily Injury  
Tort States  
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>	<u>123 Months</u>
06/30/2010	91,480,043	91,332,658	91,448,673	91,501,781	91,501,515
06/30/2011	106,827,122	106,981,879	107,325,520	107,345,680	107,374,046
06/30/2012	113,388,196	113,515,165	113,696,312	113,787,541	113,742,493
06/30/2013	104,883,262	105,308,009	105,349,949	105,320,240	
06/30/2014	110,541,675	110,737,676	111,097,454		
06/30/2015	112,215,821	112,249,195			
06/30/2016	115,534,654				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2010	1.000	0.998	1.001	1.001	1.000
06/30/2011	1.004	1.001	1.003	1.000	1.000
06/30/2012	1.009	1.001	1.002	1.001	1.000
06/30/2013	1.007	1.004	1.000	1.000	
06/30/2014	1.004	1.002	1.003		
06/30/2015	1.005	1.000			
06/30/2016	1.012				
Average Factor: ( Best 3 of 5 )	1.007	1.001	1.002	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)	=	1.002
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.003

VERISK

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
06/30/2010	82,532,579	85,157,012	85,577,804	85,711,761	85,669,019
06/30/2011	88,695,659	91,732,924	92,386,595	92,537,949	92,842,628
06/30/2012	93,790,726	96,424,086	97,076,916	97,575,042	97,756,688
06/30/2013	94,031,157	97,754,023	98,211,172	98,414,798	98,433,163
06/30/2014	96,999,858	100,844,604	101,693,893	101,824,678	102,322,833
06/30/2015	95,050,928	98,748,596	99,478,732	99,830,871	99,738,828
06/30/2016	99,236,056	104,136,999	104,658,337	104,861,500	104,963,387
06/30/2017	98,184,536	102,554,221	103,240,218	103,444,104	103,650,151
06/30/2018	98,725,580	103,610,091	104,496,198	104,652,247	
06/30/2019	99,157,650	104,328,391	105,112,761		
06/30/2020	78,563,480	80,805,086			
06/30/2021	61,026,811				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2010	1.032	1.005	1.002	1.000
06/30/2011	1.034	1.007	1.002	1.003
06/30/2012	1.028	1.007	1.005	1.002
06/30/2013	1.040	1.005	1.002	1.000
06/30/2014	1.040	1.008	1.001	1.005
06/30/2015	1.039	1.007	1.004	0.999
06/30/2016	1.049	1.005	1.002	1.001
06/30/2017	1.045	1.007	1.002	1.002
06/30/2018	1.049	1.009	1.001	
06/30/2019	1.052	1.008		
06/30/2020	1.029			
Average Factor: ( Best 3 of 5 )	1.048	1.007	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) =	1.011
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.060

VERISK

Basic Limits Loss Development  
Private Passenger Types - 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>
06/30/2010	85,749,832	85,766,181	85,758,608	85,760,608
06/30/2011	92,919,565	92,919,023	92,848,827	92,847,073
06/30/2012	97,933,769	97,960,760	97,919,983	97,920,024
06/30/2013	98,483,547	98,497,232	98,520,355	98,532,713
06/30/2014	102,145,561	102,239,010	102,276,158	
06/30/2015	99,838,423	99,833,914		
06/30/2016	104,973,518			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2010	1.001	1.000	1.000	1.000
06/30/2011	1.001	1.000	0.999	1.000
06/30/2012	1.002	1.000	1.000	1.000
06/30/2013	1.001	1.000	1.000	1.000
06/30/2014	0.998	1.001	1.000	
06/30/2015	1.001	1.000		
06/30/2016	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

## VERISK

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>
06/30/2010	158,376,763	162,813,737	163,175,571	163,227,460	163,111,245
06/30/2011	174,456,428	179,856,133	179,871,190	179,889,485	179,986,563
06/30/2012	183,751,102	189,259,302	189,132,082	189,266,798	189,350,522
06/30/2013	212,676,859	217,632,942	217,866,166	218,093,744	218,294,442
06/30/2014	181,221,108	186,842,537	187,529,923	187,495,986	187,581,715
06/30/2015	178,115,075	183,430,916	183,307,286	183,622,378	183,563,413
06/30/2016	197,738,405	203,388,585	203,886,925	204,088,442	204,053,457
06/30/2017	238,242,659	245,651,877	246,108,558	246,236,890	246,244,773
06/30/2018	234,484,862	242,364,618	242,274,345	242,047,261	
06/30/2019	238,587,080	245,595,362	246,092,825		
06/30/2020	246,455,902	253,424,146			
06/30/2021	266,155,823				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2010	1.028	1.002	1.000	0.999
06/30/2011	1.031	1.000	1.000	1.001
06/30/2012	1.030	0.999	1.001	1.000
06/30/2013	1.023	1.001	1.001	1.001
06/30/2014	1.031	1.004	1.000	1.000
06/30/2015	1.030	0.999	1.002	1.000
06/30/2016	1.029	1.002	1.001	1.000
06/30/2017	1.031	1.002	1.001	1.000
06/30/2018	1.034	1.000	0.999	
06/30/2019	1.029	1.002		
06/30/2020	1.028			
Average Factor: ( Best 3 of 5 )	1.030	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) =	1.032

## VERISK

Physical Damage Loss Development  
Trucks, Tractors and Trailers - 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>
06/30/2010	163,198,955	163,172,079	163,173,190	163,233,434	163,222,915
06/30/2011	180,049,850	180,050,469	180,041,213	180,037,816	180,023,797
06/30/2012	189,176,515	189,198,307	189,193,053	189,197,640	189,156,902
06/30/2013	218,359,673	218,360,502	218,402,461	218,383,037	
06/30/2014	187,557,942	187,581,311	187,579,065		
06/30/2015	183,593,529	183,598,460			
06/30/2016	204,057,989				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2010	1.001	1.000	1.000	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	0.999	1.000	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	1.000	
06/30/2014	1.000	1.000	1.000		
06/30/2015	1.000	1.000			
06/30/2016	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

VERISK

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2010	358,878,808	354,356,002	353,477,385	353,282,770	353,091,853
06/30/2011	399,147,727	394,045,909	392,290,611	391,793,070	392,021,216
06/30/2012	411,650,054	405,578,556	404,174,817	403,851,393	403,832,752
06/30/2013	426,270,734	417,637,807	416,762,945	416,025,571	416,570,073
06/30/2014	469,036,576	460,147,117	458,318,159	457,031,193	456,831,856
06/30/2015	501,287,753	488,790,031	485,863,483	485,315,784	485,288,560
06/30/2016	532,122,464	520,319,857	516,952,400	515,816,501	515,799,739
06/30/2017	563,942,043	548,933,884	544,269,809	543,600,113	543,455,735
06/30/2018	598,624,332	581,211,500	577,216,580	575,945,290	
06/30/2019	634,014,837	616,120,803	612,674,660		
06/30/2020	577,049,010	563,325,942			
06/30/2021	622,122,543				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2010	0.987	0.998	0.999	0.999
06/30/2011	0.987	0.996	0.999	1.001
06/30/2012	0.985	0.997	0.999	1.000
06/30/2013	0.980	0.998	0.998	1.001
06/30/2014	0.981	0.996	0.997	1.000
06/30/2015	0.975	0.994	0.999	1.000
06/30/2016	0.978	0.994	0.998	1.000
06/30/2017	0.973	0.992	0.999	1.000
06/30/2018	0.971	0.993	0.998	
06/30/2019	0.972	0.994		
06/30/2020	0.976			
Average Factor: ( Best 3 of 5 )	0.974	0.994	0.998	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) =	0.998
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) =	0.966

## VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2010	353,107,207	353,074,673	353,064,739	353,078,299	353,048,092
06/30/2011	392,007,865	391,890,530	391,835,336	391,813,804	391,875,263
06/30/2012	403,766,651	403,783,749	403,762,000	403,748,799	403,728,837
06/30/2013	416,406,256	416,359,847	416,088,259	416,062,168	
06/30/2014	456,518,257	456,683,847	456,678,354		
06/30/2015	485,520,563	486,072,227			
06/30/2016	515,798,601				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2010	1.000	1.000	1.000	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	1.000
06/30/2013	1.000	1.000	0.999	1.000	
06/30/2014	0.999	1.000	1.000		
06/30/2015	1.000	1.001			
06/30/2016	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

## VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2010	55,858,076	56,916,880	56,881,274	56,886,789	56,884,857
06/30/2011	67,355,978	69,004,800	68,996,483	68,980,903	68,952,268
06/30/2012	71,175,409	71,848,106	71,869,974	71,863,232	71,863,242
06/30/2013	81,005,061	81,578,497	81,633,890	81,705,319	81,717,968
06/30/2014	62,765,527	64,653,830	64,876,256	64,895,139	64,901,591
06/30/2015	55,895,095	56,981,654	57,049,272	57,049,839	57,057,709
06/30/2016	61,282,276	62,389,199	62,373,552	62,310,976	62,282,113
06/30/2017	66,916,570	68,739,904	68,685,224	68,703,114	68,745,678
06/30/2018	69,660,570	70,635,623	70,259,760	70,235,522	
06/30/2019	64,566,391	65,808,682	65,707,289		
06/30/2020	62,935,224	64,003,129			
06/30/2021	60,757,251				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2010	1.019	0.999	1.000	1.000
06/30/2011	1.024	1.000	1.000	1.000
06/30/2012	1.009	1.000	1.000	1.000
06/30/2013	1.007	1.001	1.001	1.000
06/30/2014	1.030	1.003	1.000	1.000
06/30/2015	1.019	1.001	1.000	1.000
06/30/2016	1.018	1.000	0.999	1.000
06/30/2017	1.027	0.999	1.000	1.001
06/30/2018	1.014	0.995	1.000	
06/30/2019	1.019	0.998		
06/30/2020	1.017			
Average Factor: ( Best 3 of 5 )	1.018	0.999	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) =	0.999
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.017

## VERISK

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>
06/30/2010	56,867,315	56,867,610	56,903,029	56,907,441	56,901,297
06/30/2011	68,958,673	68,952,471	68,957,280	68,952,713	68,960,824
06/30/2012	71,882,182	71,918,813	71,890,254	71,889,722	71,875,688
06/30/2013	81,721,045	81,716,262	81,726,136	81,721,547	
06/30/2014	64,905,883	64,907,088	64,905,579		
06/30/2015	57,064,016	57,065,736			
06/30/2016	62,335,563				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2010	1.000	1.000	1.001	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.001	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	1.000	
06/30/2014	1.000	1.000	1.000		
06/30/2015	1.000	1.000			
06/30/2016	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

## VERISK

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>
06/30/2010	145,204,417	140,573,155	140,265,711	140,098,571	140,015,791
06/30/2011	153,556,249	148,004,854	147,602,588	147,399,993	147,400,227
06/30/2012	165,176,320	159,602,563	158,859,953	158,803,681	158,739,651
06/30/2013	165,637,315	158,624,605	157,643,244	157,526,809	157,542,432
06/30/2014	172,332,086	164,490,069	163,756,341	163,556,343	163,560,482
06/30/2015	179,282,897	170,430,756	168,934,686	168,697,332	168,831,612
06/30/2016	187,339,205	178,423,943	176,862,482	176,565,664	176,426,049
06/30/2017	178,101,876	170,485,336	169,453,968	169,049,496	169,056,976
06/30/2018	182,895,214	172,813,390	171,740,729	171,718,126	
06/30/2019	191,218,185	181,727,771	181,027,431		
06/30/2020	171,680,592	165,048,437			
06/30/2021	161,119,360				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2010	0.968	0.998	0.999	0.999
06/30/2011	0.964	0.997	0.999	1.000
06/30/2012	0.966	0.995	1.000	1.000
06/30/2013	0.958	0.994	0.999	1.000
06/30/2014	0.954	0.996	0.999	1.000
06/30/2015	0.951	0.991	0.999	1.001
06/30/2016	0.952	0.991	0.998	0.999
06/30/2017	0.957	0.994	0.998	1.000
06/30/2018	0.945	0.994	1.000	
06/30/2019	0.950	0.996		
06/30/2020	0.961			
Average Factor: ( Best 3 of 5 )	0.953	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) =	0.945

## VERISK

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>
06/30/2010	139,985,310	139,975,290	139,968,450	139,950,691	139,941,500
06/30/2011	147,341,083	147,337,242	147,329,720	147,321,366	147,309,862
06/30/2012	158,706,321	158,678,125	158,657,468	158,626,633	158,621,503
06/30/2013	157,508,084	157,482,443	157,412,617	157,409,519	
06/30/2014	163,509,385	163,493,316	163,480,267		
06/30/2015	168,870,700	168,646,576			
06/30/2016	176,395,362				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2010	1.000	1.000	1.000	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	1.000	
06/30/2014	1.000	1.000	1.000		
06/30/2015	1.000	0.999			
06/30/2016	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

## VERISK

(1) <b>Public Automobiles Liability</b>	Differentials to Base Loss Cost CSL Liab
Taxis & Limos	4.02
School and Church Buses	0.38
Other Buses	3.16
Van Pools	0.95
(2) <b>Public Automobiles Physical Damage</b>	
Taxis, Limos and Van Pools	
Other Than Collision:	1.52
Collision	2.25
School, Church, and Other Buses	
Other Than Collision:	0.68
Collision	0.63
(3) <b>Medical Payments Relativities</b>	<a href="#"><u>EXHIBIT C19</u></a>
(4) <b>Specified Cause of Loss Relativity</b>	0.720
This factor is used for Trucks, Tractors, & Trailers and Private Passenger Types.	
(5)	
The loss cost for hired autos is set forth in Section E. It applies in all territories and is calculated as 0.25% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.	

VERISK

(3) Medical Payments Relativities

Territory	Class of Business					
	Trucks, Tractors, & Trailers	Private Passenger Types	Other Buses	School and Church Buses	Taxicabs and Limousines	Van Pools
	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>
101	0.0134	0.0318	0.0390	0.0537	0.0416	0.0321
102	0.0192	0.0318	0.0492	0.0664	0.0416	0.0321
103	0.0213	0.0318	0.0512	0.0696	0.0416	0.0321
104	0.0224	0.0318	0.0538	0.0757	0.0416	0.0321
105	0.0192	0.0318	0.0444	0.0691	0.0416	0.0321
106	0.0176	0.0318	0.0476	0.0656	0.0416	0.0321
108	0.0167	0.0318	0.0527	0.0707	0.0416	0.0321
109	0.0237	0.0318	0.0567	0.0772	0.0416	0.0321
110	0.0230	0.0318	0.0543	0.0868	0.0416	0.0321
114	0.0235	0.0318	0.0560	0.0752	0.0416	0.0321
115	0.0220	0.0318	0.0521	0.0908	0.0416	0.0321
116	0.0228	0.0318	0.0521	0.0705	0.0416	0.0321
117	0.0236	0.0318	0.0675	0.0910	0.0416	0.0321
124	0.0204	0.0318	0.0630	0.0842	0.0416	0.0321
127	0.0235	0.0318	0.0582	0.0853	0.0416	0.0321
128	0.0200	0.0318	0.0521	0.0721	0.0416	0.0321
129	0.0218	0.0318	0.0552	0.0771	0.0416	0.0321
130	0.0208	0.0318	0.0508	0.0691	0.0416	0.0321
131	0.0199	0.0318	0.0542	0.0744	0.0416	0.0321
132	0.0196	0.0318	0.0690	0.0936	0.0416	0.0321
133	0.0226	0.0318	0.0614	0.0882	0.0416	0.0321
134	0.0236	0.0318	0.0521	0.0785	0.0416	0.0321
135	0.0189	0.0318	0.0536	0.0756	0.0416	0.0321
136	0.0186	0.0318	0.0540	0.0733	0.0416	0.0321
137	0.0257	0.0318	0.0734	0.0989	0.0416	0.0321

VERISK

AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)  
 DETERMINATION OF MULTISTATE\* RATIO  
 SINGLE LIMIT LIABILITY COVERAGE

ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) \$100,000 INCURRED LOSSES (C) #	(3) EXPERIENCE RATIO (2) / (1)	(4) NUMBER OF INCURRED CLAIMS
12/31/15	\$1,695,481,129	\$1,216,370,119	0.717	141,720
12/31/16	\$1,694,886,344	\$1,338,862,520	0.790	147,199
12/31/17	\$1,758,623,845	\$1,412,124,224	0.803	148,092
12/31/18	\$1,775,807,756	\$1,493,898,944	0.841	148,382
12/31/19	\$1,816,865,578	\$1,535,666,287	0.845	141,088
COMBINED	\$8,741,664,652	\$6,996,922,094	0.800	

- (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 ALLOCATED LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.

\* EXCLUDES MASSACHUSETTS

# INCURRED LOSSES AND LOSS ADJUSTMENT EXPENSES ARE NOT TRENDED. TREND FACTORS FOR HIRED AUTOS LIABILITY COVERAGE ARE ASSUMED TO BE THE SAME AS THOSE FOR TRUCKS, TRACTORS & TRAILERS. THEREFORE THEY FAIL TO IMPACT THE RESULT OF THE ANALYSIS.

VERISK

AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)  
 DETERMINATION OF MULTISTATE RATIO  
 SINGLE LIMIT LIABILITY COVERAGE

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	12/31/15	\$741,049,106	\$469,195,278	
ALLOCATED LOSS	12/31/16	\$816,927,778	\$500,825,997	
ADJUSTMENT EXPENSES	12/31/17	\$825,731,341	\$514,768,571	
	12/31/18	\$762,564,883	\$552,987,283	
	12/31/19	\$612,974,289	\$538,742,878	
(2) DEVELOPED LOSSES (A)	12/31/15	\$746,236,450	\$470,133,669	\$1,216,370,119
ALLOCATED LOSS	12/31/16	\$836,534,045	\$502,328,475	\$1,338,862,520
ADJUSTMENT EXPENSES	12/31/17	\$894,267,042	\$517,857,182	\$1,412,124,224
	12/31/18	\$932,616,852	\$561,282,092	\$1,493,898,944
	12/31/19	\$962,982,608	\$572,683,679	\$1,535,666,287

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

1 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	B. I.	P. D.
12/31/15	1.007	1.002
12/31/16	1.024	1.003
12/31/17	1.083	1.006
12/31/18	1.223	1.015
12/31/19	1.571	1.063

## VERISK

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
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	439,353,499	542,693,946	597,649,276	623,261,676	630,849,960
12/31/2009	401,557,300	493,285,209	551,071,107	577,544,124	583,346,772
12/31/2010	429,368,879	528,543,849	585,717,453	615,099,286	625,805,466
12/31/2011	467,222,413	573,293,761	642,470,690	669,865,627	680,194,418
12/31/2012	468,928,545	579,646,313	642,135,152	675,577,797	688,252,766
12/31/2013	469,112,375	585,476,797	657,913,708	705,901,632	721,733,195
12/31/2014	491,731,994	617,212,663	709,907,294	754,903,548	768,642,783
12/31/2015	517,295,745	678,036,454	770,395,228	813,058,719	825,643,781
12/31/2016	592,172,728	765,940,113	865,697,689	908,528,688	
12/31/2017	647,405,741	826,797,971	925,954,071		
12/31/2018	665,324,582	853,140,122			
12/31/2019	671,580,703				

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	1.235	1.101	1.043	1.012
12/31/2009	1.228	1.117	1.048	1.010
12/31/2010	1.231	1.108	1.050	1.017
12/31/2011	1.227	1.121	1.043	1.015
12/31/2012	1.236	1.108	1.052	1.019
12/31/2013	1.248	1.124	1.073	1.022
12/31/2014	1.255	1.150	1.063	1.018
12/31/2015	1.311	1.136	1.055	1.015
12/31/2016	1.293	1.130	1.049	
12/31/2017	1.277	1.120		
12/31/2018	1.282			
Average Factor: ( Best 3 of 5 )	1.284	1.130	1.057	1.017

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.007
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) =	1.223
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.571

## VERISK

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
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	635,767,673	636,344,644	636,794,850	637,052,710	637,210,674
12/31/2009	586,753,888	586,789,252	586,580,333	586,541,323	586,482,648
12/31/2010	626,777,014	627,824,813	628,675,222	629,054,184	629,066,560
12/31/2011	689,840,241	690,628,074	691,258,298	691,061,713	
12/31/2012	690,302,704	691,589,499	692,694,902		
12/31/2013	725,915,042	727,050,222			
12/31/2014	771,137,285				

## 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	1.001	1.001	1.000	1.000
12/31/2009	1.006	1.000	1.000	1.000	1.000
12/31/2010	1.002	1.002	1.001	1.001	1.000
12/31/2011	1.014	1.001	1.001	1.000	
12/31/2012	1.003	1.002	1.002		
12/31/2013	1.006	1.002			
12/31/2014	1.003				
Average Factor: ( Best 3 of 5 )	1.004	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

## VERISK

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

## VERISK

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

## VERISK

COMMERCIAL AUTOMOBILE LIABILITY  
CLASS 6625 - HIRED AUTOS - NON-TRUCKERS EXCESS LIABILITY  
(NO HOLD HARLEMSS AGREEMENT)  
DETERMINATION OF MULTISTATE\* ADVISORY LOSS COST LEVEL CHANGE  
SINGLE LIMIT LIABILITY COVERAGE

	(1) AGGREGATE	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C) #	EXPERIENCE RATIO (2) / (1)	YEARLY INDICATED CHANGE (3) / (3:Step 1)	NUMBER OF INCURRED CLAIMS
12/31/15	\$7,511,353	\$12,306,486	1.638	2.285	1,289
12/31/16	\$8,333,480	\$13,449,405	1.614	2.043	1,283
12/31/17	\$8,553,464	\$14,932,052	1.746	2.174	1,347
12/31/18	\$9,231,348	\$14,819,905	1.605	1.908	1,557
12/31/19	\$10,248,018	\$15,938,394	1.555	1.840	1,319
COMBINED	\$43,877,663	\$71,446,242	1.628		6,795
(6)	MULTISTATE EXPERIENCE RATIO FOR TRUCKS, TRACTORS & TRAILERS				0.800
(7)	INDICATED CHANGE IN RELATIVITY EXPRESSED AS A MULTIPLICATIVE FACTOR [(3) / (6)]				2.034
(8)	CURRENT RELATIVITY				0.0015
(9)	INDICATED RELATIVITY [(7) * (8)]				0.0031
(10)	SELECTED RELATIVITY@				0.0025
(11)	FILED CHANGE [{"(10)/(8)}-1]				66.7%
(A)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(B)	LOSSES INCLUDE ALLOCATED LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				

\* EXCLUDES MASSACHUSETTS

# INCURRED LOSSES AND LOSS ADJUSTMENT EXPENSES ARE NOT TRENDED. TREND FACTORS  
FOR HIRED AUTOS LIABILITY COVERAGE ARE ASSUMED TO BE THE SAME AS THOSE FOR  
TRUCKS, TRACTORS & TRAILERS. THEREFORE THEY FAIL TO IMPACT THE RESULT OF  
THE ANALYSIS.

@ THIS RELATIVITY WAS SELECTED TO TEMPER THE INDICATION AND IN VIEW OF THE APPARENT  
DOWNWARD TREND IN THE INDICATED RELATIVITY OVER TIME.

VERISK

COMMERCIAL AUTOMOBILE LIABILITY  
 CLASS 6625 - HIRED AUTOS - NON-TRUCKERS EXCESS LIABILITY  
 (NO HOLD HARLEMSS AGREEMENT)  
 DETERMINATION OF MULTISTATE ADVISORY LOSS COST LEVEL CHANGE  
 SINGLE LIMIT LIABILITY COVERAGE

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	12/31/15	\$8,600,860	\$3,748,630	
ALLOCATED LOSS	12/31/16	\$9,487,806	\$3,650,688	
ADJUSTMENT EXPENSES	12/31/17	\$9,739,664	\$4,052,847	
	12/31/18	\$7,775,381	\$4,856,746	
	12/31/19	\$6,113,149	\$4,249,244	
(2) DEVELOPED LOSSES AND	12/31/15	\$8,557,856	\$3,748,630	\$12,306,486
ALLOCATED LOSS	12/31/16	\$9,791,416	\$3,657,989	\$13,449,405
ADJUSTMENT EXPENSES	12/31/17	\$10,879,205	\$4,052,847	\$14,932,052
	12/31/18	\$9,929,162	\$4,890,743	\$14,819,905
	12/31/19	\$11,370,457	\$4,567,937	\$15,938,394

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

1 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	B. I.	P. D.
12/31/15	0.995	1.000
12/31/16	1.032	1.002
12/31/17	1.117	1.000
12/31/18	1.277	1.007
12/31/19	1.860	1.075

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Bodily Injury  
 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	2,727,127	3,284,885	4,312,074	4,322,507	4,356,438
12/31/2009	2,108,073	2,830,494	3,016,414	3,477,674	3,527,607
12/31/2010	3,189,234	4,814,247	5,186,491	5,275,930	5,586,785
12/31/2011	3,624,563	5,166,337	6,781,273	7,084,483	7,287,458
12/31/2012	5,319,631	7,847,293	9,521,782	9,627,949	9,722,803
12/31/2013	6,446,996	8,963,692	10,053,872	10,779,721	13,401,530
12/31/2014	6,742,182	9,226,224	10,264,164	11,193,977	11,998,124
12/31/2015	5,451,589	8,580,017	10,560,793	11,626,805	11,563,998
12/31/2016	7,182,122	10,742,228	12,436,048	13,516,850	
12/31/2017	7,823,830	11,765,996	13,517,560		
12/31/2018	8,030,788	10,653,095			
12/31/2019	8,770,398				

## Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.205	1.313	1.002	1.008
12/31/2009	1.343	1.066	1.153	1.014
12/31/2010	1.510	1.077	1.017	1.059
12/31/2011	1.425	1.313	1.045	1.029
12/31/2012	1.475	1.213	1.011	1.010
12/31/2013	1.390	1.122	1.072	1.243
12/31/2014	1.368	1.112	1.091	1.072
12/31/2015	1.574	1.231	1.101	0.995
12/31/2016	1.496	1.158	1.087	
12/31/2017	1.504	1.149		
12/31/2018	1.327			
Average Factor: ( Best 3 of 5 )	1.456	1.143	1.083	1.037

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	0.995
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.032
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.117
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.277
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.860

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Bodily Injury  
 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	4,330,982	4,271,928	4,271,928	4,271,928	4,271,928
12/31/2009	3,508,471	3,409,171	3,323,705	3,282,058	3,282,058
12/31/2010	5,597,330	5,609,017	5,620,002	5,640,749	5,626,253
12/31/2011	7,447,076	7,330,351	7,347,214	7,357,686	
12/31/2012	9,640,896	9,632,586	9,619,812		
12/31/2013	13,097,650	13,207,338			
12/31/2014	12,083,009				

## 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	0.994	0.986	1.000	1.000	1.000
12/31/2009	0.995	0.972	0.975	0.987	1.000
12/31/2010	1.002	1.002	1.002	1.004	0.997
12/31/2011	1.022	0.984	1.002	1.001	
12/31/2012	0.992	0.999	0.999		
12/31/2013	0.977	1.008			
12/31/2014	1.007				
Average Factor: ( Best 3 of 5 )	1.000	0.995	1.000	1.001	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)	=	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)	=	0.995

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Property Damage  
 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	1,980,622	2,061,594	2,144,981	2,138,447	2,119,916
12/31/2009	1,504,156	1,657,357	1,675,432	1,709,092	1,702,469
12/31/2010	2,545,541	2,476,203	2,508,783	2,575,801	2,475,840
12/31/2011	3,746,362	4,056,985	3,987,156	3,834,780	3,840,198
12/31/2012	5,098,322	5,274,711	5,346,947	5,463,836	5,435,734
12/31/2013	4,937,659	5,263,304	5,225,484	5,255,072	5,272,288
12/31/2014	5,032,042	5,447,866	5,422,221	5,415,705	5,419,431
12/31/2015	4,901,178	5,190,479	5,205,551	5,153,211	5,215,217
12/31/2016	5,610,328	5,733,961	5,857,952	5,779,936	
12/31/2017	4,773,428	5,122,749	5,236,590		
12/31/2018	5,633,009	6,040,575			
12/31/2019	5,546,190				

## Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.041	1.040	0.997	0.991
12/31/2009	1.102	1.011	1.020	0.996
12/31/2010	0.973	1.013	1.027	0.961
12/31/2011	1.083	0.983	0.962	1.001
12/31/2012	1.035	1.014	1.022	0.995
12/31/2013	1.066	0.993	1.006	1.003
12/31/2014	1.083	0.995	0.999	1.001
12/31/2015	1.059	1.003	0.990	1.012
12/31/2016	1.022	1.022	0.987	
12/31/2017	1.073	1.022		
12/31/2018	1.072			
Average Factor: ( Best 3 of 5 )	1.068	1.007	0.998	1.002

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.002
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) =	1.007
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.075

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Property Damage  
 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	2,117,516	2,105,313	2,105,313	2,105,313	2,105,313
12/31/2009	1,697,469	1,697,469	1,698,478	1,672,586	1,672,586
12/31/2010	2,439,039	2,439,039	2,439,039	2,439,039	2,439,039
12/31/2011	3,840,078	3,834,669	3,834,669	3,834,669	
12/31/2012	5,432,384	5,435,643	5,435,607		
12/31/2013	5,293,612	5,393,038			
12/31/2014	5,420,193				

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	0.994	1.000	1.000	1.000
12/31/2009	0.997	1.000	1.001	0.985	1.000
12/31/2010	0.985	1.000	1.000	1.000	1.000
12/31/2011	1.000	0.999	1.000	1.000	
12/31/2012	0.999	1.001	1.000		
12/31/2013	1.004	1.019			
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

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**INDIANA (13)  
TERRITORY 101**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 493	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 298	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1982	\$ 82	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 187	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1558	\$ 61	N/A
<b>– VAN POOLS</b>		
\$ 468	\$ 15	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 366	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 390	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 343	\$ 11	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1568	\$ 65	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 148	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1232	\$ 61	N/A
<b>– VAN POOLS</b>		
\$ 371	\$ 12	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 267	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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**INDIANA (13)  
TERRITORY 103**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 336	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 267	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1351	\$ 56	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 128	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 1062	\$ 54	N/A
<b>– VAN POOLS</b>		
\$ 319	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 248	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 291	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 245	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1170	\$ 49	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 111	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 920	\$ 49	N/A
<b>– VAN POOLS</b>		
\$ 276	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 220	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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**INDIANA (13)  
TERRITORY 105**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 322	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 312	\$ 10	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1294	\$ 54	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 122	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 1018	\$ 45	N/A
<b>– VAN POOLS</b>		
\$ 306	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 240	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 407	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 338	\$ 11	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1636	\$ 68	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 155	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1286	\$ 61	N/A
<b>– VAN POOLS</b>		
\$ 387	\$ 12	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 274	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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**INDIANA (13)  
TERRITORY 108**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 289	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 255	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1162	\$ 48	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 110	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 913	\$ 48	N/A
<b>– VAN POOLS</b>		
\$ 275	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 228	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 289	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 312	\$ 10	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1162	\$ 48	N/A
– SCHOOL AND CHURCH BUSES		
\$ 110	\$ 8	N/A
– OTHER BUSES		
\$ 913	\$ 52	N/A
– VAN POOLS		
\$ 275	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 211	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 278	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 267	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1118	\$ 47	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 106	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 878	\$ 48	N/A
<b>– VAN POOLS</b>		
\$ 264	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 179	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 295	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 284	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1186	\$ 49	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 112	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 932	\$ 52	N/A
<b>– VAN POOLS</b>		
\$ 280	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 221	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 229	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 348	\$ 11	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 921	\$ 38	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 87	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 724	\$ 38	N/A
<b>– VAN POOLS</b>		
\$ 218	\$ 7	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 168	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 346	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 340	\$ 11	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1391	\$ 58	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 131	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 1093	\$ 57	N/A
<b>– VAN POOLS</b>		
\$ 329	\$ 11	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 245	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 224	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 243	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 900	\$ 37	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 85	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 708	\$ 48	N/A
<b>– VAN POOLS</b>		
\$ 213	\$ 7	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 166	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 254	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 225	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1021	\$ 42	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 97	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 803	\$ 51	N/A
<b>– VAN POOLS</b>		
\$ 241	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 185	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 276	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 300	\$ 10	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1110	\$ 46	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 105	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 872	\$ 51	N/A
<b>– VAN POOLS</b>		
\$ 262	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 184	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 341	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 363	\$ 12	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1371	\$ 57	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 130	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 1078	\$ 56	N/A
<b>– VAN POOLS</b>		
\$ 324	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 235	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 334	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 255	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1343	\$ 56	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 127	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1055	\$ 58	N/A
<b>– VAN POOLS</b>		
\$ 317	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 216	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 368	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 297	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1479	\$ 62	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 140	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1163	\$ 59	N/A
<b>– VAN POOLS</b>		
\$ 350	\$ 11	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 248	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 300	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 241	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1206	\$ 50	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 114	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 948	\$ 51	N/A
<b>– VAN POOLS</b>		
\$ 285	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 225	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 239	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 231	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 961	\$ 40	N/A
– SCHOOL AND CHURCH BUSES		
\$ 91	\$ 9	N/A
– OTHER BUSES		
\$ 755	\$ 52	N/A
– VAN POOLS		
\$ 227	\$ 7	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 162	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 251	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 202	\$ 6	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1009	\$ 42	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 95	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 793	\$ 49	N/A
<b>– VAN POOLS</b>		
\$ 238	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 176	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 294	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 238	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1182	\$ 49	N/A
– SCHOOL AND CHURCH BUSES		
\$ 112	\$ 9	N/A
– OTHER BUSES		
\$ 929	\$ 48	N/A
– VAN POOLS		
\$ 279	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 207	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 321	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 255	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1290	\$ 54	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 122	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 1014	\$ 54	N/A
<b>– VAN POOLS</b>		
\$ 305	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 220	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 307	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 264	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1234	\$ 51	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 117	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 970	\$ 52	N/A
<b>– VAN POOLS</b>		
\$ 292	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 233	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 204	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 275	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 820	\$ 34	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 78	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 645	\$ 47	N/A
<b>– VAN POOLS</b>		
\$ 194	\$ 6	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 148	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 97	\$ 135	\$ 398
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 80	\$ 111	\$ 407
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 147	\$ 205	\$ 896
– SCHOOL AND CHURCH BUSES			
	\$ 66	\$ 92	\$ 251
– OTHER BUSES			
	\$ 66	\$ 92	\$ 251
– VAN POOLS			
	\$ 147	\$ 205	\$ 896
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 97	\$ 135	\$ 305
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 135	\$ 188	\$ 403
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 147	\$ 205	\$ 686
– SCHOOL AND CHURCH BUSES			
	\$ 66	\$ 92	\$ 192
– OTHER BUSES			
	\$ 66	\$ 92	\$ 192
– VAN POOLS			
	\$ 147	\$ 205	\$ 686
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 68	\$ 94	\$ 363
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 61	\$ 85	\$ 311
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 103	\$ 143	\$ 817
– SCHOOL AND CHURCH BUSES			
	\$ 46	\$ 64	\$ 229
– OTHER BUSES			
	\$ 46	\$ 64	\$ 229
– VAN POOLS			
	\$ 103	\$ 143	\$ 817
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 65	\$ 90	\$ 279
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 68	\$ 94	\$ 397
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 99	\$ 137	\$ 628
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 61	\$ 176
– OTHER BUSES			
	\$ 44	\$ 61	\$ 176
– VAN POOLS			
	\$ 99	\$ 137	\$ 628
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 71	\$ 99	\$ 355
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 78	\$ 109	\$ 430
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 108	\$ 150	\$ 799
– SCHOOL AND CHURCH BUSES			
	\$ 48	\$ 67	\$ 224
– OTHER BUSES			
	\$ 48	\$ 67	\$ 224
– VAN POOLS			
	\$ 108	\$ 150	\$ 799
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 63	\$ 88	\$ 369
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 61	\$ 85	\$ 289
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 96	\$ 134	\$ 830
– SCHOOL AND CHURCH BUSES			
	\$ 43	\$ 60	\$ 232
– OTHER BUSES			
	\$ 43	\$ 60	\$ 232
– VAN POOLS			
	\$ 96	\$ 134	\$ 830
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 95	\$ 132	\$ 329
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 75	\$ 104	\$ 341
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 144	\$ 201	\$ 740
– SCHOOL AND CHURCH BUSES			
	\$ 65	\$ 90	\$ 207
– OTHER BUSES			
	\$ 65	\$ 90	\$ 207
– VAN POOLS			
	\$ 144	\$ 201	\$ 740
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 78	\$ 108	\$ 299
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 62	\$ 86	\$ 333
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 119	\$ 164	\$ 673
– SCHOOL AND CHURCH BUSES			
	\$ 53	\$ 73	\$ 188
– OTHER BUSES			
	\$ 53	\$ 73	\$ 188
– VAN POOLS			
	\$ 119	\$ 164	\$ 673
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 65	\$ 90	\$ 355
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 68	\$ 94	\$ 290
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 99	\$ 137	\$ 799
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 61	\$ 224
– OTHER BUSES			
	\$ 44	\$ 61	\$ 224
– VAN POOLS			
	\$ 99	\$ 137	\$ 799
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 65	\$ 90	\$ 319
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 69	\$ 96	\$ 297
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 99	\$ 137	\$ 718
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 61	\$ 201
– OTHER BUSES			
	\$ 44	\$ 61	\$ 201
– VAN POOLS			
	\$ 99	\$ 137	\$ 718
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 73	\$ 101	\$ 325
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 69	\$ 96	\$ 313
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 111	\$ 154	\$ 731
– SCHOOL AND CHURCH BUSES			
	\$ 50	\$ 69	\$ 205
– OTHER BUSES			
	\$ 50	\$ 69	\$ 205
– VAN POOLS			
	\$ 111	\$ 154	\$ 731
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 73	\$ 102	\$ 302
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 73	\$ 101	\$ 438
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 111	\$ 155	\$ 680
– SCHOOL AND CHURCH BUSES			
	\$ 50	\$ 69	\$ 190
– OTHER BUSES			
	\$ 50	\$ 69	\$ 190
– VAN POOLS			
	\$ 111	\$ 155	\$ 680
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 81	\$ 112	\$ 281
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 104	\$ 144	\$ 268
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 123	\$ 170	\$ 632
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 76	\$ 177
– OTHER BUSES			
	\$ 55	\$ 76	\$ 177
– VAN POOLS			
	\$ 123	\$ 170	\$ 632
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 82	\$ 114	\$ 373
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 95	\$ 132	\$ 282
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 125	\$ 173	\$ 839
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 78	\$ 235
– OTHER BUSES			
	\$ 56	\$ 78	\$ 235
– VAN POOLS			
	\$ 125	\$ 173	\$ 839
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 74	\$ 103	\$ 352
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 64	\$ 89	\$ 320
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 157	\$ 792
– SCHOOL AND CHURCH BUSES			
	\$ 50	\$ 70	\$ 222
– OTHER BUSES			
	\$ 50	\$ 70	\$ 222
– VAN POOLS			
	\$ 112	\$ 157	\$ 792
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
TERRITORY 128**

<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 66	\$ 91	\$ 353
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 62	\$ 86	\$ 356
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 138	\$ 794
– SCHOOL AND CHURCH BUSES			
	\$ 45	\$ 62	\$ 222
– OTHER BUSES			
	\$ 45	\$ 62	\$ 222
– VAN POOLS			
	\$ 100	\$ 138	\$ 794
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 68	\$ 94	\$ 327
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 61	\$ 85	\$ 341
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 103	\$ 143	\$ 736
– SCHOOL AND CHURCH BUSES			
	\$ 46	\$ 64	\$ 206
– OTHER BUSES			
	\$ 46	\$ 64	\$ 206
– VAN POOLS			
	\$ 103	\$ 143	\$ 736
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
TERRITORY 130**

<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 78	\$ 108	\$ 368
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 63	\$ 87	\$ 347
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 119	\$ 164	\$ 828
– SCHOOL AND CHURCH BUSES			
	\$ 53	\$ 73	\$ 232
– OTHER BUSES			
	\$ 53	\$ 73	\$ 232
– VAN POOLS			
	\$ 119	\$ 164	\$ 828
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 64	\$ 89	\$ 297
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 63	\$ 87	\$ 320
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 97	\$ 135	\$ 668
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 61	\$ 187
– OTHER BUSES			
	\$ 44	\$ 61	\$ 187
– VAN POOLS			
	\$ 97	\$ 135	\$ 668
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
TERRITORY 132**

<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 64	\$ 89	\$ 332
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 53	\$ 74	\$ 280
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 97	\$ 135	\$ 747
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 61	\$ 209
– OTHER BUSES			
	\$ 44	\$ 61	\$ 209
– VAN POOLS			
	\$ 97	\$ 135	\$ 747
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 76	\$ 105	\$ 279
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 84	\$ 116	\$ 310
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 116	\$ 160	\$ 628
– SCHOOL AND CHURCH BUSES			
	\$ 52	\$ 71	\$ 176
– OTHER BUSES			
	\$ 52	\$ 71	\$ 176
– VAN POOLS			
	\$ 116	\$ 160	\$ 628
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
TERRITORY 134**

<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 64	\$ 89	\$ 283
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 49	\$ 68	\$ 330
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 97	\$ 135	\$ 637
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 61	\$ 178
– OTHER BUSES			
	\$ 44	\$ 61	\$ 178
– VAN POOLS			
	\$ 97	\$ 135	\$ 637
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 54	\$ 75	\$ 301
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 48	\$ 66	\$ 350
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 82	\$ 114	\$ 677
– SCHOOL AND CHURCH BUSES			
	\$ 37	\$ 51	\$ 190
– OTHER BUSES			
	\$ 37	\$ 51	\$ 190
– VAN POOLS			
	\$ 82	\$ 114	\$ 677
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**INDIANA (13)  
TERRITORY 136**

<b>PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks	\$ 79	\$ 110	\$ 369
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 50	\$ 69	\$ 257
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 120	\$ 167	\$ 830
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 75	\$ 232
– OTHER BUSES			
	\$ 54	\$ 75	\$ 232
– VAN POOLS			
	\$ 120	\$ 167	\$ 830
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 88	\$ 122	\$ 286
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 58	\$ 81	\$ 324
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 134	\$ 185	\$ 644
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 83	\$ 180
– OTHER BUSES			
	\$ 60	\$ 83	\$ 180
– VAN POOLS			
	\$ 134	\$ 185	\$ 644
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**290. HIRED AUTOS**

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<b>Cost Of Hire Basis – All Territories Liability Base Loss Cost</b>
\$ 0.70

**Table 290.B.3.a.(1)(LC) Cost Of Hire Basis Liability Loss Cost**

## Supplementary Information – Indiana

### 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 Indiana

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>
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%
03/31/2020	+6.0%	+6.2%
06/30/2020	+5.9%	+6.8%
09/30/2020	+5.7%	+7.3%
12/31/2020	+5.6%	+7.8%
03/31/2021	+5.3%	+8.0%
06/30/2021	+5.7%	+8.0%
09/30/2021	+6.3%	+8.2%

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 – Indiana

### Trends in Medical Care Costs

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

<u>Period</u>	<u>CPI – Medical Care Annual Rate of Change<sup>1</sup></u>	<u>CPI – Hospital &amp; Other Related Services Annual Rate of Change</u>
October 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%
October 2020 - September 2021	1.2%	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.

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

**Supplementary Information – Indiana****Indiana Trends****Liability Loss Trend**

	<u>Current Trends</u> <u>Data through</u> <u>9/30/2021</u>	<u>Previous Trends</u> <u>Data through</u> <u>9/30/2020</u>	<u>Previous Trends</u> <u>Data through</u> <u>3/31/2020</u>
Indiana Claim Cost Trends			
Bodily Injury (\$100,000 Limit)	6.1%	6.7%	10.6%
Property Damage (\$100,000 Limit)	5.9%	6.2%	6.1%
Credibility-Weighted Claim Cost Trends			
Bodily Injury (\$100,000 Limit)	6.3%	5.8%	6.0%
Property Damage (\$100,000 Limit)	7.7%	7.1%	6.2%
Selected Claim Frequency Trends			
Trucks, Tractors & Trailers			
Bodily Injury	0.0%	0.0%	0.0%
Property Damage	0.0%	0.0%	0.0%
Private Passenger Types			
Bodily Injury	0.0%	0.0%	0.0%
Property Damage	0.0%	0.0%	0.0%
Selected Pure Premium Trends			
Trucks, Tractors & Trailers			
Bodily Injury (\$100,000 Limit)	6.3%	5.8%	6.0%
Property Damage (\$100,000 Limit)	7.7%	7.1%	6.2%
Private Passenger Types			
Bodily Injury (\$100,000 Limit)	6.3%	5.8%	6.0%
Property Damage (\$100,000 Limit)	7.7%	7.1%	6.2%

**Liability Premium Trend**

	<u>Current Trends</u> <u>Data through 9/30/2021</u>
Trucks, Tractors & Trailers	-1.0%
Private Passenger Types	0.0%

Indiana bodily injury severity trend receives 0% weight when combined with multistate trend in the filing, property damage trend receives 20% weight.

Liability premium trends are being introduced to correspond with the new class plan.

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been 2.0% rather than 7.5%. For the Private Passenger Types coverage, the indication would have been -0.7% instead of 1.1%.

## Supplementary Information – Indiana

### Physical Damage Loss Trend

	<u>Coverage</u>	<u>Current Trends Data through 9/30/2021</u>	<u>Previous Trends Data through 6/30/2020</u>
Trucks, Tractors & Trailers	OTC	5.0%	6.0%
	Collision	7.0%	4.0%
Private Passenger Types	OTC	6.0%	6.0%
	Collision	7.0%	4.0%

### Physical Damage Premium Trend

	<u>Coverage</u>	<u>Current VVF Trends Data through 9/30/2021</u>	<u>Previous OCN Trends Data through 6/30/2020</u>
Trucks, Tractors & Trailers	OTC	2.0%	0.9%
	Collision	2.5%	1.4%
Private Passenger Types	OTC	2.5%	0.9%
	Collision	1.0%	0.5%

Physical Damage premium trends are now based on trends in Vehicle Value Factor (VVF), rather than the previous Original Cost New (OCN) trends, to correspond with the new class plan.

The loss trend has decreased by 1 point for Trucks, Tractors & Trailers OTC and has remained the same for Private Passenger Types OTC. The premium trend has increased by 1.1 points for Trucks, Tractors & Trailers OTC and has increased by 1.6 points for Private Passenger Types OTC. If the prior loss and premium trends were used, the Trucks, Tractors and Trailers and Private Passenger Types OTC indications in this document would have 23.8%, instead of 16.0%, and 6.5%, instead of 2.5%, respectively.

The loss trend has increased by 3 points for Trucks, Tractors & Trailers Collision and for Private Passenger Types Collision. The premium trend has increased by 1.1 points for Trucks, Tractors, & Trailers Collision and has increased by 0.5 points for Private Passenger Types Collision. If the prior loss and premium trends were used, the Trucks, Tractors & Trailers and Private Passenger Types Collision indications in this document would have been 21.0%, instead of 28.3%, and 2.2%, instead of 11.8%, respectively.

## Supplementary Information – Indiana

### Loss Development

#### Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Indiana 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	1.075	1.078
27 to Ultimate	1.184	1.185
15 to Ultimate	1.397	1.388
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.006	1.006
27 to Ultimate	1.016	1.016
15 to Ultimate	1.042	1.041
Private Passenger Types BI		
39 to Ultimate	1.081	1.069
27 to Ultimate	1.172	1.166
15 to Ultimate	1.379	1.393
Private Passenger Types PD		
39 to Ultimate	1.004	1.004
27 to Ultimate	1.011	1.011
15 to Ultimate	1.048	1.044

## **Supplementary Information – Indiana**

### **Other Factors**

Unallocated Loss Adjustment Expense factors:

	<u>Data through 12/31/2020</u>	<u>Data through 12/31/2019</u>
Bodily Injury	1.070	1.070
Property Damage	1.100	1.100
Physical Damage	1.130	1.130

### **Indicated vs. Filed Changes**

An overall change of 10.3% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 4/1/2023 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Private Passenger Types Liability	1.1%	N.C.
Private Passenger Types OTC	2.5%	N.C.

The overall filed change is 10.2%.

### **Notes**

- The Auto Dealers Liability coverage and the Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.
- The high indication for Trucks, Tractors and Trailers OTC is due to the poor experience in two of five years in the review.
- The high indication for Trucks, Tractors and Trailers Collision is due to the poor experience of all years in the review.
- The high indication for Private Passenger Types Collision is due to the poor experience in three of five years in the review.