

LOSS COSTS – IMPLEMENTATION

MARCH 27, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-107

ARKANSAS REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

KEY MESSAGE

Loss costs representing a 7.1% statewide change to be implemented.

BACKGROUND

In circular [LI-CA-2023-001](#), we provided you with information about the Commercial Auto loss cost level experience review.

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.

ISO ACTION

We are implementing [CA-2023-BRLA1](#), which presents a review of Commercial Auto loss cost experience. Refer to the attached explanatory material for complete details about the filing.

For more information on the status of filings in a particular state, including filed and approved documents, associated circulars and links to Print Ready Manuals and Commercial Lines Manual, please feel free to access our [Filings](#) feature within the ISOnet Circulars product.

SUPPLEMENTARY INFORMATION

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

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

EFFECTIVE DATE

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

IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

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

COMPANY ACTION

You must independently determine the final rates you will use and the effective date of any rate change. If you decide to use our prospective loss costs to revise your rates, you are NOT required to file anything with the Insurance Department.

You must document your files in case the Insurance Department wishes to review the information at a later date. In all correspondence on this revision, you should refer to ISO Filing Number CA-2023-BRLA1, NOT this circular number.

RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

POLICYHOLDER NOTIFICATION

If you decide to implement this revision, you should check all applicable laws for the state(s) to which this revision applies, to determine whether or not a specific policyholder notice requirement may apply. Please note that circular [LI-CL-2023-005](#) contains the ISO Guide To Renewals With Changed Conditions For Commercial Lines, which is available only as a guide to assist participating companies in complying with various conditional renewal statutes or regulations, for the major commercial lines of insurance serviced by ISO. The information in the Guide does not necessarily reflect all requirements or exceptions that may apply, and it is not intended as a substitute for your review of all applicable statutes and regulations concerning policyholder notification.

FUTURE ISO ACTION

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

REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 7-23 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-CL-2023-005](#) (02/21/2023) Commercial Lines Revised Lead Time Requirements Listing
- [LI-CA-2023-001](#) (01/03/2023) Commercial Auto Experience Level Indications Reviewed By Staff

ATTACHMENT(S)

- Filing CA-2023-BRLA1
- Supplementary Information

FILES AVAILABLE FOR DOWNLOAD

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

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

DATA QUALITY

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

ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS

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

I, Rebecca Gordon, am an Actuarial Associate for ISO, and I, 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.

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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ARKANSAS

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2023-BRLA1

EXECUTIVE SUMMARY

PURPOSE	<p>This document:</p> <ul style="list-style-type: none">• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 7.1% statewide change from the loss costs currently in effect.• provides the analyses used to derive these advisory loss costs.
DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS	<p>Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”</p>
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-4, the exhibits are labeled EXHIBIT A1 through EXHIBIT D9, and the revised prospective loss cost pages are numbered E-1 through E-17.</p>
HIRED AUTOS LOSS COSTS	<p>The loss costs for hired autos physical damage have been revised in this filing. Details of the analysis are in Section D.</p>
AUTO DEALERS AND GARAGEKEEPERS	<p>The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.</p>

REVISED LOSS
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors & Trailers</u>	<u>Indicated</u>	<u>Filed*</u>	<u>Adjusted**</u>
<u>Liability</u>			
Single Limit Liability	5.3%	5.3%	7.7%
<u>Physical Damage</u>			
Other than Collision	4.8%	4.8%	2.4%
Collision	19.7%	19.7%	-5.3%
Total Trucks, Tractors & Trailers	7.6%	7.6%	5.1%
<u>Private Passenger Types</u>			
<u>Liability</u>			
Single Limit Liability	3.9%	N.C.	-4.8%
<u>Physical Damage</u>			
Other than Collision	2.4%	N.C.	-10.0%
Collision	9.3%	9.3%	9.7%
Total Private Passenger Types	4.8%	1.9%	-2.5%
<u>Auto Dealers</u>			
<u>Liability</u>			
Single Limit Liability	22.8%	10.0%	10.0%
Total Auto Dealers	22.8%	10.0%	10.0%
<u>Hired Autos</u>			
<u>Physical Damage</u>			
Other Than Collision	37.8%	37.8%	37.8%
Collision	165.8%	165.8%	165.8%
Total Hired Autos	118.7%	118.7%	118.7%
<u>Grand Total</u>	<u>7.5%</u>	<u>7.1%</u>	<u>4.5%</u>

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 7/1/2023 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: No Change (N.C.) was selected for Private Passenger Types Liability due to the recent favorable state experience. No Change (N.C.) was selected for Private Passenger Types Other Than Collision due to the modest indication. 10% was selected for Auto Dealers Liability to temper the large indication.

PRIOR ISO REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2022-BRLA1	CA-2021-BRLA1	CA-2020-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	7/1/2022	7/1/2021	7/1/2020
<u>Changes</u>			
Indicated	2.6%	5.4%	5.8%
Filed	2.4%	5.5%	5.8%
Approved	2.4%	5.5%	5.8%

HISTORICAL SOURCE DATA

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

- ISO companies reporting voluntary automobile experience under the Commercial Automobile modules of ISO's statistical plans.
- Accident year data through year ended 12/31/2021 for all coverages.

ADJUSTMENTS TO REPORTED EXPERIENCE

Loss Trend

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

Claim cost trend data through fourth quarter 2021 and claim frequency trend data through third 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	+7.1%
Property Damage	+8.1%
Private Passenger Types Liability:	
Bodily Injury	+7.1%
Property Damage	+8.1%

ADJUSTMENTS TO	Trucks, Tractors & Trailers OTC	+6.0%
REPORTED	Trucks, Tractors & Trailers Collision	+7.0%
EXPERIENCE	Private Passenger Types OTC	+6.5%
(CONT'D)	Private Passenger Types Collision	+7.0%

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 +0.4% 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 +1.5% and +2.5% for OTC and Collision respectively. For Private Passenger Types, the VVF trend factors are +2.2% 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. Cherokee Insurance Company
3. Old Republic Insurance Company
4. Cincinnati Insurance Company
5. Sentry Insurance A Mutual Company
6. Employers Mutual Casualty Co.
7. United Fire & Casualty Company
8. State Auto Mutual Insurance Co.
9. Nationwide Mutual Insurance Co.
10. Insurance Co. of North America

PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Cincinnati Insurance Company
3. Zurich American Insurance Company
4. Employers Mutual Casualty Co.
5. United Fire & Casualty Company
6. Sentry Insurance A Mutual Company
7. Old Republic Insurance Company
8. Federated Mutual Insurance Co.
9. Motors Insurance Corporation
10. Cherokee Insurance Company

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2021 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)
44.9%

Physical Damage (ASLOB 21.2)
36.4%

COMPANY
DECISION

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

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

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

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ARKANSAS
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

**STEP 1:
DETERMINATION
OF STATEWIDE
LOSS COST
INDICATION** The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in **Exhibits B1-B5**.

**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 B6-B12**.

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE
STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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

DESCRIPTION This procedure compares the developed and trended incurred losses and loss adjustment expenses with the aggregate loss costs at current ISO loss cost level, which is the aggregate amount that would have been collected if the current ISO loss costs were used during the experience period. This experience ratio (losses and all loss adjustment expenses divided by aggregate loss costs) is calculated for several years and a weighted average is calculated. The weights are determined as a function of the credibility or volume of claim experience. The average experience ratio is then credibility weighted with the expected experience ratio in order to minimize the impact of random variation in the observed losses. This credibility weighted experience ratio is the indicated statewide advisory loss cost level change in decimal form. See the calculations in **Exhibits B1-B5**.

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

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

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

INCURRED
LOSSES & LAE
(Item 2)

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

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

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

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

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

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

EXPERIENCE
RATIO
(Item 3)

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

YEAR WEIGHTS
(Item 4)

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

EXPECTED
EXPERIENCE
RATIO
(Item 7)

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

CREDIBILITY

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

CREDIBILITY
WEIGHTED
EXPERIENCE
RATIO

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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

TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost. See the calculations in **Exhibits B6-B12**.

AUTO DEALERS LIABILITY Because Auto Dealers Statistics by territory lack sufficient credibility to be used meaningfully in developing revised loss costs, it is appropriate to utilize a body of statistics which can be expected to reflect the Auto Dealers hazard differences by territory. Consequently, the development of indicated Auto Dealers base loss costs is based upon a relationship to the corresponding Trucks, Tractors & Trailers \$100,000 revised base loss costs by territory. The revised Trucks, Tractors & Trailers base loss costs are compared to the revised statewide average Trucks, Tractors & Trailers base loss cost to produce the indicated territorial indices to the statewide average base loss costs for Auto Dealers. The relationship between these Trucks, Tractors & Trailers indicated territorial indices and the current Auto Dealers territorial indices yields the change in the Auto Dealers index.

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

COLUMN (1)
EARNED CAR
YEARS

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

COLUMN (2)
\$100,000 LOSS
COST

Average \$100,000 loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the \$100,000 basic limit at the present ISO manual level trended to a prospective level by the application of premium 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 Bodily Injury and Property Damage combined and is trended and developed to an ultimate settlement basis including all loss adjustment expenses.

COLUMN (4)
EXPERIENCE
RATIO LOSS
COST

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

COLUMN (5)
CREDIBILITY

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

COLUMN (6)
FORMULA
EXPERIENCE
RATIO

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

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

COLUMN (7)
INDEX TO
STATE

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

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

(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 AUTO DEALERS LIABILITY

COLUMN (1)
EARNED CAR
YEARS

Number of car-years, or exposures (Trucks, Tractors and Trailers), earned in the latest year. These exposures are used to calculate the weighted averages for column (3) and column (4).

COLUMN (2)
AUTO DEALERS
AGGREGATE LOSS
COST AT
CURRENT LEVEL

The Auto Dealers aggregate loss cost at current level. This column is used to calculate the weighted average for column (7).

COLUMN (3)
REVISED
TRUCKS, TRACTORS
& TRAILERS
\$100,000 LOSS COST

These are the revised Trucks, Tractors & Trailers \$100,000 base loss costs.

COLUMN (4)
AUTO DEALERS
PRESENT
\$100,000 LOSS COST

Current Auto Dealers \$100,000 base loss cost.

COLUMN
(5) & (6) RATIOS
TO STATEWIDE
AVERAGE

Are derived by dividing each base loss cost by the statewide average loss cost for Trucks, Tractors & Trailers and Auto Dealers, respectively.

COLUMN (7)
TERRITORY
RELATIVITY

Is derived by dividing the Trucks, Tractors & Trailers indices (column (5)) by the Auto Dealers indices (column (6)).

COLUMN (8)
ADJUSTED
TERRITORY
RELATIVITY

Is derived by multiplying the territory relativity (column (7)) by the adjustment, which is one divided by the statewide average territory relativity (SW column (7)). This yields the required change in the Auto Dealers index in column (7).

COLUMN (9)
INDICATED
BASE LOSS COST

Indicated base loss cost for a particular territory. It is calculated by applying the product of the adjusted territory relativity (column (8)) and the statewide Auto Dealers loss cost level indication to the present Auto Dealers base loss cost.

COLUMN (10)
REVISED
BASE LOSS COST

Revised \$100,000 base loss cost.

COLUMN (11)
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:

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

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

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

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

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

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

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

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

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

The trend selections for physical damage are based on the data in the attached exhibits. See the calculations in **Exhibits 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:	+6.0%	+6.5%
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>
3/31/2019	3.074	3.000
6/30/2019	3.118	3.051
9/30/2019	3.158	3.103
12/31/2019	3.189	3.156
3/31/2020	3.194	3.210
6/30/2020	3.248	3.265
9/30/2020	3.263	3.321
12/31/2020	3.283	3.377
3/31/2021	3.315	3.435
6/30/2021	3.384	3.494
9/30/2021	3.458	3.554
12/31/2021	3.561	3.614
3/31/2022	3.703	3.676
6/30/2022	3.848	3.739
9/30/2022	3.903	3.803
12/31/2022	3.984	3.868
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9214	7.0%
12 Point Fit	0.9453	8.9%

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:

<u>Earned Year Ending</u>	<u>Trucks, Tractors and Trailers</u>	<u>Private Passenger Types</u>
12/31/2017	0.0%	0.0%
12/31/2018	0.1%	2.7%
12/31/2019	0.6%	3.1%
12/31/2020	21.8%	6.6%
12/31/2021	39.7%	26.9%

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 12/31/2021 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 0.4% 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>
12/31/2017	0.0%	0.0%
12/31/2018	0.1%	3.0%
12/31/2019	0.6%	3.3%
12/31/2020	16.8%	6.8%
12/31/2021	39.2%	27.5%

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 12/31/2021 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 1.5% and 2.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. For Private Passenger Types, VVF trends of 2.2% and 1.0% were selected for the OTC and Collision coverages respectively.

LOSS DEVELOPMENT FOR LIABILITY

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

DESCRIPTION OF EXPERIENCE PERIOD DATA For Trucks, Tractors & Trailers, Private Passenger Types, and Auto Dealers 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 March 31, 2022. In other words, accident year ended December 31, 2021 includes all losses and allocated loss adjustment expenses paid through March 31, 2022 on accidents occurring from January 1, 2021 to December 31, 2021 and all losses and allocated loss adjustment expenses outstanding on these accidents as of March 31, 2022, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended December 31, 2020 include all loss and loss adjustment expenses paid through March 31, 2022 on accidents occurring from January 1, 2020 to December 31, 2020 and all losses and allocated loss adjustment expenses outstanding on these accidents as of March 31, 2022, 27 months after the inception of the accident year. The immature experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor. See the calculations in **Exhibits C14-C16**.

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

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

STATE
CREDIBILITY
WEIGHTED
FACTORS

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

Trucks, Tractors & Trailers

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

Private Passenger Types

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

TRUCKS,
TRACTORS &
TRAILERS AND
PRIVATE
PASSENGER
TYPES

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

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

AUTO DEALERS

For the Auto Dealers Bodily Injury coverage, development is based upon \$100,000 CSL multistate tort or no-fault data. For the Auto Dealers Property Damage coverage, basic limits multistate experience is used.

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 March 31, 2022. In other words, accident year ended December 31, 2021 includes all losses paid through March 31, 2022 on accidents occurring from January 1, 2021 to December 31, 2021. Similarly, the paid losses for accident year ended December 31, 2020 include all losses paid through March 31, 2022 on accidents occurring from January 1, 2020 to December 31, 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 **Exhibits C17-C18**.

DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY

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

CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

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

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

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

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

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

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

Tables For Use With Trend Data

Bodily Injury				Property Damage			
Number of Claims			Cred.	Number of Claims			Cred.
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	<u>Trucks, Tractors & Trailers</u>			<u>Private Passenger Types</u>		
	0.00*	0	-	27	0	-
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	<u>Trucks, Tractors & Trailers</u>			<u>Private Passenger Types</u>		
	0.00*	0	-	11	0	-
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.

ARKANSAS
CLAIMS PER TERRITORY
LIABILITY

Territory	Trucks, Tractors & Trailers Incurred Claims 5 Years Ending 12/31/2021 Combined BI and PD	Private Passenger Types Incurred Claims 5 Years Ending 12/31/2021 Combined BI and PD
101	1,400	276
103	1,384	140
105	201	38
106	883	123
108	272	40
109	328	88
110	384	53
111	2,103	271
SW Total	6,955	1,029

Claims for Trend

BI	PD
<u>332</u>	<u>793</u>

ARKANSAS
CLAIMS PER TERRITORY
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 12/31/2021		Private Passenger Types Paid Claims 5 Years Ending 12/31/2021	
	OTC	Coll	OTC	Coll
101	442	583	189	232
103	647	552	134	140
105	52	100	14	18
106	371	429	80	84
108	139	111	18	18
109	143	178	42	61
110	230	180	39	43
111	1,029	1,156	259	176
SW Total	3,053	3,289	775	772

WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

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

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

DESCRIPTION OF
WIND AND WATER
ADJUSTMENT
PROCEDURE

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

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

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

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

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

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
ARKANSAS

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	45,665	783,669	738,004	0.062	0.179	132,103	915,772
1988	96,019	892,892	796,873	0.120	0.121	96,422	989,314
1989	342,706	1,253,649	910,943	0.376	-0.135	-122,977	1,130,672
1990	58,310	942,747	884,437	0.066	0.175	154,776	1,097,523
1991	138,517	1,003,531	865,014	0.160	0.081	70,066	1,073,597
1992	80,133	979,898	899,765	0.089	0.152	136,764	1,116,662
1993	57,138	1,092,984	1,035,846	0.055	0.186	192,667	1,285,651
1994	148,399	1,809,914	1,661,515	0.089	0.152	252,550	2,062,464
1995	240,972	1,782,545	1,541,573	0.156	0.085	131,034	1,913,579
1996	1,077,098	2,667,846	1,590,748	0.677	-0.436	-693,566	1,974,280
1997	291,974	2,301,992	2,010,018	0.145	0.096	192,962	2,494,954
1998	245,083	2,274,033	2,028,950	0.121	0.120	243,474	2,517,507
1999	869,069	3,209,894	2,340,825	0.371	-0.130	-304,307	2,905,587
2000	413,672	2,941,873	2,528,201	0.164	0.077	194,671	3,136,544
2001	328,624	2,168,662	1,840,038	0.179	0.062	114,082	2,282,744
2002	397,038	1,837,225	1,440,187	0.276	-0.035	-50,407	1,786,818
2003	308,472	1,354,967	1,046,495	0.295	-0.054	-56,511	1,298,456
2004	178,011	835,831	657,820	0.271	-0.030	-19,735	816,096
2005	112,646	915,632	802,986	0.140	0.101	81,102	996,734
2006	248,190	1,127,603	879,413	0.282	-0.041	-36,056	1,091,547
2007	53,910	628,022	574,112	0.094	0.147	84,394	712,416
2008	1,332,267	2,507,115	1,174,848	1.134	-0.893	-1,049,139	1,457,976
2009	468,693	2,141,770	1,673,077	0.280	-0.039	-65,250	2,076,520
2010	218,118	1,428,973	1,210,855	0.180	0.061	73,862	1,502,835
2011	610,753	2,020,705	1,409,952	0.433	-0.192	-270,711	1,749,994
2012	166,583	1,367,082	1,200,499	0.139	0.102	122,451	1,489,533
2013	74,264	1,256,631	1,182,367	0.063	0.178	210,461	1,467,092
2014	491,873	2,325,898	1,834,025	0.268	-0.027	-49,519	2,276,379
2015	356,496	2,082,812	1,726,316	0.207	0.034	58,695	2,141,507
2016	1,235,636	2,865,139	1,629,503	0.758	-0.517	-842,453	2,022,686
2017	325,791	3,349,635	3,023,844	0.108	0.133	402,171	3,751,806
2018	575,526	3,145,005	2,569,479	0.224	0.017	43,681	3,188,686
2019	120,606	2,708,429	2,587,823	0.047	0.194	502,038	3,210,467
2020	600,238	3,463,914	2,863,676	0.210	0.031	88,774	3,552,688
2021	566,645	3,479,734	2,913,089	0.195	0.046	134,002	3,613,736

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.241

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
ARKANSAS

PRIVATE PASSENGER TYPES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR	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	34,583	329,527	294,944	0.117	0.243	71,671	401,198
1988	54,203	444,319	390,116	0.139	0.221	86,216	530,535
1989	252,863	750,256	497,393	0.508	-0.148	-73,614	676,642
1990	64,986	441,759	376,773	0.172	0.188	70,833	512,592
1991	86,519	594,753	508,234	0.170	0.190	96,564	691,317
1992	100,907	544,558	443,651	0.227	0.133	59,006	603,564
1993	51,553	487,296	435,743	0.118	0.242	105,450	592,746
1994	85,835	657,236	571,401	0.150	0.210	119,994	777,230
1995	108,636	539,560	430,924	0.252	0.108	46,540	586,100
1996	299,200	866,069	566,869	0.528	-0.168	-95,234	770,835
1997	155,613	785,819	630,206	0.247	0.113	71,213	857,032
1998	108,068	567,730	459,662	0.235	0.125	57,458	625,188
1999	346,903	917,974	571,071	0.607	-0.247	-141,055	776,919
2000	155,386	853,283	697,897	0.223	0.137	95,612	948,895
2001	78,116	503,107	424,991	0.184	0.176	74,798	577,905
2002	152,595	451,833	299,238	0.510	-0.150	-44,886	406,947
2003	101,322	337,497	236,175	0.429	-0.069	-16,296	321,201
2004	63,433	322,654	259,221	0.245	0.115	29,810	352,464
2005	55,430	286,522	231,092	0.240	0.120	27,731	314,253
2006	97,444	250,061	152,617	0.638	-0.278	-42,428	207,633
2007	21,329	212,617	191,288	0.112	0.248	47,439	260,056
2008	357,557	550,593	193,036	1.852	-1.492	-288,010	262,583
2009	162,687	411,728	249,041	0.653	-0.293	-72,969	338,759
2010	42,461	289,495	247,034	0.172	0.188	46,442	335,937
2011	207,922	483,980	276,058	0.753	-0.393	-108,491	375,489
2012	24,120	345,929	321,809	0.075	0.285	91,716	437,645
2013	38,130	220,483	182,353	0.209	0.151	27,535	248,018
2014	67,070	424,550	357,480	0.188	0.172	61,487	486,037
2015	169,144	468,616	299,472	0.565	-0.205	-61,392	407,224
2016	265,776	581,877	316,101	0.841	-0.481	-152,045	429,832
2017	19,696	291,743	272,047	0.072	0.288	78,350	370,093
2018	120,209	424,777	304,568	0.395	-0.035	-10,660	414,117
2019	64,814	499,270	434,456	0.149	0.211	91,670	590,940
2020	126,185	402,478	276,293	0.457	-0.097	-26,800	375,678
2021	55,526	363,387	307,861	0.180	0.180	55,415	418,802

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.360

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

COLUMN (1)
OTC WIND AND
WATER LOSSES

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

COLUMN (2)
OTC TOTAL
LOSSES

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

COLUMN (3)
OTC LOSSES
OTHER THAN
WIND AND WATER

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

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

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

COLUMN (5)
VARIATION FROM
AVERAGE WIND
RATIO

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

COLUMN (6)
WIND AND WATER
ADJUSTMENT

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

COLUMN (7)
ADJUSTED OTC
TOTAL LOSSES

Column (2) + Column (6).

TERRITORIAL WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

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

DESCRIPTION OF
TERRITORIAL WIND
AND WATER
PROCEDURE

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

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

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

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

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

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

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

METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

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

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

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

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

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

PHYSICAL DAMAGE LOSS COSTS FOR RULE 290. - HIRED AUTOS

OBJECTIVE The objective of this procedure is to determine the indicated advisory prospective physical damage loss costs for Rule 290. - Hired Autos. Advisory prospective physical damage loss costs for additional deductible amounts are also being introduced.

**STEP 1:
DETERMINATION
OF MULTISTATE
LOSS COST
INDICATION** The first step in this process is the determination of the multistate loss cost indications for Hired Autos OTC and Collision. 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 exhibit labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in **Exhibit D1**.

**STEP 2:
CALCULATION OF
DEDUCTIBLE
DISCOUNT
FACTORS** In order to examine the relationship between the loss costs by deductible, we calculated deductible discount factors. This analysis also allows us to introduce loss costs for additional deductibles of \$250, \$500, \$1000, \$2000, \$3000, and \$5000 for OTC and \$2000, \$3000, and \$5000 for Collision.

**STEP 3:
REVISED
MULTISTATE BASE
LOSS COSTS** The multistate OTC and Collision loss costs appearing in this section are calculated by multiplying the current multistate base loss cost by the filed change (from **Exhibit D1**) and by an off-balance factor. The Deductible Discount Factor changes in this filing will be introduced on a "revenue neutral" basis. That is, an off-balance factor (OBF) will be applied to the base loss costs so that, on average, there is no change to the aggregate loss costs. The off-balance factors are calculated on **Exhibit D7**. See the calculation of the revised multistate base loss costs in **Exhibit D8**.

STEP 4:
REVISED
LOSS COSTS BY
DEDUCTIBLE

The revised indicated OTC and Collision loss costs by deductible are determined by multiplying the revised multistate base loss cost (**Exhibit D8**) by one minus the appropriate deductible discount factor (**Exhibit D6**).

For specified perils, the revised loss cost was determined by multiplying the current loss cost by the OTC filed change from **Exhibit D1**.

The OTC full coverage loss cost was selected to be higher than the OTC \$50 deductible loss cost. For all other deductibles, the selected loss cost is the same as the indicated loss cost.

The OTC loss costs are appropriate for deductibles applicable to All Perils. Loss costs for deductibles applicable to Theft, Mischief and Vandalism Only are refer to company.

See **Exhibit D9** for the revised loss costs.

EXPERIENCE
PERIOD DATA

The review is being conducted on a multistate basis and the data is aggregated on an accident year basis.

The incurred losses and allocated loss adjustment expenses are on an accident year basis and were evaluated as of June 30, 2021. In other words, accident year ended March 31, 2021 includes all losses and allocated loss adjustment expenses paid through June 30, 2021 on accidents occurring from April 1, 2020 to March 31, 2021 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2021, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended March 31, 2020 include all loss and loss adjustment expenses paid through June 30, 2021 on accidents occurring from April 1, 2019 to March 31, 2020 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2021, 27 months after the inception of the accident year.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 - DETERMINATION OF MULTISTATE ADVISORY LOSS COST LEVEL CHANGE

OBJECTIVE The objective of this procedure is to determine the indicated multistate advisory loss cost level change for Hired Autos OTC and Collision. 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 exhibit labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in **Exhibit D1**.

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 dividing the annual cost of hire by one hundred and multiplying the result by the current loss cost for the coverage and deductible.

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

- Developed to an ultimate settlement basis by the application of loss development factors (see **Exhibit D2**);
 - Loaded for all loss adjustment expenses (see Section C);
 - Placed on the prospective cost/frequency levels by the application of trend factors (see **Exhibits D3 and D4**).
-

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.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 - CALCULATION OF DEDUCTIBLE DISCOUNTS FACTORS

In order to examine the relationship between the loss costs by deductible, we calculated deductible discount factors. This analysis also allows us to introduce loss costs for additional deductibles of \$250, \$500, \$1000, \$2000, \$3000, and \$5000 for OTC and \$2000, \$3000, and \$5000 for Collision.

We begin developing Deductible Discount Factors by restating each claim in our database at higher deductible amounts and summarizing the results in a traditional deductible triangle. The rows contain loss data originally written at a given deductible amount, and the columns indicate to what deductible amount the data has been adjusted.

Following each deductible triangle is a Relative Loss Ratio triangle comparing adjacent deductible amounts. A weighted average of these values is developed, and they are accumulated to produce a Relative Loss Level curve showing the impact of deductible amount. The deductible and Relative Loss Ratio triangles are shown in **Exhibit D5**.

To derive the indicated percentage discounts, we divide the relative loss level for each deductible by the relative loss level for the base deductible and subtract the result from one. The base deductibles are \$100 for OTC and \$500 for Collision. The indicated percentage discounts are shown in **Exhibit D6**.

VERISK

ARKANSAS
COMMERCIAL AUTOMOBILE INSURANCE

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

Coverages	Aggregate Loss Cost at Current Level (B)	Loss Cost Changes (C)
TRUCKS, TRACTORS & TRAILERS (D)		
Liability		
Single Limit Liability	\$ 38,566,230	5.3%
Physical Damage		
Other Than Collision	4,942,873	4.8%
Collision	8,326,141	19.7%
Combined	13,269,014	14.1%
Total Trucks, Tractors & Trailers	51,835,244	7.6%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	3,459,342	N.C.
Physical Damage		
Other Than Collision	604,827	N.C.
Collision	1,040,108	9.3%
Combined	1,644,935	5.9%
Total Private Passenger Types	5,104,277	1.9%
AUTO DEALERS		
Liability		
Single Limit Liability	592,804	10.0%
Total Auto Dealers	592,804	10.0%
HIRED AUTOS		
Physical Damage		
Other Than Collision	8,877	37.8%
Collision	15,246	165.8%
Combined	24,123	118.7%
Total Hired Autos	24,123	118.7%
GRAND TOTAL ALL COVERAGES	57,556,448	7.1%
TOTAL LIABILITY	42,618,376	4.9%
TOTAL PHYSICAL DAMAGE	14,938,072	13.4%

(A) An implementation date of 07/01/2023 is assumed for purposes of trending.

(B) Accident Year ending 12/31/2021 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

ARKANSAS
 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	1.8%	0.0%
103	8.7%	0.0%
105	8.7%	14.3%
106	4.6%	0.0%
108	2.4%	0.0%
109	3.7%	0.0%
110	1.3%	0.0%
111	6.8%	16.7%

VERISK

ARKANSAS
 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
	Comprehensive	Collision	of Loss
101	8.0%	26.3%	7.7%
103	1.8%	19.9%	2.6%
105	2.0%	30.9%	1.9%
106	2.5%	19.1%	2.6%
108	7.7%	28.8%	7.6%
109	4.2%	22.8%	5.1%
110	7.1%	19.9%	7.7%
111	5.2%	15.8%	5.1%

VERISK

ARKANSAS
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 ^(a)	Physical Damage		Specified Causes of Loss ^(d)
			Comprehensive ^(b)	Collision ^(c)	
101	579	8	175	394	126
103	489	9	166	361	120
105	463	8	152	402	109
106	501	9	163	418	117
108	479	9	196	412	141
109	396	8	172	372	124
110	458	8	212	331	153
111	312	7	202	374	145

- (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 C20](#).
- (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

ARKANSAS
 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 ^(a)	\$5,000 Med Pay ^(a)
101		
103		
105		
106		
108		
109		
110		
111		

(a) For Private Passenger Types Liability, No Change (N.C.) was selected to better reflect the recent favorable state experience.

VERISK

ARKANSAS
COMMERCIAL AUTOMOBILE INSURANCE
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss ^(a)
	Comprehensive ^(a)	Collision	
101		10.5%	
103		14.4%	
105		9.6%	
106		11.2%	
108		7.3%	
109		13.5%	
110		6.3%	
111		4.1%	

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

VERISK

ARKANSAS
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 ^(a)	Physical Damage Comprehensive ^(b)	Collision ^(c)	Specified Causes of Loss ^(d)
101	424	13	127	391	91
103	381	12	191	389	138
105	367	12	190	365	137
106	378	12	148	387	107
108	320	10	176	427	127
109	324	10	148	396	107
110	347	11	152	305	109
111	246	8	175	331	126

(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 C20](#).

(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

ARKANSAS
COMMERCIAL AUTOMOBILE INSURANCE
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
TERRITORY LOSS COST LEVEL CHANGES
FOR AUTO DEALERS POLICY COVERAGES

Territory	\$100,000 CSL
Code	Liability
101	0.7%
103	17.1%
105	21.4%
106	6.8%
108	2.6%
109	13.1%
110	3.6%
111	18.5%

- (a) For Auto Dealers Liability, 10.0% was selected to temper the large indication.

VERISK

ARKANSAS
COMMERCIAL AUTOMOBILE INSURANCE
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY
FOR AUTO DEALERS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL
101	583
103	493
105	466
106	505
108	482
109	398
110	461
111	314

VERISK

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

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay
101	1.7%	5.9%
103	8.6%	7.1%
105	8.6%	7.7%
106	4.6%	0.0%
108	2.2%	7.1%
109	3.6%	0.0%
110	1.4%	0.0%
111	6.9%	11.1%

VERISK

ARKANSAS
 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	8.1%	26.4%	7.9%
103	1.6%	19.9%	2.2%
105	2.2%	31.0%	1.8%
106	2.5%	19.1%	2.9%
108	7.6%	28.8%	7.5%
109	4.0%	22.7%	5.0%
110	7.0%	20.0%	7.9%
111	5.1%	15.8%	4.8%

VERISK

ARKANSAS
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 ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	550	18	266	887	192
103	465	15	252	812	182
105	440	14	231	905	166
106	476	15	248	941	178
108	455	15	298	927	214
109	376	12	261	837	188
110	435	14	322	745	233
111	296	10	307	842	220

- (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 C20](#).
- (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

ARKANSAS
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	1.8%	2.1%
103	8.7%	9.3%
105	8.6%	8.5%
106	4.6%	5.0%
108	2.4%	2.6%
109	3.6%	3.1%
110	1.3%	1.3%
111	6.8%	6.1%

VERISK

ARKANSAS
 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	8.1%	26.4%	7.9%
103	1.6%	19.9%	2.2%
105	2.2%	31.0%	1.8%
106	2.5%	19.1%	2.9%
108	7.6%	28.8%	7.5%
109	4.0%	22.7%	5.0%
110	7.0%	20.0%	7.9%
111	5.1%	15.8%	4.8%

VERISK

ARKANSAS
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
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	2328	97	266	887	192
103	1966	82	252	812	182
105	1861	77	231	905	166
106	2014	84	248	941	178
108	1926	80	298	927	214
109	1592	66	261	837	188
110	1841	77	322	745	233
111	1254	52	307	842	220

- (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 C20](#).
- (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

ARKANSAS
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	1.9%	0.0%
103	8.8%	9.1%
105	8.6%	9.1%
106	4.4%	9.1%
108	2.2%	0.0%
109	3.4%	10.0%
110	1.2%	0.0%
111	7.2%	0.0%

VERISK

ARKANSAS
 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	8.2%	25.9%	7.5%
103	1.8%	19.5%	2.5%
105	2.0%	31.1%	1.4%
106	2.8%	19.0%	2.6%
108	7.3%	28.7%	7.9%
109	4.5%	22.5%	5.0%
110	6.7%	20.1%	7.2%
111	4.6%	16.3%	5.3%

VERISK

ARKANSAS
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 ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	220	11	119	248	86
103	186	12	113	227	82
105	176	12	103	253	74
106	190	12	111	263	80
108	182	11	133	260	96
109	150	11	117	234	84
110	174	10	144	209	104
111	119	10	137	236	99

- (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 C20](#).
- (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

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

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay ^(a)
101	1.8%	1.5%
103	8.6%	7.5%
105	8.7%	8.7%
106	4.6%	4.2%
108	2.4%	1.5%
109	3.6%	4.5%
110	1.3%	1.5%
111	6.8%	6.8%

VERISK

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

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	8.2%	25.9%	7.5%
103	1.8%	19.5%	2.5%
105	2.0%	31.1%	1.4%
106	2.8%	19.0%	2.6%
108	7.3%	28.7%	7.9%
109	4.5%	22.5%	5.0%
110	6.7%	20.1%	7.2%
111	4.6%	16.3%	5.3%

VERISK

ARKANSAS
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 ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	1830	69	119	248	86
103	1545	72	113	227	82
105	1463	75	103	253	74
106	1583	74	111	263	80
108	1514	68	133	260	96
109	1251	69	117	234	84
110	1447	66	144	209	104
111	986	63	137	236	99

- (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 C20](#).
- (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

ARKANSAS
 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
12/31/17	\$20,243,063	\$22,570,629	1.115	10%	1,519
12/31/18	\$20,135,545	\$21,775,456	1.081	15%	1,488
12/31/19	\$20,595,032	\$21,530,473	1.045	20%	1,367
12/31/20	\$20,698,248	\$20,798,021	1.005	25%	1,304
12/31/21	\$20,492,152	\$21,371,193	1.043	30%	1,277

(6) AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)). 1.047

(7) EXPECTED EXPERIENCE RATIO (D). 1.071

(8) CREDIBILITY (E). 0.75

(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:
 ((6) * (8)) + ((7) * (1.000 - (8))). 1.053

(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). 5.3%

(11) FILED CHANGE. 5.3%

(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 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 07/01/23 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

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	12/31/17	\$7,451,997	\$5,046,579	
ALLOCATED LOSS	12/31/18	\$7,330,251	\$5,476,803	
ADJUSTMENT EXPENSES	12/31/19	\$7,879,388	\$5,332,376	
	12/31/20	\$7,585,170	\$5,513,110	
	12/31/21	\$7,831,818	\$5,955,758	
(2) DEVELOPED LOSSES AND	12/31/17	\$8,029,452	\$5,562,339	
ALL LOSS ADJUSTMENT	12/31/18	\$8,039,453	\$6,042,557	
EXPENSES (A)	12/31/19	\$9,105,421	\$5,894,942	
	12/31/20	\$9,414,713	\$6,155,387	
	12/31/21	\$10,516,957	\$6,695,463	
(3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		7.1%	8.1%	7.5%
EXHIBIT IN SECTION C)				
(4) TRENDED LOSSES AND	12/31/17	\$12,975,594	\$9,595,035	\$22,570,629
ALL LOSS ADJUSTMENT	12/31/18	\$12,131,535	\$9,643,921	\$21,775,456
EXPENSES (B)	12/31/19	\$12,829,538	\$8,700,934	\$21,530,473
	12/31/20	\$12,389,762	\$8,408,259	\$20,798,021
	12/31/21	\$12,914,823	\$8,456,370	\$21,371,193

(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.
12/31/17	1.007	1.002
12/31/18	1.025	1.003
12/31/19	1.080	1.005
12/31/20	1.160	1.015
12/31/21	1.255	1.022

(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 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
12/31/17	7/1/17	7.000
12/31/18	7/1/18	6.000
12/31/19	7/1/19	5.000
12/31/20	7/1/20	4.000
12/31/21	7/1/21	3.000

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	12/31/17	\$19,691,696
AT CURRENT LEVEL	12/31/18	\$19,663,618
	12/31/19	\$20,191,208
	12/31/20	\$20,372,291
	12/31/21	\$20,249,162
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.4%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	12/31/17	\$20,243,063
LOSS COSTS AT	12/31/18	\$20,135,545
CURRENT LEVEL (A)	12/31/19	\$20,595,032
	12/31/20	\$20,698,248
	12/31/21	\$20,492,152

(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
07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
12/31/17	1/1/17	7.000
12/31/18	1/1/18	6.000
12/31/19	1/1/19	5.000
12/31/20	1/1/20	4.000
12/31/21	1/1/21	3.000

VERISK

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

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	12/31/17	\$4,950,786	\$6,376,270	1.288	10%	592
	12/31/18	\$4,836,729	\$5,112,962	1.057	15%	619
	12/31/19	\$4,796,400	\$4,858,888	1.013	20%	578
	12/31/20	\$4,917,126	\$5,071,413	1.031	25%	588
	12/31/21	\$4,942,873	\$4,994,788	1.011	30%	676
COLL.	12/31/19	\$7,997,113	\$10,715,526	1.340	20%	637
	12/31/20	\$8,195,706	\$9,993,753	1.219	30%	603
	12/31/21	\$8,326,141	\$10,735,680	1.289	50%	670

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.052	1.279
(7)	EXPECTED EXPERIENCE RATIO (D).	1.044	1.044
(8)	CREDIBILITY (E).	0.50	0.65
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))).	1.048	1.197
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	4.8%	19.7%
(11)	FILED CHANGE.	4.8%	19.7%
(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 07/01/23 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	12/31/17	\$3,751,806	----
	12/31/18	\$3,188,686	----
	12/31/19	\$3,210,467	\$6,765,687
	12/31/20	\$3,552,688	\$6,800,421
	12/31/21	\$3,613,736	\$8,053,575
(2) DEVELOPED LOSSES AND	12/31/17	\$4,239,541	----
ALL LOSS ADJUSTMENT	12/31/18	\$3,603,215	----
EXPENSES (A)	12/31/19	\$3,631,456	\$7,637,581
	12/31/20	\$4,018,552	\$7,623,000
	12/31/21	\$4,193,777	\$8,763,820
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		6.0%	7.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	12/31/17	\$6,376,270	----
ALL LOSS ADJUSTMENT	12/31/18	\$5,112,962	----
EXPENSES (B)	12/31/19	\$4,858,888	\$10,715,526
	12/31/20	\$5,071,413	\$9,993,753
	12/31/21	\$4,994,788	\$10,735,680

(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.
12/31/17	1.000	-----
12/31/18	1.000	-----
12/31/19	1.001	0.999
12/31/20	1.001	0.992
12/31/21	1.027	0.963

(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 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
12/31/17	7/1/17	7.000	-----
12/31/18	7/1/18	6.000	-----
12/31/19	7/1/19	5.000	5.000
12/31/20	7/1/20	4.000	4.000
12/31/21	7/1/21	3.000	3.000

VERISK

ARKANSAS
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	12/31/17	\$4,460,168	----
AT CURRENT LEVEL	12/31/18	\$4,425,187	----
	12/31/19	\$4,453,482	\$7,070,834
	12/31/20	\$4,634,426	\$7,423,647
	12/31/21	\$4,725,500	\$7,730,864
(2) SELECTED ANNUAL VVF TRENDED (SEE TRENDED EXHIBIT IN SECTION C)		1.5%	2.5%
(3) TRENDED AGGREGATE LOSS COSTS AT	12/31/17	\$4,950,786	----
CURRENT LEVEL (A)	12/31/18	\$4,836,729	----
	12/31/19	\$4,796,400	\$7,997,113
	12/31/20	\$4,917,126	\$8,195,706
	12/31/21	\$4,942,873	\$8,326,141

(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 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
12/31/17	1/1/17	7.000	-----
12/31/18	1/1/18	6.000	-----
12/31/19	1/1/19	5.000	5.000
12/31/20	1/1/20	4.000	4.000
12/31/21	1/1/21	3.000	3.000

VERISK

ARKANSAS
 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
12/31/17	\$2,207,691	\$3,500,352	1.586	10%	277
12/31/18	\$2,196,000	\$2,635,151	1.200	15%	260
12/31/19	\$2,161,329	\$2,065,979	0.956	20%	220
12/31/20	\$2,071,243	\$1,421,361	0.686	25%	149
12/31/21	\$1,908,076	\$1,461,657	0.766	30%	123
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.932
(7)	EXPECTED EXPERIENCE RATIO (D).				1.075
(8)	CREDIBILITY (E).				0.25
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.039
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				3.9%
(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 07/01/23 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

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	12/31/17	\$1,223,477	\$719,775	
ALLOCATED LOSS	12/31/18	\$857,052	\$690,004	
ADJUSTMENT EXPENSES	12/31/19	\$650,642	\$618,098	
	12/31/20	\$400,591	\$494,028	
	12/31/21	\$484,453	\$406,048	
(2) DEVELOPED LOSSES AND	12/31/17	\$1,320,902	\$791,753	
ALL LOSS ADJUSTMENT	12/31/18	\$942,723	\$759,763	
EXPENSES (A)	12/31/19	\$751,186	\$682,627	
	12/31/20	\$509,215	\$549,952	
	12/31/21	\$710,678	\$466,306	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.1%	8.1%	7.5%
(4) TRENDED LOSSES AND	12/31/17	\$2,134,578	\$1,365,774	\$3,500,352
ALL LOSS ADJUSTMENT	12/31/18	\$1,422,569	\$1,212,582	\$2,635,151
EXPENSES (B)	12/31/19	\$1,058,421	\$1,007,557	\$2,065,979
	12/31/20	\$670,127	\$751,234	\$1,421,361
	12/31/21	\$872,713	\$588,944	\$1,461,657

(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.
12/31/17	1.009	1.000
12/31/18	1.028	1.001
12/31/19	1.079	1.004
12/31/20	1.188	1.012
12/31/21	1.371	1.044

(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 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
12/31/17	7/1/17	7.000
12/31/18	7/1/18	6.000
12/31/19	7/1/19	5.000
12/31/20	7/1/20	4.000
12/31/21	7/1/21	3.000

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	12/31/17	\$2,207,691
AT CURRENT LEVEL	12/31/18	\$2,196,000
	12/31/19	\$2,161,329
	12/31/20	\$2,071,243
	12/31/21	\$1,908,076
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.0%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	12/31/17	\$2,207,691
LOSS COSTS AT	12/31/18	\$2,196,000
CURRENT LEVEL (A)	12/31/19	\$2,161,329
	12/31/20	\$2,071,243
	12/31/21	\$1,908,076

(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
07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
12/31/17	1/1/17	7.000
12/31/18	1/1/18	6.000
12/31/19	1/1/19	5.000
12/31/20	1/1/20	4.000
12/31/21	1/1/21	3.000

VERISK

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

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	12/31/17	\$761,591	\$649,891	0.853	10%	157
	12/31/18	\$743,216	\$682,742	0.919	15%	166
	12/31/19	\$706,079	\$913,919	1.294	20%	170
	12/31/20	\$640,920	\$544,836	0.850	25%	139
	12/31/21	\$604,827	\$576,826	0.954	30%	143
COLL.	12/31/17	\$1,298,558	\$1,318,762	1.016	10%	185
	12/31/18	\$1,262,603	\$1,545,008	1.224	15%	173
	12/31/19	\$1,198,948	\$1,429,661	1.192	20%	158
	12/31/20	\$1,086,053	\$1,107,732	1.020	25%	127
	12/31/21	\$1,040,108	\$1,229,029	1.182	30%	129
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				O.T.C. 0.981	COLLISION 1.134
(7)	EXPECTED EXPERIENCE RATIO (D).				1.042	1.059
(8)	CREDIBILITY (E).				0.30	0.45
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))).				1.024	1.093
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				2.4%	9.3%
(11)	FILED CHANGE.				N.C.	9.3%
(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 07/01/23 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	12/31/17	\$370,093	\$726,679
	12/31/18	\$414,117	\$910,902
	12/31/19	\$590,940	\$902,675
	12/31/20	\$375,678	\$753,775
	12/31/21	\$418,802	\$943,535
(2) DEVELOPED LOSSES AND	12/31/17	\$418,205	\$821,147
ALL LOSS ADJUSTMENT	12/31/18	\$467,952	\$1,029,319
EXPENSES (A)	12/31/19	\$667,094	\$1,019,003
	12/31/20	\$423,667	\$844,952
	12/31/21	\$477,505	\$1,003,289
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		6.5%	7.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	12/31/17	\$649,891	\$1,318,762
ALL LOSS ADJUSTMENT	12/31/18	\$682,742	\$1,545,008
EXPENSES (B)	12/31/19	\$913,919	\$1,429,661
	12/31/20	\$544,836	\$1,107,732
	12/31/21	\$576,826	\$1,229,029

(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.
12/31/17	1.000	1.000
12/31/18	1.000	1.000
12/31/19	0.999	0.999
12/31/20	0.998	0.992
12/31/21	1.009	0.941

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
12/31/17	7/1/17	7.000	7.000
12/31/18	7/1/18	6.000	6.000
12/31/19	7/1/19	5.000	5.000
12/31/20	7/1/20	4.000	4.000
12/31/21	7/1/21	3.000	3.000

VERISK

ARKANSAS
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	12/31/17	\$653,726	\$1,211,341
AT CURRENT LEVEL	12/31/18	\$652,516	\$1,188,892
	12/31/19	\$633,255	\$1,140,769
	12/31/20	\$587,461	\$1,043,279
	12/31/21	\$566,848	\$1,009,814
(2) SELECTED ANNUAL VVF			
TREND (SEE TREND		2.2%	1.0%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	12/31/17	\$761,591	\$1,298,558
LOSS COSTS AT	12/31/18	\$743,216	\$1,262,603
CURRENT LEVEL (A)	12/31/19	\$706,079	\$1,198,948
	12/31/20	\$640,920	\$1,086,053
	12/31/21	\$604,827	\$1,040,108

(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 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
12/31/17	1/1/17	7.000	7.000
12/31/18	1/1/18	6.000	6.000
12/31/19	1/1/19	5.000	5.000
12/31/20	1/1/20	4.000	4.000
12/31/21	1/1/21	3.000	3.000

VERISK

ARKANSAS
 AUTOMOBILE LIABILITY INSURANCE - AUTO DEALERS (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
12/31/17	\$436,216	\$485,844	1.114	10%	21
12/31/18	\$359,693	\$371,250	1.032	15%	15
12/31/19	\$378,306	\$527,002	1.393	20%	14
12/31/20	\$397,906	\$513,340	1.290	25%	15
12/31/21	\$326,974	\$112,629	0.344	30%	11
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.971
(7)	EXPECTED EXPERIENCE RATIO (D).				1.242
(8)	CREDIBILITY (E).				0.05
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.228
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				22.8%
(11)	FILED CHANGE.				10.0%
(A)	AUTO DEALERS EXPERIENCE IS FOR ALL AUTO DEALERS RISKS WRITTEN IN ACCORDANCE WITH RULE 248 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 07/01/23 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 3.000 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

ARKANSAS
 AUTO DEALERS
 AUTOMOBILE LIABILITY INSURANCE
 DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	12/31/17	\$113,207	\$151,137	
ALLOCATED LOSS	12/31/18	\$187,090	\$32,706	
ADJUSTMENT EXPENSES	12/31/19	\$262,026	\$52,620	
	12/31/20	\$173,946	\$120,179	
	12/31/21	\$24,346	\$30,279	
(2) DEVELOPED LOSSES AND	12/31/17	\$122,827	\$166,583	
ALL LOSS ADJUSTMENT	12/31/18	\$207,593	\$36,336	
EXPENSES (A)	12/31/19	\$311,208	\$59,966	
	12/31/20	\$242,703	\$141,979	
	12/31/21	\$51,501	\$39,102	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.1%	8.1%	7.5%
(4) TRENDED LOSSES AND	12/31/17	\$198,488	\$287,356	\$485,844
ALL LOSS ADJUSTMENT	12/31/18	\$313,258	\$57,992	\$371,250
EXPENSES (B)	12/31/19	\$438,492	\$88,510	\$527,002
	12/31/20	\$319,397	\$193,943	\$513,340
	12/31/21	\$63,243	\$49,386	\$112,629

(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.
12/31/17	1.014	1.002
12/31/18	1.037	1.010
12/31/19	1.110	1.036
12/31/20	1.304	1.074
12/31/21	1.977	1.174

(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 07/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
12/31/17	7/1/17	7.000
12/31/18	7/1/18	6.000
12/31/19	7/1/19	5.000
12/31/20	7/1/20	4.000
12/31/21	7/1/21	3.000

VERISK

ARKANSAS
 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)
								BASE	BASE	BASE	
T	EARNED CAR	\$100000	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	12/31/2021	COST	12/31/2021	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	7493	538.82	517.28	0.960	0.30	1.035	0.966	569	579	579	1.8%
103	8673	428.13	511.61	1.195	0.30	1.105	1.032	450	489	489	8.7%
105	1477	372.04	538.53	1.448	0.10	1.105	1.032	426	463	463	8.7%
106	6419	452.73	475.51	1.050	0.25	1.063	0.993	479	501	501	4.6%
108	1482	479.97	427.73	0.891	0.15	1.041	0.972	468	479	479	2.4%
109	3134	321.38	314.43	0.978	0.15	1.054	0.984	382	396	396	3.7%
110	2805	453.62	374.42	0.825	0.15	1.031	0.963	452	458	458	1.3%
111	22763	276.55	309.39	1.119	0.40	1.088	1.016	292	312	312	6.8%
SW	54246	377.76	403.22	1.067		1.071					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 5.3 PERCENT.

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

VERISK

ARKANSAS
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)
								BASE	BASE
T	EARNED CAR	\$100000	EXPER LOSS					CLASS	CLASS
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST
R	12/31/2021	COST	12/31/2021	RATIO	CRED	RATIO	STATE	PRES	IND*
101	1328	400.52	517.82	1.293	0.15	1.096	1.032	424	455
103	915	365.72	316.01	0.864	0.10	1.041	0.980	381	388
105	200	334.79	450.23	1.345	0.05	1.075	1.012	367	386
106	558	359.12	302.93	0.844	0.10	1.039	0.978	378	384
108	184	303.15	482.04	1.590	0.05	1.087	1.024	320	340
109	405	297.59	218.55	0.734	0.05	1.045	0.984	324	331
110	349	335.02	411.69	1.229	0.05	1.069	1.007	347	363
111	2086	230.58	223.93	0.971	0.15	1.048	0.987	246	252
SW	6025	316.69	335.92	1.061		1.062			

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 3.9 PERCENT.

** DUE TO THE RECENT FAVORABLE STATE EXPERIENCE, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

VERISK

ARKANSAS
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
AUTO DEALERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
			REV	PRES						BASE	
			TTT	AUTO			CHANGES IN		BASE	CLASS	ADV
T	TTT	ACC-YR	TTT	DEALERS	RATIO TO	STATEWIDE	TERRITORY	RELATIVITY	CLASS	LOSS	LOSS
E	12/31/2021	AGG LCCL	BASE	BASE	AVERAGE	COLUMNS	REQ	ADJ	LOSS	COST	COST
R	EARNED	YR ENDED	LOSS	LOSS	(3)	(4)	(5) / (6)	1.011	COST	REV**	COST
R	EXPOS	12/31/2021	COST	COST					IND*		CHG***
101	7493	28060	579	579	1.375	1.520	0.905	0.915	651	583	0.7%
103	8673	28833	489	421	1.162	1.105	1.052	1.064	550	493	17.1%
105	1477	2901	463	384	1.100	1.008	1.091	1.103	520	466	21.4%
106	6419	69141	501	473	1.190	1.241	0.959	0.970	563	505	6.8%
108	1482	45545	479	470	1.138	1.234	0.922	0.932	538	482	2.6%
109	3134	11882	396	352	0.941	0.924	1.018	1.029	445	398	13.1%
110	2805	41414	458	445	1.088	1.168	0.932	0.942	515	461	3.6%
111	22763	99198	312	265	0.741	0.696	1.065	1.077	351	314	18.5%
SW	54246	326974	421	381			0.989				

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 22.8 PERCENT.

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

*** PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 4)

VERISK

ARKANSAS
 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)
	EARNED CAR	UND	EXPER LOSS	EXPER	CRED	FORM	INDEX	BASE	BASE	BASE	ADV
T	YRS YR	LOSS	COST 5 YRS	RATIO		RATIO	(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	LOSS	END				STATE	LOSS	LOSS	LOSS	LOSS
R	12/31/2021	COST	12/31/2021					COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	5704	114.69	147.37	1.285	0.20	1.140	1.032	162	175	175	8.0%
103	6397	119.97	114.88	0.958	0.20	1.075	0.973	163	166	166	1.8%
105	1086	107.64	62.56	0.581	0.05	1.078	0.976	149	152	152	2.0%
106	4663	120.16	112.66	0.938	0.15	1.079	0.976	159	163	163	2.5%
108	1129	123.7	176.25	1.425	0.10	1.136	1.028	182	196	196	7.7%
109	2482	113.97	119.11	1.045	0.10	1.098	0.994	165	172	172	4.2%
110	2385	136.34	185.41	1.360	0.10	1.130	1.023	198	212	212	7.1%
111	14692	142.68	160.14	1.122	0.30	1.109	1.004	192	202	202	5.2%
SW	38538	128.26	141.64	1.104		1.105					

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

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

VERISK

ARKANSAS
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)
								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	12/31/2021	COST	12/31/2021	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	5821	197.97	306.89	1.550	0.35	1.444	1.055	312	394	394	26.3%
103	6474	183.73	246.53	1.342	0.35	1.371	1.001	301	361	361	19.9%
105	1046	211.81	528.59	2.496	0.10	1.498	1.094	307	402	402	30.9%
106	4821	242.55	316.75	1.306	0.30	1.363	0.996	351	418	418	19.1%
108	1126	208.07	407.98	1.961	0.15	1.473	1.076	320	412	412	28.8%
109	2553	183.76	274.28	1.493	0.15	1.403	1.025	303	372	372	22.8%
110	2309	174.11	228.93	1.315	0.20	1.373	1.003	276	331	331	19.9%
111	14800	235.67	297.41	1.262	0.50	1.325	0.968	323	374	374	15.8%
SW	38950	213.76	296.59	1.387		1.369					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 19.7 PERCENT.

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

VERISK

ARKANSAS
 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)
								BASE	BASE
T	EARNED CAR		EXPER LOSS					CLASS	CLASS
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST
R	12/31/2021	COST	12/31/2021	RATIO	CRED	RATIO	STATE	PRES	IND*
101	1110	120.61	124.05	1.029	0.10	1.017	0.997	127	130
103	612	183.64	184.91	1.007	0.10	1.015	0.995	191	195
105	135	186	105.81	0.569	0.00	1.016	0.996	190	194
106	385	132.12	140.35	1.062	0.05	1.018	0.998	148	151
108	132	156.42	90.19	0.577	0.00	1.016	0.996	176	180
109	279	126.71	185.09	1.461	0.05	1.038	1.018	148	154
110	236	147.57	109.22	0.740	0.05	1.002	0.982	152	153
111	1222	156.92	168.58	1.074	0.15	1.025	1.005	175	180
SW	4111	147.12	149.48	1.016		1.020			

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 2.4 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

ARKANSAS
 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)
								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	12/31/2021	COST	12/31/2021	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	1078	278.35	336.56	1.209	0.25	1.172	1.010	354	391	391	10.5%
103	618	268.98	387.95	1.442	0.20	1.216	1.048	340	389	389	14.4%
105	134	281.47	349.13	1.240	0.05	1.164	1.003	333	365	365	9.6%
106	389	262.00	341.22	1.302	0.15	1.181	1.018	348	387	387	11.2%
108	142	294.89	220.60	0.748	0.05	1.139	0.982	398	427	427	7.3%
109	278	246.25	395.14	1.605	0.10	1.205	1.039	349	396	396	13.5%
110	230	224.78	188.57	0.839	0.10	1.128	0.972	287	305	305	6.3%
111	1168	233.01	205.62	0.882	0.20	1.104	0.952	318	331	331	4.1%
SW	4037	257.65	298.93	1.160		1.160					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 9.3 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. <u>AVG</u>	5 YR. <u>AVG</u>
ITEM	2016	2017	2018	2019	2020			
(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

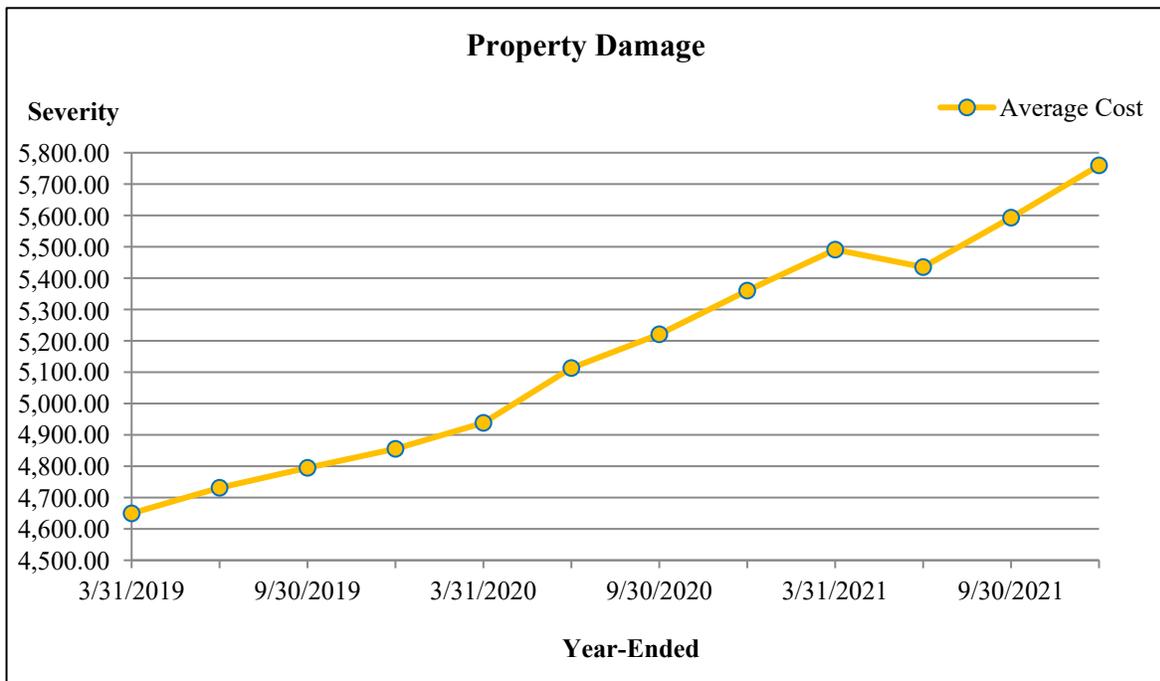
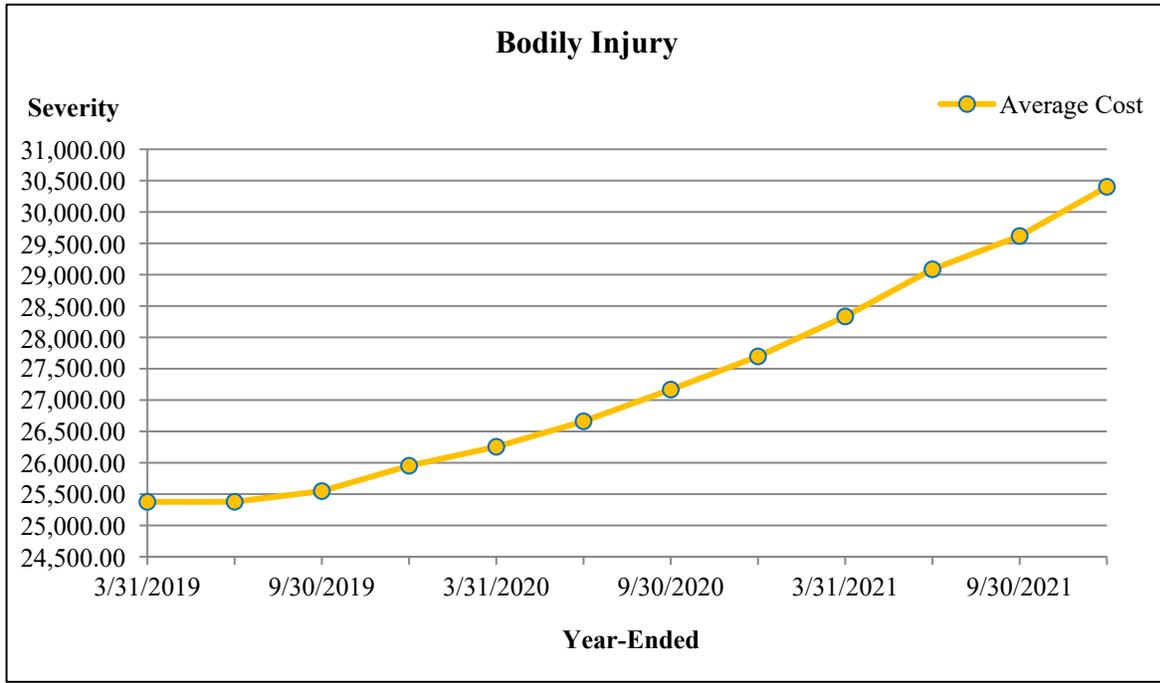
YEAR ENDED	ARKANSAS				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
3/31/2019	17718.61	18378.57	4672.75	4709.02	25376.34	24788.50	4649.58	4622.24
6/30/2019	18679.72	18567.50	4830.11	4795.96	25378.01	25217.15	4731.27	4713.97
9/30/2019	19473.99	18758.38	5107.78	4884.52	25548.37	25653.22	4794.91	4807.52
12/31/2019	19290.19	18951.22	4929.12	4974.70	25952.73	26096.83	4855.43	4902.92
3/31/2020	18828.40	19146.04	4962.19	5066.55	26255.17	26548.11	4938.27	5000.22
6/30/2020	19221.96	19342.87	5059.43	5160.10	26661.33	27007.19	5113.20	5099.44
9/30/2020	19148.52	19541.71	5241.88	5255.38	27167.70	27474.21	5220.85	5200.64
12/31/2020	19471.08	19742.61	5397.67	5352.41	27696.07	27949.31	5360.14	5303.85
3/31/2021	20980.01	19945.56	5451.56	5451.23	28334.16	28432.62	5490.90	5409.10
6/30/2021	20581.64	20150.61	5419.89	5551.88	29086.01	28924.29	5435.24	5516.44
9/30/2021	19973.92	20357.76	5523.17	5654.39	29616.84	29424.46	5592.86	5625.91
12/31/2021	20156.91	20567.04	6037.71	5758.79	30401.42	29933.28	5759.68	5737.56

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) ARKANSAS	4.2%	7.6%
	(B) MULTISTATE	7.1%	8.2%
(10)	CREDIBILITY	0.00	0.05
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	7.1%	8.1%
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	7.1%	8.1%

* 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>
12/31/2015	0.7726		2.8416	
3/31/2016	0.7860		2.8118	
6/30/2016	0.7947		2.8096	
9/30/2016	0.8010		2.8030	
12/31/2016	0.8005	3.6% &	2.7911	-1.8% &
3/31/2017	0.8020		2.7671	
6/30/2017	0.8096		2.7603	
9/30/2017	0.8063	0.7%	2.7320	-2.5%
12/31/2017	0.8074		2.7272	
3/31/2018	0.8080		2.7408	
6/30/2018	0.8037		2.7474	
9/30/2018	0.8018	-0.6%	2.7491	0.6%
12/31/2018	0.7990		2.7511	
3/31/2019	0.7946		2.7424	
6/30/2019	0.7886		2.7048	
9/30/2019	0.7874	-1.8%	2.6948	-2.0%
12/31/2019	0.7842		2.6632	
3/31/2020	0.7579		2.5418	
6/30/2020	0.6783		2.2916	
9/30/2020	0.6322	-19.7%	2.1286	-21.0%
12/31/2020	0.5837		1.9960	
3/31/2021	0.5642		1.9558	
6/30/2021	0.6059		2.0736	
9/30/2021	0.6025	-4.7%	2.0740	-2.6%

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 9/30/XXXX

& CHANGE BASED ON YEAR ENDING 12/31/2016 divided by 12/31/2015

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>
12/31/2015	0.7971		3.0425	
3/31/2016	0.8054		3.0237	
6/30/2016	0.8085		3.0347	
9/30/2016	0.8231		3.0219	
12/31/2016	0.8073	1.3% &	2.9986	-1.4% &
3/31/2017	0.8032		2.9358	
6/30/2017	0.8047		2.9004	
9/30/2017	0.7854	-4.6%	2.8196	-6.7%
12/31/2017	0.7858		2.7929	
3/31/2018	0.7956		2.8126	
6/30/2018	0.7989		2.7637	
9/30/2018	0.7873	0.2%	2.7445	-2.7%
12/31/2018	0.7861		2.7044	
3/31/2019	0.7639		2.6544	
6/30/2019	0.7447		2.6195	
9/30/2019	0.7280	-7.5%	2.5663	-6.5%
12/31/2019	0.7206		2.5080	
3/31/2020	0.6883		2.3878	
6/30/2020	0.5917		2.0635	
9/30/2020	0.5495	-24.5%	1.8644	-27.4%
12/31/2020	0.4835		1.6413	
3/31/2021	0.4647		1.5227	
6/30/2021	0.5190		1.6886	
9/30/2021	0.5341	-2.8%	1.7189	-7.8%

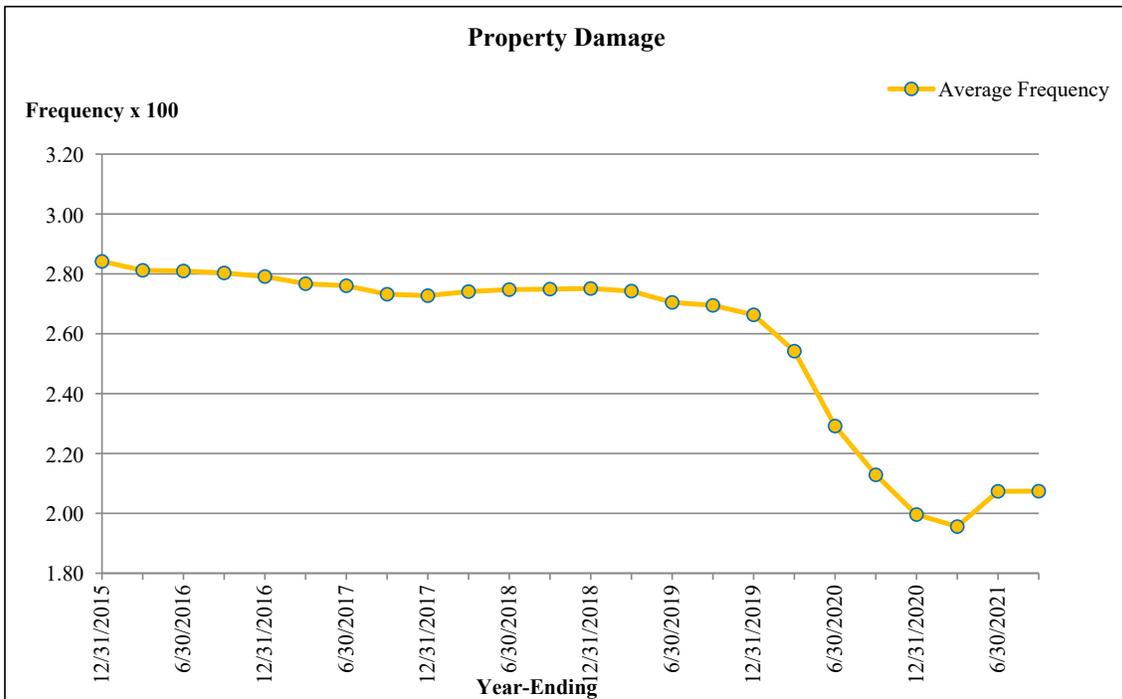
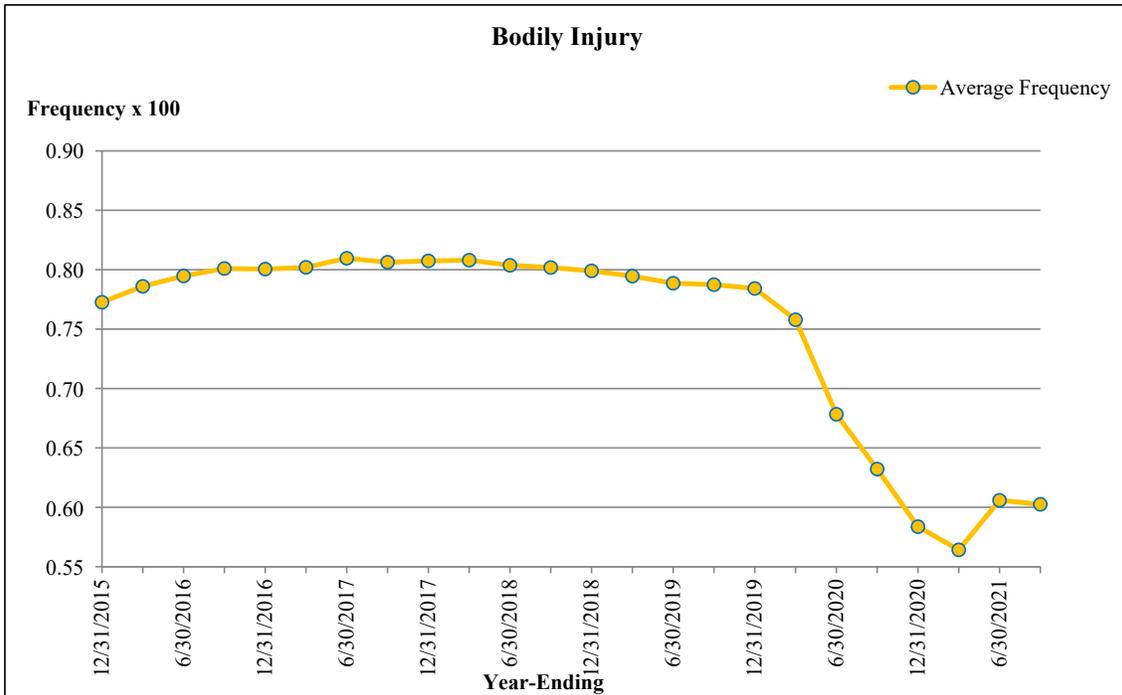
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 9/30/XXXX

& CHANGE BASED ON YEAR ENDING 12/31/2016 divided by 12/31/2015

VERISK

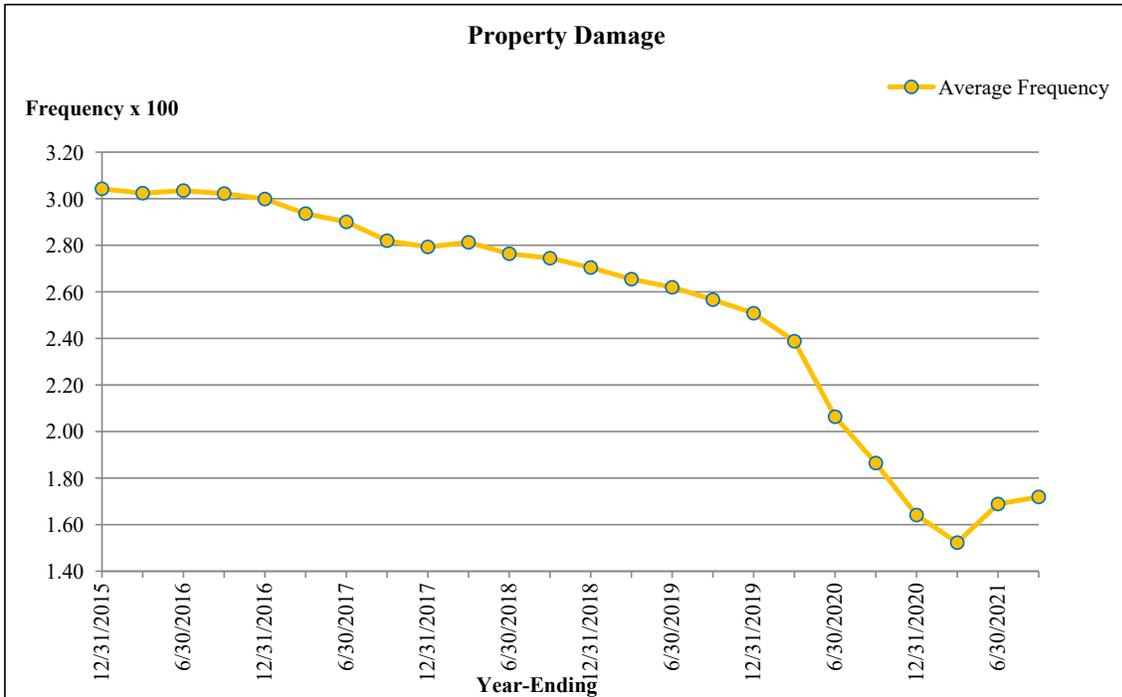
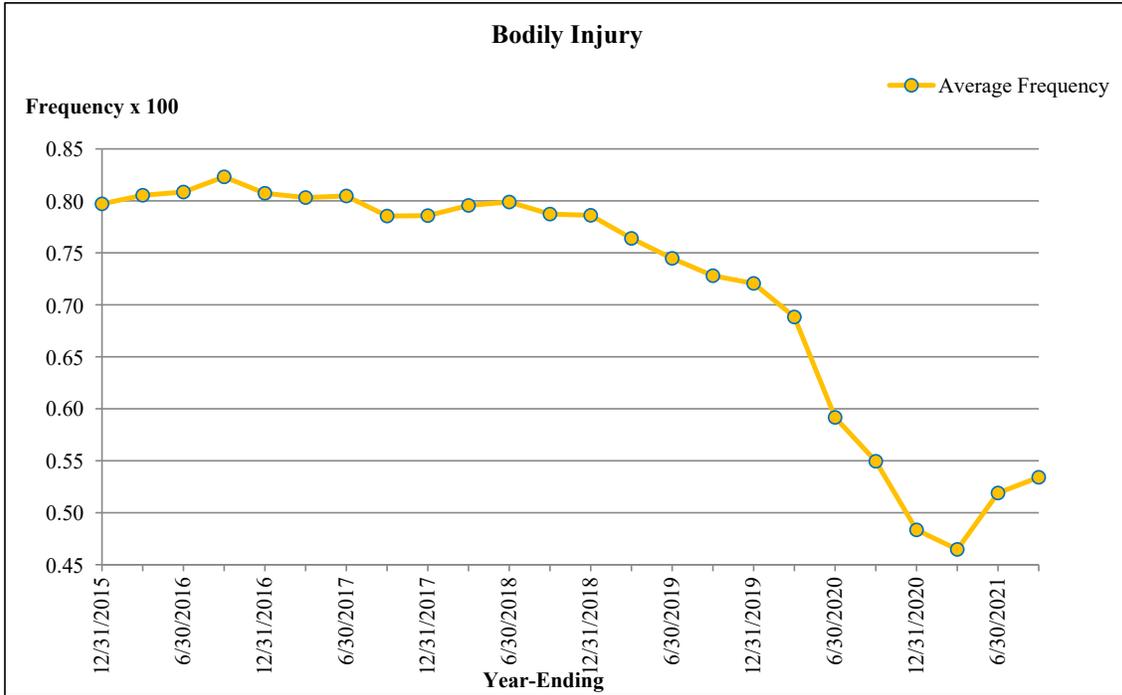
Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Trucks, Tractors, and Trailers
 Multistate*



*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
6/30/2020	0.980
12/31/2020	0.979
6/30/2021	0.976
12/31/2021	0.983

Exponential Trend (Average Annual Change)

4 Points	0.1%
3 Points	0.4%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

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
6/30/2017	1.084
12/31/2017	1.090
6/30/2018	1.097
12/31/2018	1.104
6/30/2019	1.110
12/31/2019	1.114
6/30/2020	1.117
12/31/2020	1.120
6/30/2021	1.121
12/31/2021	1.122

Exponential Trend (Average Annual Change)

9 Points	0.7%
7 Points	0.5%
5 Points	0.4%

Selected Annual Premium Trend: 0.4%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

VERISK

State Group Data*
 Private Passenger Types
 Liability
 Premium Trend Calculation

Companies Not Reporting Age Code X Data

Year Ending:	Average Rating Factor
6/30/2019	0.985
12/31/2019	0.982
6/30/2020	0.981
12/31/2020	0.979
6/30/2021	0.977
12/31/2021	0.977

Exponential Trend (Average Annual Change)

6 Points	-0.3%
5 Points	-0.3%
4 Points	-0.3%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

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
6/30/2017	0.999
12/31/2017	1.000
6/30/2018	1.001
12/31/2018	1.002
6/30/2019	1.002
12/31/2019	1.003
6/30/2020	1.004
12/31/2020	1.004
6/30/2021	1.002
12/31/2021	1.000

Exponential Trend (Average Annual Change)

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

Selected Annual Premium Trend: 0.0%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

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**
3/31/2017	1.15		0.72		0.54	
6/30/2017	1.16		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	1.25		0.77		0.58	
6/30/2018	1.28	10.3%	0.79	9.7%	0.59	9.3%
9/30/2018	1.32		0.81		0.60	
12/31/2018	1.36	13.3%	0.83	10.7%	0.61	7.0%
3/31/2019	1.39		0.85		0.63	
6/30/2019	1.41	10.2%	0.86	8.9%	0.63	6.8%
9/30/2019	1.44		0.87		0.64	
12/31/2019	1.44	5.9%	0.87	4.8%	0.63	3.3%
3/31/2020	1.42		0.86		0.63	
6/30/2020	1.38	-2.1%	0.84	-2.3%	0.61	-3.2%
9/30/2020	1.38		0.84		0.61	
12/31/2020	1.38	-4.2%	0.85	-2.3%	0.61	-3.2%
3/31/2021	1.43		0.87		0.61	
6/30/2021	1.49	8.0%	0.89	6.0%	0.62	1.6%
9/30/2021	1.49		0.89		0.62	
12/31/2021	1.47	6.5%	0.86	1.2%	0.60	-1.6%

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

Deductible:	Percent of Losses
Full	0.6%
\$50	0.3%
\$100	2.0%
\$200	0.3%
\$250	7.3%
\$500	29.2%
\$1,000	48.8%
\$2,000	5.8%
\$3,000	2.2%
\$5,000	3.4%

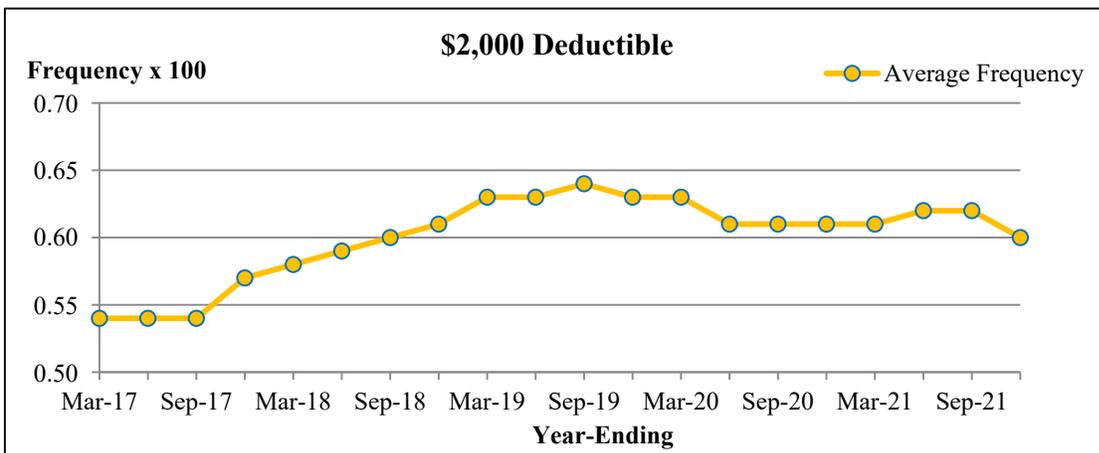
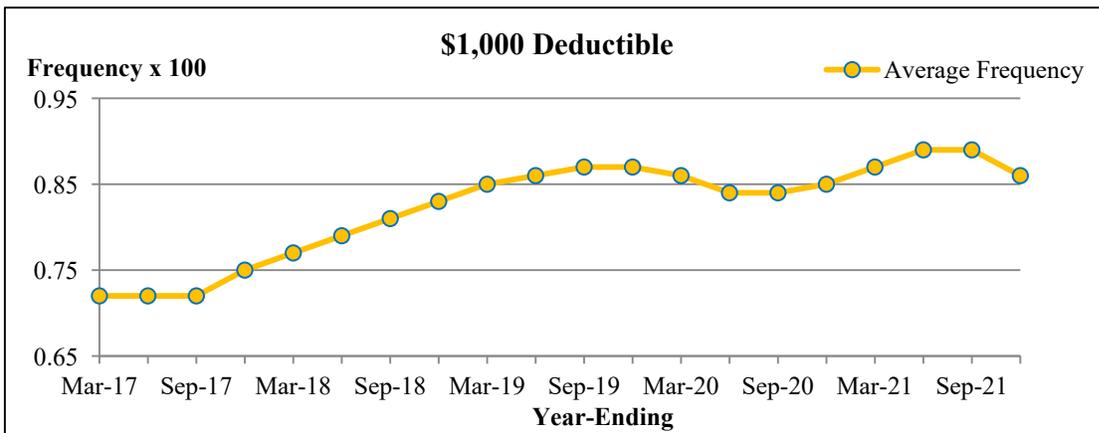
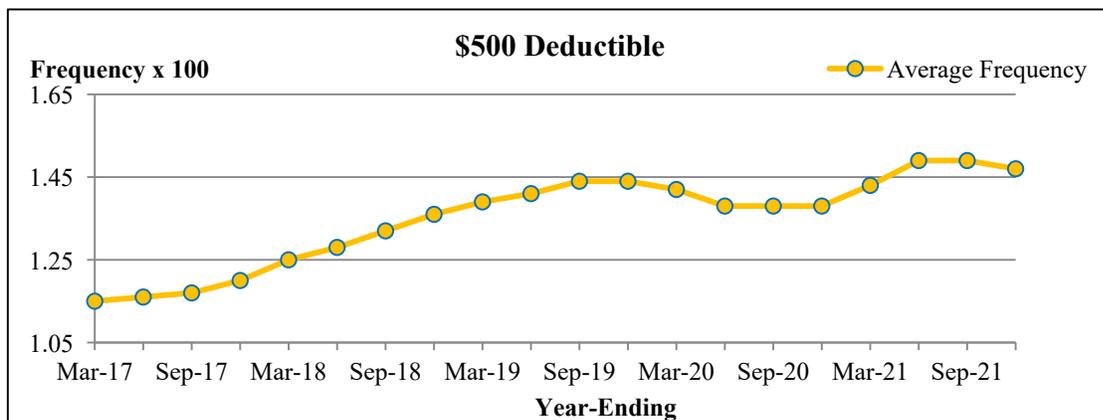
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxx and 12/31/xxxx

*** Deductibles above \$2,000, totaling 5.6% 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

	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
Year Ending:	Value	Value	Value
3/31/2017	2,383.15	3,651.66	4,268.31
6/30/2017	2,497.11	3,777.28	4,394.46
9/30/2017	2,628.01	3,974.99	4,634.89
12/31/2017	2,717.77	4,048.19	4,706.41
3/31/2018	2,745.52	4,102.60	4,781.84
6/30/2018	2,749.41	4,189.10	4,960.92
9/30/2018	2,719.00	4,185.34	5,016.07
12/31/2018	2,796.56	4,343.74	5,226.72
3/31/2019	2,811.24	4,382.33	5,337.76
6/30/2019	2,852.20	4,444.37	5,387.19
9/30/2019	2,885.27	4,524.08	5,446.03
12/31/2019	2,886.20	4,601.90	5,590.19
3/31/2020	2,914.21	4,560.49	5,468.39
6/30/2020	2,941.78	4,597.29	5,549.01
9/30/2020	2,967.00	4,600.35	5,560.94
12/31/2020	3,049.43	4,649.51	5,617.49
3/31/2021	3,094.63	4,731.66	5,794.58
6/30/2021	3,165.67	4,806.30	5,865.04
9/30/2021	3,383.47	5,037.47	6,180.46
12/31/2021	3,501.67	5,207.23	6,375.24

Average Annual Change Using Exponential Fits:

20 point fit:	6.1%	6.1%	7.3%
16 point fit:	5.9%	5.4%	6.3%
12 point fit:	7.4%	5.2%	5.7%

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

* 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**
3/31/2017	2.22		1.96		1.61	
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		1.97		1.63	
6/30/2018	2.24	0.4%	2.01	3.1%	1.66	3.7%
9/30/2018	2.27		2.03		1.68	
12/31/2018	2.27	2.7%	2.03	4.6%	1.68	5.0%
3/31/2019	2.27		2.03		1.67	
6/30/2019	2.28	1.8%	2.04	1.5%	1.68	1.2%
9/30/2019	2.29		2.04		1.68	
12/31/2019	2.29	0.9%	2.05	1.0%	1.69	0.6%
3/31/2020	2.20		1.96		1.62	
6/30/2020	2.05	-10.1%	1.81	-11.3%	1.50	-10.7%
9/30/2020	1.97		1.72		1.44	
12/31/2020	1.89	-17.5%	1.66	-19.0%	1.39	-17.8%
3/31/2021	1.92		1.67		1.41	
6/30/2021	2.02	-1.5%	1.77	-2.2%	1.49	-0.7%
9/30/2021	2.04		1.81		1.53	
12/31/2021	2.03	7.4%	1.81	9.0%	1.55	11.5%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	0.9%
\$500	26.5%
\$1,000	57.4%
\$2,000	7.4%
\$3,000	2.4%
\$5,000	5.3%

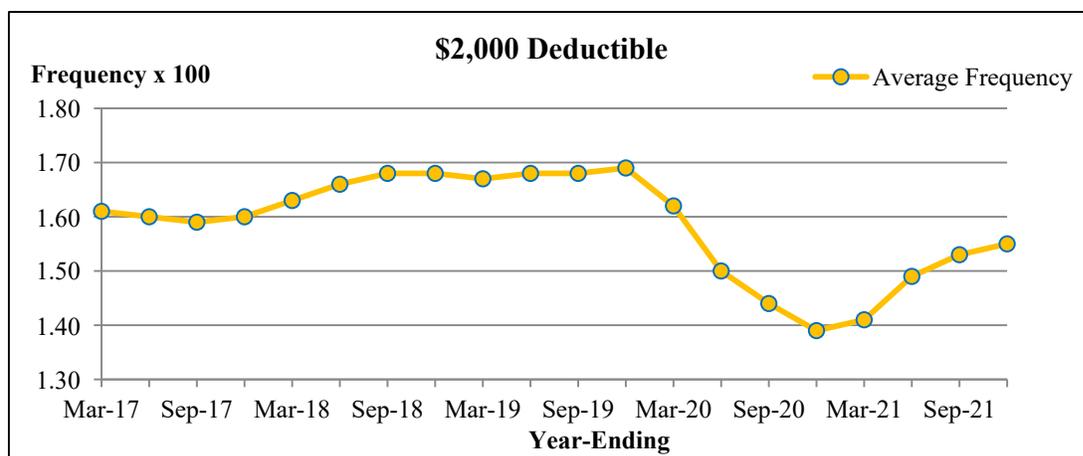
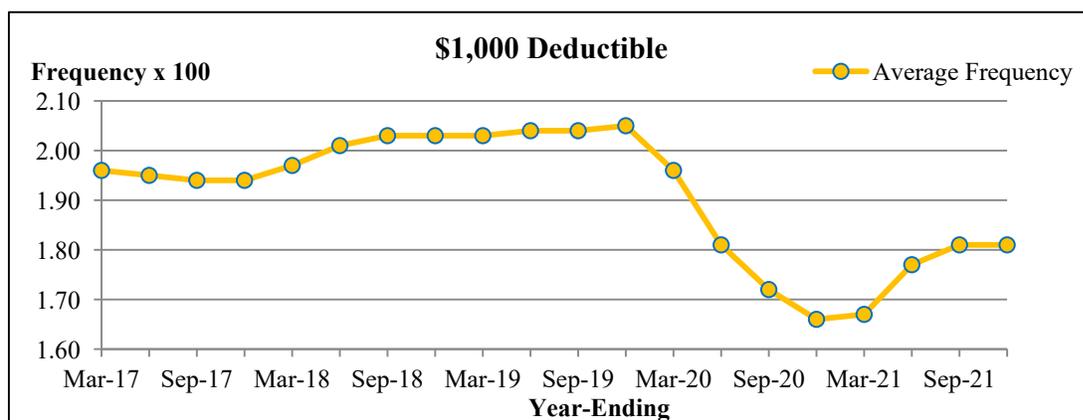
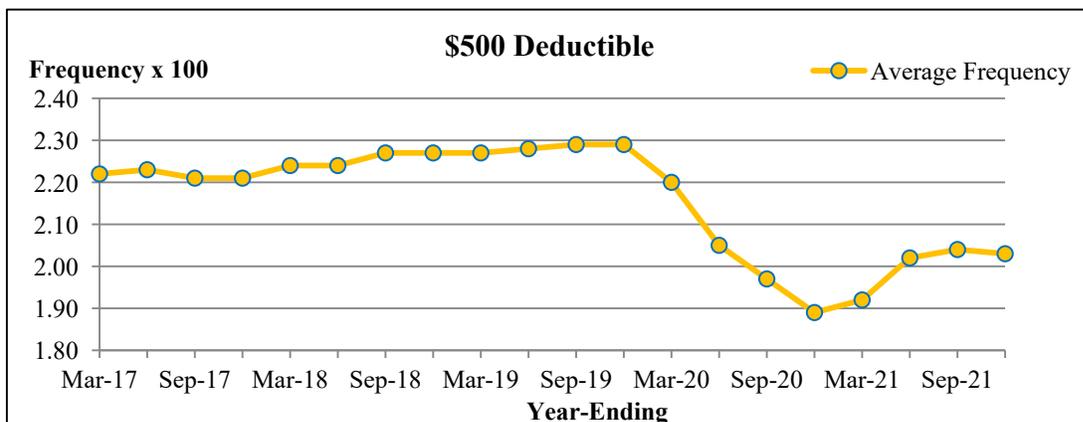
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxx and 12/31/xxxx

*** Deductibles above \$2,000, totaling 7.7% 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

	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
Year Ending:	Value	Value	Value
3/31/2017	5,193.66	5,912.46	6,255.39
6/30/2017	5,188.58	5,962.06	6,329.55
9/30/2017	5,269.29	6,004.87	6,394.77
12/31/2017	5,329.78	6,054.25	6,435.18
3/31/2018	5,389.62	6,147.89	6,527.62
6/30/2018	5,442.13	6,190.27	6,586.05
9/30/2018	5,522.87	6,276.75	6,666.12
12/31/2018	5,549.22	6,358.84	6,769.38
3/31/2019	5,646.74	6,441.51	6,890.35
6/30/2019	5,728.65	6,583.23	7,051.94
9/30/2019	5,741.87	6,617.55	7,101.47
12/31/2019	5,802.93	6,673.84	7,157.00
3/31/2020	5,825.10	6,752.87	7,239.63
6/30/2020	5,861.40	6,791.80	7,254.75
9/30/2020	5,905.94	6,940.04	7,403.06
12/31/2020	6,001.81	7,101.45	7,587.12
3/31/2021	6,138.25	7,254.75	7,715.65
6/30/2021	6,387.42	7,522.49	8,003.51
9/30/2021	6,780.52	7,911.27	8,404.25
12/31/2021	7,262.74	8,382.00	8,855.80

Average Annual Change Using Exponential Fits:

20 point fit:	5.7%	6.4%	6.5%
16 point fit:	6.4%	7.3%	7.3%
12 point fit:	7.9%	8.8%	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**
3/31/2017	2.88		1.77		1.17	
6/30/2017	2.84		1.75		1.15	
9/30/2017	2.85		1.77		1.16	
12/31/2017	2.91		1.82		1.19	
3/31/2018	2.97		1.85		1.21	
6/30/2018	3.07	8.1%	1.90	8.6%	1.24	7.8%
9/30/2018	3.17		1.94		1.25	
12/31/2018	3.26	12.0%	1.98	8.8%	1.27	6.7%
3/31/2019	3.37		2.05		1.31	
6/30/2019	3.45	12.4%	2.11	11.1%	1.35	8.9%
9/30/2019	3.50		2.16		1.37	
12/31/2019	3.51	7.7%	2.16	9.1%	1.36	7.1%
3/31/2020	3.39		2.09		1.33	
6/30/2020	3.12	-9.6%	1.94	-8.1%	1.24	-8.1%
9/30/2020	3.05		1.91		1.24	
12/31/2020	2.96	-15.7%	1.86	-13.9%	1.21	-11.0%
3/31/2021	3.05		1.91		1.21	
6/30/2021	3.36	7.7%	2.07	6.7%	1.29	4.0%
9/30/2021	3.44		2.12		1.31	
12/31/2021	3.48	17.6%	2.11	13.4%	1.31	8.3%

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

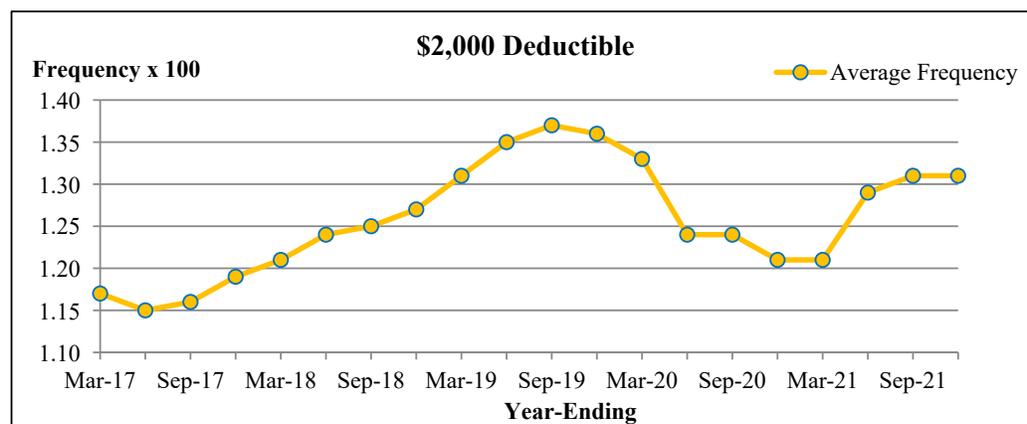
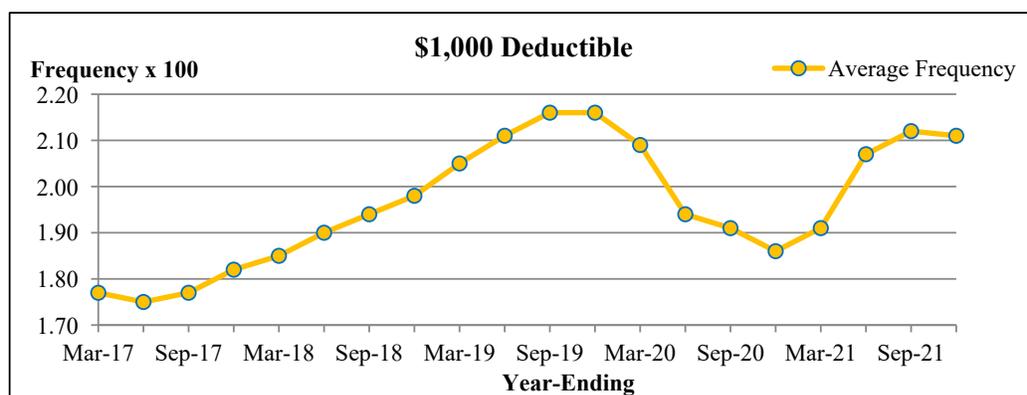
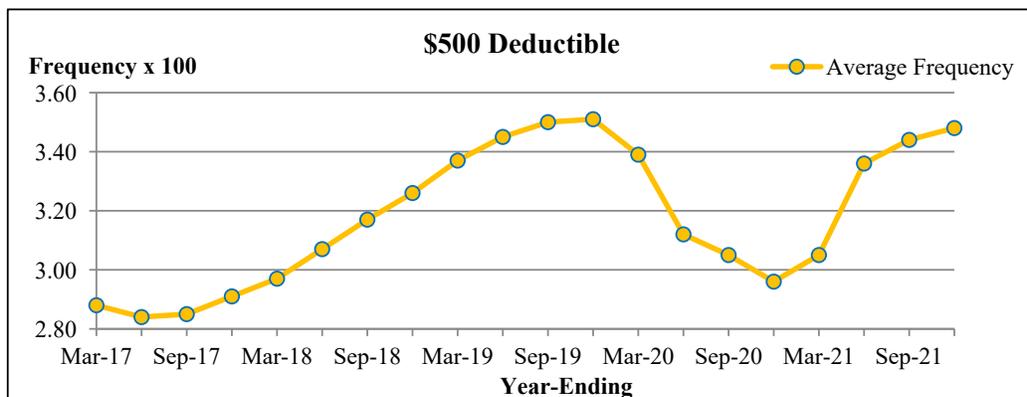
Deductible:	Percent of Losses
Full	0.6%
\$50	0.4%
\$100	2.9%
\$200	0.5%
\$250	11.0%
\$500	37.4%
\$1,000	42.3%
\$2,000	3.1%
\$3,000	0.7%
\$5,000	1.0%

* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxx and 12/31/xxxx

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

	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
Year Ending:	Value	Value	Value
3/31/2017	1,770.95	2,261.95	2,702.16
6/30/2017	1,774.10	2,292.05	2,766.70
9/30/2017	1,821.13	2,389.13	2,887.63
12/31/2017	1,848.07	2,453.48	2,971.02
3/31/2018	1,836.50	2,432.22	2,949.25
6/30/2018	1,860.38	2,471.82	2,996.65
9/30/2018	1,861.26	2,447.56	2,981.21
12/31/2018	1,908.45	2,530.39	3,116.06
3/31/2019	1,936.30	2,577.88	3,178.58
6/30/2019	1,947.17	2,605.46	3,199.88
9/30/2019	1,946.70	2,646.76	3,243.78
12/31/2019	1,958.24	2,680.91	3,280.47
3/31/2020	2,015.02	2,776.78	3,384.51
6/30/2020	2,094.01	2,821.09	3,456.20
9/30/2020	2,179.49	2,877.59	3,521.47
12/31/2020	2,248.34	2,896.07	3,536.12
3/31/2021	2,238.00	2,854.19	3,521.34
6/30/2021	2,245.35	2,899.21	3,594.81
9/30/2021	2,299.96	2,974.85	3,689.05
12/31/2021	2,327.25	3,044.31	3,804.73

Average Annual Change Using Exponential Fits:

20 point fit:	6.2%	6.1%	6.8%
16 point fit:	7.1%	6.2%	6.8%
12 point fit:	8.1%	5.9%	6.5%

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

* 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**
3/31/2017	4.71		4.13		3.10	
6/30/2017	4.74		4.13		3.11	
9/30/2017	4.68		4.08		3.08	
12/31/2017	4.70		4.10		3.10	
3/31/2018	4.80		4.18		3.18	
6/30/2018	4.78	0.8%	4.19	1.5%	3.19	2.6%
9/30/2018	4.83		4.25		3.24	
12/31/2018	4.80	2.1%	4.24	3.4%	3.24	4.5%
3/31/2019	4.76		4.24		3.24	
6/30/2019	4.75	-0.6%	4.25	1.4%	3.28	2.8%
9/30/2019	4.75		4.24		3.26	
12/31/2019	4.69	-2.3%	4.25	0.2%	3.26	0.6%
3/31/2020	4.45		4.03		3.10	
6/30/2020	3.95	-16.8%	3.52	-17.2%	2.73	-16.8%
9/30/2020	3.66		3.24		2.55	
12/31/2020	3.34	-28.8%	2.90	-31.8%	2.33	-28.5%
3/31/2021	3.23		2.80		2.28	
6/30/2021	3.53	-10.6%	3.08	-12.5%	2.51	-8.1%
9/30/2021	3.56		3.15		2.58	
12/31/2021	3.57	6.9%	3.21	10.7%	2.66	14.2%

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

Deductible:	Percent of Losses
\$100	0.2%
\$200	0.0%
\$250	1.3%
\$500	34.3%
\$1,000	57.9%
\$2,000	4.3%
\$3,000	0.7%
\$5,000	1.3%

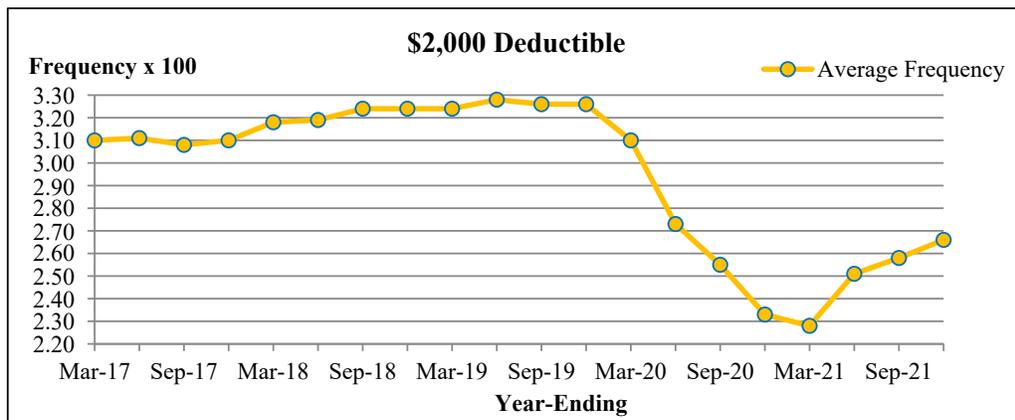
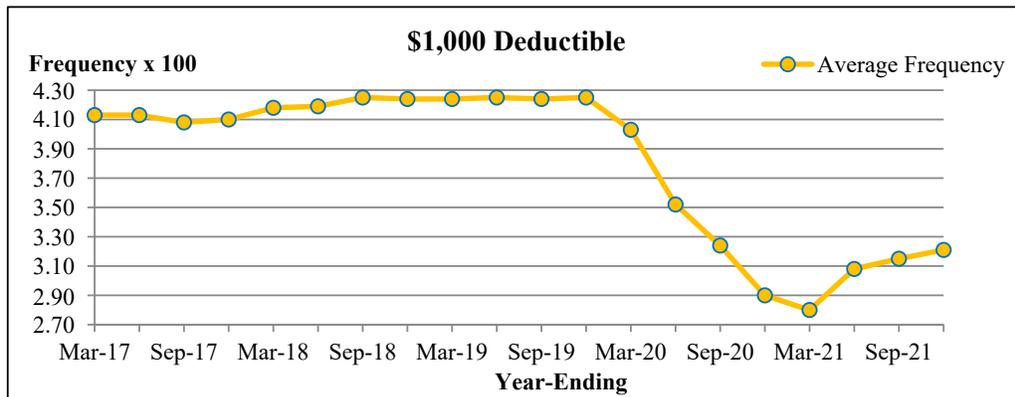
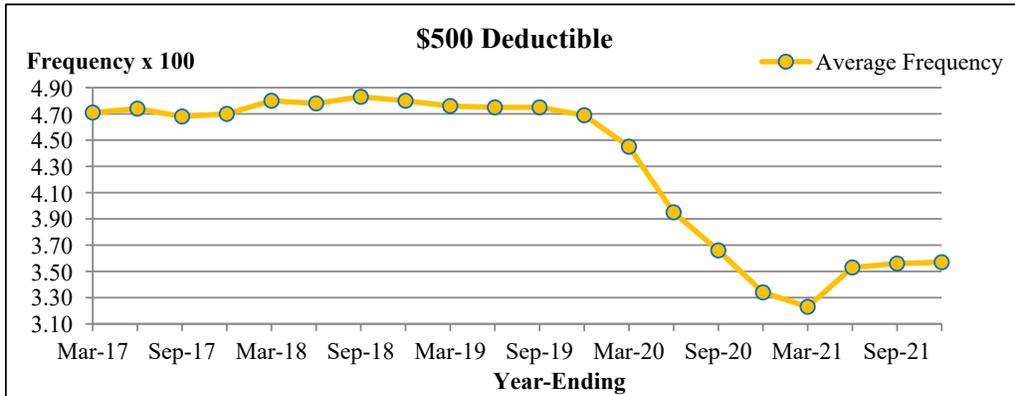
* Multistate data excludes Massachusetts

** Change based on years ending 06/30/xxx and 12/31/xxxx

*** Deductibles above \$2,000, totaling 2.0% 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
3/31/2017	4,318.08	4,732.68	5,165.13
6/30/2017	4,348.34	4,756.19	5,189.39
9/30/2017	4,354.11	4,801.22	5,237.39
12/31/2017	4,434.24	4,881.47	5,332.25
3/31/2018	4,502.37	4,929.23	5,357.69
6/30/2018	4,628.25	5,014.85	5,449.64
9/30/2018	4,641.31	5,041.66	5,489.78
12/31/2018	4,570.36	5,015.12	5,441.35
3/31/2019	4,653.15	5,099.24	5,544.43
6/30/2019	4,609.01	5,121.12	5,542.18
9/30/2019	4,760.34	5,166.30	5,597.15
12/31/2019	4,917.24	5,294.78	5,767.38
3/31/2020	4,980.26	5,362.73	5,841.96
6/30/2020	5,126.63	5,460.16	5,937.86
9/30/2020	5,097.52	5,560.22	5,957.28
12/31/2020	5,183.19	5,723.86	6,043.48
3/31/2021	5,256.19	5,866.37	6,174.73
6/30/2021	5,457.91	6,100.90	6,449.45
9/30/2021	5,796.27	6,409.98	6,828.12
12/31/2021	6,206.69	6,784.81	7,248.56

Average Annual Change Using Exponential Fits:

20 point fit:	6.6%	6.7%	6.0%
16 point fit:	7.5%	7.9%	7.0%
12 point fit:	9.7%	10.4%	9.2%

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
6/30/2020	1.080	0.780
12/31/2020	1.091	0.805
6/30/2021	1.066	0.847
12/31/2021	1.090	0.891

Exponential Trend (Average Annual Change)

4 Points	0.1%	9.5%
3 Points	-0.1%	10.7%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

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
6/30/2017	0.978	0.819
12/31/2017	0.994	0.837
6/30/2018	1.009	0.853
12/31/2018	1.022	0.867
6/30/2019	1.035	0.880
12/31/2019	1.046	0.890
6/30/2020	1.055	0.896
12/31/2020	1.060	0.896
6/30/2021	1.064	0.893
12/31/2021	1.069	0.892

Exponential Trend (Average Annual Change)

9 Points	1.8%	1.6%
7 Points	1.5%	0.9%
5 Points	1.0%	0.0%
Selected Annual VVF Trend:	1.5%	2.5%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

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
6/30/2019	0.956	0.835
12/31/2019	0.973	0.829
6/30/2020	0.975	0.822
12/31/2020	0.980	0.812
6/30/2021	0.986	0.815
12/31/2021	1.007	0.852

Exponential Trend (Average Annual Change)

6 Points	1.7%	0.2%
5 Points	1.6%	1.0%
4 Points	2.0%	2.3%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

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
6/30/2017	1.019	0.926
12/31/2017	1.026	0.930
6/30/2018	1.036	0.935
12/31/2018	1.051	0.941
6/30/2019	1.062	0.943
12/31/2019	1.073	0.949
6/30/2020	1.087	0.957
12/31/2020	1.102	0.962
6/30/2021	1.117	0.966
12/31/2021	1.131	0.972

Exponential Trend (Average Annual Change)

9 Points	2.5%	1.1%
7 Points	2.5%	1.2%
5 Points	2.7%	1.2%
Selected Annual VVF Trend:	2.2%	1.0%

* Includes Alaska, Arkansas, California, Delaware, Florida, Georgia, Idaho, Indiana, Iowa, Kansas, Kentucky, Michigan, Mississippi, Montana, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, and Wyoming

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
12/31/2010	3,697,544	3,874,094	4,061,233	1.048	1.048	
12/31/2011	4,505,917	5,406,169	5,552,713	1.200	1.027	
12/31/2012	4,626,427	5,127,880	5,525,531	1.108	1.078	
12/31/2013	4,880,872	5,288,118	4,925,213	1.083	0.931	
12/31/2014	4,011,634	4,596,012	4,976,504	1.146	1.083	
12/31/2015	6,220,276	6,834,160	7,080,829	1.099	1.036	
12/31/2016	5,991,211	6,606,848	7,215,877	1.103	1.092	
12/31/2017	6,631,307	7,158,764	7,383,178	1.080	1.031	
12/31/2018	5,863,867	6,129,654	6,442,482	1.045	1.051	
12/31/2019	6,419,181	6,640,844	6,943,081	1.035	1.046	
12/31/2020	6,785,381	7,083,313		1.044		
12/31/2021	7,399,117					
(1) Average Factor (Best 3 of 5) :				(A) State	1.056	1.044
				(B) Multistate	1.276	1.126
(2) Credibility					0.880	0.640
(3) Credibility Weighted Factors					1.082	1.074

Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
12/31/2010	3,206,161	3,245,864	3,198,827	1.012	0.986	
12/31/2011	3,946,912	3,840,897	3,779,062	0.973	0.984	
12/31/2012	4,206,647	4,134,609	4,083,672	0.983	0.988	
12/31/2013	3,369,825	3,319,380	3,294,753	0.985	0.993	
12/31/2014	4,265,367	4,147,875	4,147,326	0.972	1.000	
12/31/2015	4,571,407	4,628,383	4,636,222	1.012	1.002	
12/31/2016	4,838,792	4,931,896	4,929,514	1.019	1.000	
12/31/2017	4,787,715	4,881,908	4,880,888	1.020	1.000	
12/31/2018	4,976,322	4,953,165	4,919,287	0.995	0.993	
12/31/2019	4,700,903	4,672,770	4,777,066	0.994	1.022	
12/31/2020	4,993,664	4,950,251		0.991		
12/31/2021	5,275,032					
(1) Average Factor (Best 3 of 5) :				(A) State	1.003	1.001
				(B) Multistate	1.050	1.010
(2) Credibility					0.910	0.000
(3) Credibility Weighted Factors					1.007	1.010

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.080	1.005
27 to Ultimate	1.160	1.015
15 to Ultimate	1.255	1.022

** 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
12/31/2010	297,682,010	362,196,271	400,981,995	424,657,793	432,487,366
12/31/2011	314,803,407	387,309,761	438,921,977	455,222,000	463,902,615
12/31/2012	319,954,043	401,239,123	445,432,859	468,198,315	477,155,759
12/31/2013	334,747,164	420,813,557	469,638,445	497,497,936	505,981,213
12/31/2014	368,214,589	456,494,235	522,176,451	554,887,210	565,057,343
12/31/2015	392,499,109	510,652,445	570,011,277	596,718,967	608,801,196
12/31/2016	443,444,500	566,157,636	639,755,130	673,182,003	682,230,528
12/31/2017	465,220,761	584,757,833	659,185,283	694,741,690	709,303,506
12/31/2018	467,489,288	594,021,916	665,674,491	703,850,242	
12/31/2019	476,179,394	620,282,896	701,378,048		
12/31/2020	392,428,257	502,425,204			
12/31/2021	443,643,915				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	1.217	1.107	1.059	1.018
12/31/2011	1.230	1.133	1.037	1.019
12/31/2012	1.254	1.110	1.051	1.019
12/31/2013	1.257	1.116	1.059	1.017
12/31/2014	1.240	1.144	1.063	1.018
12/31/2015	1.301	1.116	1.047	1.020
12/31/2016	1.277	1.130	1.052	1.013
12/31/2017	1.257	1.127	1.054	1.021
12/31/2018	1.271	1.121	1.057	
12/31/2019	1.303	1.131		
12/31/2020	1.280			
Average Factor: (Best 3 of 5)	1.276	1.126	1.054	1.018

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.007
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.025
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.080
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.217
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.552

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>
12/31/2010	435,277,584	434,678,999	434,880,104	435,200,915	435,329,373
12/31/2011	467,908,874	468,228,276	467,368,919	467,248,580	467,295,627
12/31/2012	478,107,209	478,786,872	479,588,986	479,495,606	479,341,657
12/31/2013	509,656,463	511,064,040	510,482,749	510,452,821	
12/31/2014	566,886,017	567,688,369	567,886,138		
12/31/2015	612,679,264	615,213,446			
12/31/2016	685,515,646				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	1.006	0.999	1.000	1.001	1.000
12/31/2011	1.009	1.001	0.998	1.000	1.000
12/31/2012	1.002	1.001	1.002	1.000	1.000
12/31/2013	1.007	1.003	0.999	1.000	
12/31/2014	1.003	1.001	1.000		
12/31/2015	1.006	1.004			
12/31/2016	1.005				
Average Factor: (Best 3 of 5)	1.005	1.002	1.000	1.000	1.000

Summary of Factors

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

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
12/31/2010	363,253,090	375,128,801	377,852,210	378,963,847	378,633,196
12/31/2011	395,390,670	408,662,563	411,171,067	412,286,856	412,936,177
12/31/2012	397,054,819	411,062,404	414,151,229	414,582,426	414,858,860
12/31/2013	417,462,389	431,704,647	436,616,901	437,033,758	437,931,610
12/31/2014	446,412,826	466,855,938	469,278,939	470,587,268	471,191,087
12/31/2015	487,125,018	506,508,333	512,212,794	513,071,465	514,477,002
12/31/2016	514,805,927	538,460,263	543,187,935	545,364,372	545,682,165
12/31/2017	531,750,871	557,582,237	562,649,144	563,836,456	564,015,921
12/31/2018	571,569,455	604,559,095	611,451,182	612,732,031	
12/31/2019	594,742,524	621,130,358	624,748,578		
12/31/2020	451,943,038	476,238,541			
12/31/2021	543,209,758				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	1.033	1.007	1.003	0.999
12/31/2011	1.034	1.006	1.003	1.002
12/31/2012	1.035	1.008	1.001	1.001
12/31/2013	1.034	1.011	1.001	1.002
12/31/2014	1.046	1.005	1.003	1.001
12/31/2015	1.040	1.011	1.002	1.003
12/31/2016	1.046	1.009	1.004	1.001
12/31/2017	1.049	1.009	1.002	1.000
12/31/2018	1.058	1.011	1.002	
12/31/2019	1.044	1.006		
12/31/2020	1.054			
Average Factor: (Best 3 of 5)	1.050	1.010	1.002	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.005
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.015
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.066

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>
12/31/2010	380,294,286	380,368,666	380,511,017	380,717,685
12/31/2011	412,759,335	412,987,897	413,118,800	413,217,811
12/31/2012	415,671,996	416,143,788	416,264,695	416,371,584
12/31/2013	437,998,115	438,325,423	438,382,258	438,204,304
12/31/2014	471,684,770	471,466,334	471,790,710	
12/31/2015	515,059,715	515,640,156		
12/31/2016	546,287,067			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2010	1.004	1.000	1.000	1.001
12/31/2011	1.000	1.001	1.000	1.000
12/31/2012	1.002	1.001	1.000	1.000
12/31/2013	1.000	1.001	1.000	1.000
12/31/2014	1.001	1.000	1.001	
12/31/2015	1.001	1.001		
12/31/2016	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

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
12/31/2010	1,110,571	1,075,075	1,236,227	0.968	1.150	
12/31/2011	798,047	1,014,434	1,010,178	1.271	0.996	
12/31/2012	957,213	926,880	889,685	0.968	0.960	
12/31/2013	847,451	864,869	864,307	1.021	0.999	
12/31/2014	1,025,114	1,113,236	1,091,881	1.086	0.981	
12/31/2015	581,961	665,655	790,304	1.144	1.187	
12/31/2016	640,729	740,074	740,192	1.155	1.000	
12/31/2017	812,249	885,897	1,078,969	1.091	1.218	
12/31/2018	875,712	980,676	1,016,491	1.120	1.037	
12/31/2019	674,570	700,257	633,757	1.038	0.905	
12/31/2020	408,228	400,591		0.981		
12/31/2021	485,103					
(1) Average Factor (Best 3 of 5) :				(A) State	1.083	1.075
				(B) Multistate	1.249	1.117
(2) Credibility					0.570	0.390
(3) Credibility Weighted Factors					1.154	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	
12/31/2010	771,459	788,477	793,390	1.022	1.006	
12/31/2011	570,751	578,404	581,222	1.013	1.005	
12/31/2012	711,240	743,940	750,683	1.046	1.009	
12/31/2013	647,332	649,118	630,358	1.003	0.971	
12/31/2014	615,170	686,917	685,351	1.117	0.998	
12/31/2015	640,660	632,593	620,525	0.987	0.981	
12/31/2016	734,562	744,231	744,445	1.013	1.000	
12/31/2017	819,359	862,683	973,535	1.053	1.128	
12/31/2018	695,171	704,775	709,704	1.014	1.007	
12/31/2019	674,595	674,083	674,083	0.999	1.000	
12/31/2020	486,016	518,360		1.067		
12/31/2021	464,020					
(1) Average Factor (Best 3 of 5) :				(A) State	1.027	1.002
				(B) Multistate	1.048	1.008
(2) Credibility					0.760	0.000
(3) Credibility Weighted Factors					1.032	1.008

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.079	1.004
27 to Ultimate	1.188	1.012
15 to Ultimate	1.371	1.044

** 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
12/31/2010	71,868,630	84,356,731	92,579,666	97,303,630	98,869,515
12/31/2011	76,369,478	93,523,574	103,258,442	107,498,826	108,977,532
12/31/2012	75,402,313	93,602,770	101,160,896	105,373,556	107,356,438
12/31/2013	78,419,840	94,350,838	104,862,489	110,557,723	112,312,377
12/31/2014	72,682,846	88,781,711	101,015,878	106,411,078	108,494,745
12/31/2015	74,804,791	93,617,110	104,187,703	109,511,486	111,502,220
12/31/2016	76,293,199	95,918,847	107,604,629	111,702,258	113,894,357
12/31/2017	76,060,845	94,804,812	105,912,071	113,326,646	116,263,914
12/31/2018	79,120,046	98,218,063	109,328,622	113,903,116	
12/31/2019	77,433,516	96,376,461	107,948,250		
12/31/2020	53,723,074	68,610,659			
12/31/2021	61,418,252				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	1.174	1.097	1.051	1.016
12/31/2011	1.225	1.104	1.041	1.014
12/31/2012	1.241	1.081	1.042	1.019
12/31/2013	1.203	1.111	1.054	1.016
12/31/2014	1.221	1.138	1.053	1.020
12/31/2015	1.251	1.113	1.051	1.018
12/31/2016	1.257	1.122	1.038	1.020
12/31/2017	1.246	1.117	1.070	1.026
12/31/2018	1.241	1.113	1.042	
12/31/2019	1.245	1.120		
12/31/2020	1.277			
Average Factor: (Best 3 of 5)	1.249	1.117	1.049	1.019

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.009
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.028
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.079
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.205
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.505

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>
12/31/2010	99,159,972	98,890,097	98,900,182	98,903,723	98,830,556
12/31/2011	109,611,008	109,747,332	110,170,307	110,293,781	110,315,177
12/31/2012	107,792,115	107,811,916	107,981,773	107,989,444	107,990,143
12/31/2013	112,764,544	112,900,882	112,876,535	113,020,873	
12/31/2014	109,189,726	109,524,062	109,797,241		
12/31/2015	111,587,993	112,089,217			
12/31/2016	115,333,550				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	1.003	0.997	1.000	1.000	0.999
12/31/2011	1.006	1.001	1.004	1.001	1.000
12/31/2012	1.004	1.000	1.002	1.000	1.000
12/31/2013	1.004	1.001	1.000	1.001	
12/31/2014	1.006	1.003	1.002		
12/31/2015	1.001	1.004			
12/31/2016	1.013				
Average Factor: (Best 3 of 5)	1.005	1.002	1.001	1.001	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.001
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.002
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.004

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
12/31/2010	85,598,807	88,581,044	88,839,113	89,016,543	89,004,570
12/31/2011	91,603,582	94,528,429	94,944,002	95,387,876	95,704,397
12/31/2012	94,922,400	98,595,914	99,334,110	99,623,906	99,588,369
12/31/2013	95,114,132	99,243,815	99,983,096	100,151,373	100,207,433
12/31/2014	94,446,294	98,913,777	99,396,711	99,800,188	99,913,351
12/31/2015	97,803,033	101,980,821	102,627,480	102,962,405	103,123,738
12/31/2016	101,082,198	105,499,678	106,486,159	106,469,788	106,620,833
12/31/2017	96,381,696	101,248,370	102,193,292	102,387,256	102,347,373
12/31/2018	100,380,741	105,170,192	105,959,838	106,302,274	
12/31/2019	95,499,436	100,220,198	100,737,682		
12/31/2020	57,824,097	60,578,653			
12/31/2021	67,385,001				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	1.035	1.003	1.002	1.000
12/31/2011	1.032	1.004	1.005	1.003
12/31/2012	1.039	1.007	1.003	1.000
12/31/2013	1.043	1.007	1.002	1.001
12/31/2014	1.047	1.005	1.004	1.001
12/31/2015	1.043	1.006	1.003	1.002
12/31/2016	1.044	1.009	1.000	1.001
12/31/2017	1.050	1.009	1.002	1.000
12/31/2018	1.048	1.008	1.003	
12/31/2019	1.049	1.005		
12/31/2020	1.048			
Average Factor: (Best 3 of 5)	1.048	1.008	1.003	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.001
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.012
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.061

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>
12/31/2010	89,212,505	89,202,405	89,202,832	89,147,550
12/31/2011	95,789,544	95,858,180	95,858,209	95,858,207
12/31/2012	99,699,852	99,643,171	99,646,404	99,645,136
12/31/2013	100,208,019	100,216,795	100,264,504	100,260,564
12/31/2014	99,901,297	99,883,259	99,905,027	
12/31/2015	103,121,595	103,135,742		
12/31/2016	106,667,969			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2010	1.002	1.000	1.000	0.999
12/31/2011	1.001	1.001	1.000	1.000
12/31/2012	1.001	0.999	1.000	1.000
12/31/2013	1.000	1.000	1.000	1.000
12/31/2014	1.000	1.000	1.000	
12/31/2015	1.000	1.000		
12/31/2016	1.000			
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000

Summary of Factors

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

VERISK

Basic Limits Loss Development
 Auto Dealers - 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
12/31/2010	11,719,200	14,905,280	19,617,861	21,255,656	21,867,578
12/31/2011	12,689,504	18,813,458	21,781,522	23,558,774	24,743,499
12/31/2012	12,218,923	16,853,219	20,418,224	21,408,692	21,834,666
12/31/2013	11,389,447	15,698,570	18,130,101	19,560,260	20,705,196
12/31/2014	12,814,687	17,049,767	18,475,299	19,782,012	20,330,436
12/31/2015	12,705,580	16,113,299	19,533,094	20,451,203	20,688,942
12/31/2016	10,413,208	16,073,602	20,660,159	22,909,017	23,490,013
12/31/2017	13,114,257	18,366,682	21,240,773	22,709,504	23,070,833
12/31/2018	12,035,951	18,453,075	20,841,424	22,317,893	
12/31/2019	9,504,544	13,969,511	16,144,459		
12/31/2020	6,397,195	10,423,338			
12/31/2021	8,054,936				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	1.272	1.316	1.083	1.029
12/31/2011	1.483	1.158	1.082	1.050
12/31/2012	1.379	1.212	1.049	1.020
12/31/2013	1.378	1.155	1.079	1.059
12/31/2014	1.330	1.084	1.071	1.028
12/31/2015	1.268	1.212	1.047	1.012
12/31/2016	1.544	1.285	1.109	1.025
12/31/2017	1.401	1.156	1.069	1.016
12/31/2018	1.533	1.129	1.071	
12/31/2019	1.470	1.156		
12/31/2020	1.629			
Average Factor: (Best 3 of 5)	1.516	1.175	1.070	1.023

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.014
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.037
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.110
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.304
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.977

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	75 Months	87 Months	99 Months	111 Months	123 Months
12/31/2010	21,904,031	21,838,921	21,850,193	21,855,914	21,874,275
12/31/2011	24,891,002	24,871,475	24,855,830	24,818,582	24,721,640
12/31/2012	21,666,448	21,563,804	21,584,010	21,743,866	21,682,726
12/31/2013	21,774,254	21,921,462	22,099,227	22,124,713	
12/31/2014	20,225,672	19,994,682	20,090,244		
12/31/2015	20,841,904	21,109,798			
12/31/2016	24,316,562				

Ratios

Accident Year Ending	75:63	87:75	99:87	111:99	123:111
12/31/2010	1.002	0.997	1.001	1.000	1.001
12/31/2011	1.006	0.999	0.999	0.999	0.996
12/31/2012	0.992	0.995	1.001	1.007	0.997
12/31/2013	1.052	1.007	1.008	1.001	
12/31/2014	0.995	0.989	1.005		
12/31/2015	1.007	1.013			
12/31/2016	1.035				
Average Factor: (Best 3 of 5)	1.012	1.000	1.002	1.002	0.998

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.998
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)	=	1.002

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2010	13,107,336	13,373,741	13,985,931	14,016,879	13,942,411
12/31/2011	12,855,331	13,255,325	13,682,203	14,320,834	14,566,085
12/31/2012	13,438,805	14,362,563	14,761,094	15,143,294	15,302,113
12/31/2013	12,009,455	12,598,201	13,095,249	13,258,459	13,415,861
12/31/2014	11,983,806	12,962,021	13,514,730	13,954,748	14,319,420
12/31/2015	11,936,309	14,289,022	14,692,337	14,983,324	14,745,064
12/31/2016	13,336,975	14,206,678	14,560,906	14,981,511	15,065,019
12/31/2017	13,322,027	15,109,895	16,438,535	16,783,436	16,897,707
12/31/2018	10,058,709	10,902,066	11,352,212	11,684,467	
12/31/2019	8,293,460	9,228,032	9,588,002		
12/31/2020	5,592,281	6,073,704			
12/31/2021	6,845,870				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	1.020	1.046	1.002	0.995
12/31/2011	1.031	1.032	1.047	1.017
12/31/2012	1.069	1.028	1.026	1.010
12/31/2013	1.049	1.039	1.012	1.012
12/31/2014	1.082	1.043	1.033	1.026
12/31/2015	1.197	1.028	1.020	0.984
12/31/2016	1.065	1.025	1.029	1.006
12/31/2017	1.134	1.088	1.021	1.007
12/31/2018	1.084	1.041	1.029	
12/31/2019	1.113	1.039		
12/31/2020	1.086			
Average Factor: (Best 3 of 5)	1.094	1.036	1.026	1.008

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.010
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.036
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.074
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.174

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
12/31/2010	13,953,466	13,956,843	13,956,843	13,957,657
12/31/2011	14,685,712	14,852,725	14,880,728	15,018,907
12/31/2012	15,232,119	15,251,773	15,118,752	15,104,021
12/31/2013	13,502,121	13,528,090	13,398,185	13,366,206
12/31/2014	14,283,601	14,276,875	14,257,730	
12/31/2015	14,789,271	14,770,050		
12/31/2016	15,248,754			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2010	1.001	1.000	1.000	1.000
12/31/2011	1.008	1.011	1.002	1.009
12/31/2012	0.995	1.001	0.991	0.999
12/31/2013	1.006	1.002	0.990	0.998
12/31/2014	0.997	1.000	0.999	
12/31/2015	1.003	0.999		
12/31/2016	1.012			
Average Factor: (Best 3 of 5)	1.002	1.001	0.997	1.002

Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.002
87 to Ult:	(99:87) (111:99) (111:Ult)	=	0.999
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>
12/31/2010	167,987,493	171,139,775	171,517,082	171,360,322	171,491,813
12/31/2011	190,336,967	193,857,471	193,999,121	194,107,908	194,077,365
12/31/2012	219,938,917	224,995,154	224,993,230	225,093,794	225,361,197
12/31/2013	176,955,250	181,172,362	181,502,511	181,882,116	181,853,220
12/31/2014	186,148,217	190,748,637	190,950,185	190,878,046	190,839,058
12/31/2015	183,404,256	187,652,270	187,683,668	188,148,667	188,234,019
12/31/2016	234,956,451	239,795,346	240,046,766	240,249,186	240,230,001
12/31/2017	243,274,293	249,190,121	249,244,575	249,555,371	249,455,475
12/31/2018	237,853,277	244,071,084	243,858,104	244,125,923	
12/31/2019	249,046,072	256,095,090	256,193,037		
12/31/2020	248,109,581	255,038,984			
12/31/2021	306,757,026				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2010	1.019	1.002	0.999	1.001
12/31/2011	1.018	1.001	1.001	1.000
12/31/2012	1.023	1.000	1.000	1.001
12/31/2013	1.024	1.002	1.002	1.000
12/31/2014	1.025	1.001	1.000	1.000
12/31/2015	1.023	1.000	1.002	1.000
12/31/2016	1.021	1.001	1.001	1.000
12/31/2017	1.024	1.000	1.001	1.000
12/31/2018	1.026	0.999	1.001	
12/31/2019	1.028	1.000		
12/31/2020	1.028			
Average Factor: (Best 3 of 5)	1.026	1.000	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) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.027

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>
12/31/2010	171,587,653	171,643,953	171,635,821	171,633,645	171,621,664
12/31/2011	194,053,540	194,030,815	194,017,042	194,025,632	193,999,667
12/31/2012	225,337,788	225,401,031	225,401,713	225,410,603	225,394,973
12/31/2013	181,905,914	181,936,807	181,924,794	181,902,671	
12/31/2014	190,845,800	190,847,944	190,846,168		
12/31/2015	188,150,862	188,170,089			
12/31/2016	240,222,744				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	1.001	1.000	1.000	1.000	1.000
12/31/2011	1.000	1.000	1.000	1.000	1.000
12/31/2012	1.000	1.000	1.000	1.000	1.000
12/31/2013	1.000	1.000	1.000	1.000	
12/31/2014	1.000	1.000	1.000		
12/31/2015	1.000	1.000			
12/31/2016	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	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2010	387,370,801	380,104,359	378,791,460	379,012,272	378,986,587
12/31/2011	419,577,934	411,330,288	409,550,563	409,460,636	409,552,697
12/31/2012	418,367,944	411,853,753	410,784,955	410,271,475	410,298,841
12/31/2013	443,875,033	434,954,633	433,289,814	434,146,707	432,932,016
12/31/2014	492,915,841	483,980,015	481,023,676	480,605,361	480,319,344
12/31/2015	528,870,431	514,135,272	510,954,631	509,922,904	510,056,363
12/31/2016	562,870,914	548,618,350	543,865,272	543,321,568	543,232,724
12/31/2017	580,720,035	560,847,491	556,462,765	555,351,776	555,148,898
12/31/2018	623,146,155	607,140,513	602,393,584	601,554,893	
12/31/2019	646,362,421	625,859,554	623,024,657		
12/31/2020	553,670,095	537,639,095			
12/31/2021	691,473,464				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2010	0.981	0.997	1.001	1.000
12/31/2011	0.980	0.996	1.000	1.000
12/31/2012	0.984	0.997	0.999	1.000
12/31/2013	0.980	0.996	1.002	0.997
12/31/2014	0.982	0.994	0.999	0.999
12/31/2015	0.972	0.994	0.998	1.000
12/31/2016	0.975	0.991	0.999	1.000
12/31/2017	0.966	0.992	0.998	1.000
12/31/2018	0.974	0.992	0.999	
12/31/2019	0.968	0.995		
12/31/2020	0.971			
Average Factor: (Best 3 of 5)	0.971	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) =	0.963

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>
12/31/2010	378,884,243	378,838,236	378,780,237	378,755,953	378,722,722
12/31/2011	409,523,895	409,530,741	409,503,953	409,496,576	409,472,005
12/31/2012	410,262,724	410,189,581	409,919,908	409,893,277	409,873,023
12/31/2013	432,833,839	432,793,073	432,781,659	432,776,728	
12/31/2014	480,316,770	480,320,176	480,838,595		
12/31/2015	510,085,068	509,948,364			
12/31/2016	543,197,969				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	1.000	1.000	1.000	1.000	1.000
12/31/2011	1.000	1.000	1.000	1.000	1.000
12/31/2012	1.000	1.000	0.999	1.000	1.000
12/31/2013	1.000	1.000	1.000	1.000	
12/31/2014	1.000	1.000	1.001		
12/31/2015	1.000	1.000			
12/31/2016	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>
12/31/2010	61,150,293	61,504,274	61,480,746	61,475,713	61,478,505
12/31/2011	77,740,205	77,820,258	77,650,810	77,687,346	77,686,548
12/31/2012	87,106,352	85,893,542	85,891,881	85,926,699	85,946,878
12/31/2013	61,721,212	62,301,027	62,512,457	62,524,905	62,515,873
12/31/2014	64,117,874	65,058,808	65,188,174	65,131,158	65,169,188
12/31/2015	55,859,881	56,513,473	56,396,547	56,392,426	56,393,153
12/31/2016	68,310,832	69,078,420	69,053,711	69,017,168	69,012,567
12/31/2017	77,755,702	77,785,863	77,980,756	77,616,679	77,709,188
12/31/2018	64,352,238	65,254,170	65,142,765	65,074,684	
12/31/2019	66,330,985	67,671,350	67,566,859		
12/31/2020	60,944,480	61,455,593			
12/31/2021	71,501,761				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2010	1.006	1.000	1.000	1.000
12/31/2011	1.001	0.998	1.000	1.000
12/31/2012	0.986	1.000	1.000	1.000
12/31/2013	1.009	1.003	1.000	1.000
12/31/2014	1.015	1.002	0.999	1.001
12/31/2015	1.012	0.998	1.000	1.000
12/31/2016	1.011	1.000	0.999	1.000
12/31/2017	1.000	1.003	0.995	1.001
12/31/2018	1.014	0.998	0.999	
12/31/2019	1.020	0.998		
12/31/2020	1.008			
Average Factor: (Best 3 of 5)	1.011	0.999	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) =	0.998
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.009

VERISK

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

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2010	61,412,788	61,418,005	61,449,827	61,441,080	61,447,932
12/31/2011	77,682,083	77,701,164	77,695,409	77,700,426	77,700,426
12/31/2012	85,991,094	85,987,982	85,960,208	85,961,435	85,945,822
12/31/2013	62,530,236	62,541,319	62,539,773	62,534,014	
12/31/2014	65,172,986	65,174,677	65,173,328		
12/31/2015	56,395,701	56,456,304			
12/31/2016	69,015,283				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	0.999	1.000	1.001	1.000	1.000
12/31/2011	1.000	1.000	1.000	1.000	1.000
12/31/2012	1.001	1.000	1.000	1.000	1.000
12/31/2013	1.000	1.000	1.000	1.000	
12/31/2014	1.000	1.000	1.000		
12/31/2015	1.000	1.001			
12/31/2016	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 - Collision
Multistate
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2010	154,733,455	147,268,225	146,711,207	146,507,977	146,504,399
12/31/2011	167,226,055	159,852,941	159,370,591	159,145,017	159,117,692
12/31/2012	167,764,190	161,032,962	160,339,066	160,182,728	160,119,464
12/31/2013	169,914,278	162,306,848	161,121,616	161,134,089	161,079,144
12/31/2014	178,419,214	170,342,910	170,103,795	169,883,105	169,825,643
12/31/2015	190,359,452	180,511,258	179,088,574	178,701,553	178,597,354
12/31/2016	193,000,191	183,806,119	182,237,201	181,904,656	181,842,833
12/31/2017	183,372,737	174,222,801	172,805,435	172,561,379	172,473,582
12/31/2018	194,838,404	184,532,300	183,560,657	183,385,686	
12/31/2019	204,122,141	193,562,222	192,742,802		
12/31/2020	147,944,273	140,481,466			
12/31/2021	183,381,235				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2010	0.952	0.996	0.999	1.000
12/31/2011	0.956	0.997	0.999	1.000
12/31/2012	0.960	0.996	0.999	1.000
12/31/2013	0.955	0.993	1.000	1.000
12/31/2014	0.955	0.999	0.999	1.000
12/31/2015	0.948	0.992	0.998	0.999
12/31/2016	0.952	0.991	0.998	1.000
12/31/2017	0.950	0.992	0.999	0.999
12/31/2018	0.947	0.995	0.999	
12/31/2019	0.948	0.996		
12/31/2020	0.950			
Average Factor: (Best 3 of 5)	0.949	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) =	0.941

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>
12/31/2010	146,451,531	146,436,667	146,432,685	146,434,143	146,419,574
12/31/2011	159,034,072	159,021,247	159,006,971	158,991,986	158,973,450
12/31/2012	160,069,358	160,040,943	160,015,754	159,997,584	159,984,916
12/31/2013	161,032,378	161,008,626	160,942,081	160,927,857	
12/31/2014	169,982,296	169,999,190	169,790,259		
12/31/2015	178,634,668	178,568,212			
12/31/2016	181,783,186				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	1.000	1.000	1.000	1.000	1.000
12/31/2011	0.999	1.000	1.000	1.000	1.000
12/31/2012	1.000	1.000	1.000	1.000	1.000
12/31/2013	1.000	1.000	1.000	1.000	
12/31/2014	1.001	1.000	0.999		
12/31/2015	1.000	1.000			
12/31/2016	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)	Public Automobiles Liability	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)	Public Automobiles Physical Damage	
	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)	Medical Payments Relativities	<u>EXHIBIT C20</u>
(4)	Specified Cause of Loss Relativity	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

	Class of Business					
	Trucks, Tractors, & Trailers	Private Passenger Types	Other Buses	School and Church Buses	Taxicabs and Limousines	Van Pools
Territory	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>
101	0.0139	0.0318	0.0378	0.0499	0.0416	0.0321
103	0.0194	0.0318	0.0468	0.0634	0.0416	0.0321
105	0.0167	0.0318	0.0516	0.0670	0.0416	0.0321
106	0.0188	0.0318	0.0466	0.0621	0.0416	0.0321
108	0.0196	0.0318	0.0452	0.0601	0.0416	0.0321
109	0.0202	0.0318	0.0548	0.0710	0.0416	0.0321
110	0.0166	0.0318	0.0457	0.0601	0.0416	0.0321
111	0.0221	0.0318	0.0639	0.0863	0.0416	0.0321

VERISK

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
CLASS 6614 - HIRED AUTOS
DETERMINATION OF MULTISTATE* ADVISORY LOSS COST LEVEL CHANGE

	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (A)	INCURRED LOSSES (B)	EXPERIENCE RATIO (2) / (1)	NUMBER OF PAID CLAIMS
COVERAGE	ACCIDENT YEAR ENDING				
O.T.C	03/31/17	\$1,870,852	\$2,358,018	1.260	445
	03/31/18	\$1,424,334	\$2,460,064	1.727	430
	03/31/19	\$1,233,541	\$2,271,727	1.842	521
	03/31/20	\$1,377,505	\$1,726,074	1.253	439
	03/31/21	\$1,394,846	\$1,172,207	0.840	182
5 YEAR TOTAL		\$7,301,078	\$9,988,090	1.368	2,017
COLL.	03/31/17	\$4,104,187	\$12,707,342	3.096	1,629
	03/31/18	\$3,549,939	\$11,007,592	3.101	1,441
	03/31/19	\$3,356,121	\$10,003,508	2.981	1,423
	03/31/20	\$3,524,435	\$8,509,084	2.414	1,253
	03/31/21	\$2,768,330	\$3,411,356	1.232	401
5 YEAR TOTAL		\$17,303,012	\$45,638,882	2.638	6,147
				O.T.C.	COLLISION
(6)	MULTISTATE EXPERIENCE RATIO.			1.368	2.638
(7)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((6) - 1.000).			36.8%	163.8%
(8)	FILED CHANGE.			36.8%	163.8%

* EXCLUDES MASSACHUSETTS

(A) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY DIVIDING THE ANNUAL COST OF HIRE BY ONE HUNDRED AND MULTIPLYING THE RESULT BY THE LOSS COST FOR THE COVERAGE AND DEDUCTIBLE.

(B) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL.
SEE FOLLOWING PAGE.

VERISK

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
CLASS 6614 - HIRED AUTOS
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/17	\$1,434,187	\$8,545,164
	03/31/18	\$1,578,715	\$7,700,579
	03/31/19	\$1,538,162	\$7,274,167
	03/31/20	\$1,234,083	\$6,514,207
	03/31/21	\$836,747	\$2,667,461
(2) DEVELOPED LOSSES AND	03/31/17	\$1,620,631	\$9,656,035
ALL LOSS ADJUSTMENT	03/31/18	\$1,783,948	\$8,701,654
EXPENSES (A)	03/31/19	\$1,738,123	\$8,219,809
	03/31/20	\$1,393,119	\$7,272,721
	03/31/21	\$998,473	\$3,032,316
(3) SELECTED ANNUAL LOSS TREND		5.5%	4.0%
(4) TRENDED LOSSES AND	03/31/17	\$2,358,018	\$12,707,342
ALL LOSS ADJUSTMENT	03/31/18	\$2,460,064	\$11,007,592
EXPENSES (B)	03/31/19	\$2,271,727	\$10,003,508
	03/31/20	\$1,726,074	\$8,509,084
	03/31/21	\$1,172,207	\$3,411,356

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

	O.T.C	COLL.
	1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
03/31/17	1.000	1.000
03/31/18	1.000	1.000
03/31/19	1.000	1.000
03/31/20	0.999	0.988
03/31/21	1.056	1.006

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/17	10/1/16	7.000	7.000
03/31/18	10/1/17	6.000	6.000
03/31/19	10/1/18	5.000	5.000
03/31/20	10/1/19	4.000	4.000
03/31/21	10/1/20	3.000	3.000

VERISK

Physical Damage Loss Development
 Class 6614 - Hired Autos Other than Collision
 Multistate
 Paid Losses

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
03/31/2010	1,285,108	1,371,867	1,334,046	1,333,044	1,332,928
03/31/2011	2,119,490	2,072,364	2,104,344	1,981,844	1,981,844
03/31/2012	1,973,654	2,127,182	2,163,929	2,161,130	2,163,377
03/31/2013	2,431,661	2,394,546	2,443,704	2,502,330	2,526,387
03/31/2014	1,357,094	1,291,442	1,291,599	1,292,818	1,292,900
03/31/2015	1,367,205	1,348,485	1,348,248	1,348,248	1,347,493
03/31/2016	1,309,499	1,414,147	1,414,251	1,414,251	1,414,251
03/31/2017	1,393,080	1,446,320	1,442,339	1,434,237	1,434,237
03/31/2018	1,492,485	1,590,431	1,578,687	1,578,715	
03/31/2019	1,468,800	1,537,494	1,538,162		
03/31/2020	1,165,313	1,234,083			
03/31/2021	836,747				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
03/31/2010	1.068	0.972	0.999	1.000
03/31/2011	0.978	1.015	0.942	1.000
03/31/2012	1.078	1.017	0.999	1.001
03/31/2013	0.985	1.021	1.024	1.010
03/31/2014	0.952	1.000	1.001	1.000
03/31/2015	0.986	1.000	1.000	0.999
03/31/2016	1.080	1.000	1.000	1.000
03/31/2017	1.038	0.997	0.994	1.000
03/31/2018	1.066	0.993	1.000	
03/31/2019	1.047	1.000		
03/31/2020	1.059			
Average Factor: (Best 3 of 5)	1.057	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) =	1.056

VERISK

Physical Damage Loss Development
 Class 6614 - Hired Autos Other than Collision
 Multistate
 Paid Losses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
03/31/2010	1,331,375	1,330,773	1,330,773	1,330,773	1,330,773
03/31/2011	2,030,463	2,037,742	2,037,742	2,037,742	2,037,742
03/31/2012	2,165,790	2,165,790	2,165,790	2,165,790	2,165,790
03/31/2013	2,526,387	2,526,387	2,526,387	2,524,748	
03/31/2014	1,292,900	1,292,900	1,292,900		
03/31/2015	1,349,904	1,349,904			
03/31/2016	1,414,251				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
03/31/2010	0.999	1.000	1.000	1.000	1.000
03/31/2011	1.025	1.004	1.000	1.000	1.000
03/31/2012	1.001	1.000	1.000	1.000	1.000
03/31/2013	1.000	1.000	1.000	0.999	
03/31/2014	1.000	1.000	1.000		
03/31/2015	1.002	1.000			
03/31/2016	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
 Class 6614 - Hired Autos 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>
03/31/2010	5,541,442	5,476,586	5,436,736	5,442,327	5,421,531
03/31/2011	7,395,246	7,124,216	7,052,187	7,022,712	7,021,049
03/31/2012	7,847,913	8,066,066	8,016,194	8,002,310	7,411,632
03/31/2013	7,237,599	7,208,141	7,633,465	7,613,941	7,581,420
03/31/2014	8,304,911	8,502,984	8,476,725	8,494,370	8,499,196
03/31/2015	8,018,911	8,373,250	8,167,327	8,255,027	8,279,449
03/31/2016	7,463,495	7,696,050	7,480,718	7,449,159	7,435,649
03/31/2017	8,748,475	8,684,832	8,603,979	8,529,132	8,545,164
03/31/2018	7,046,439	7,709,671	7,686,166	7,700,579	
03/31/2019	7,057,480	7,259,632	7,274,167		
03/31/2020	6,694,733	6,514,207			
03/31/2021	2,667,461				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
03/31/2010	0.988	0.993	1.001	0.996
03/31/2011	0.963	0.990	0.996	1.000
03/31/2012	1.028	0.994	0.998	0.926
03/31/2013	0.996	1.059	0.997	0.996
03/31/2014	1.024	0.997	1.002	1.001
03/31/2015	1.044	0.975	1.011	1.003
03/31/2016	1.031	0.972	0.996	0.998
03/31/2017	0.993	0.991	0.991	1.002
03/31/2018	1.094	0.997	1.002	
03/31/2019	1.029	1.002		
03/31/2020	0.973			

Average Factor: 1.018 0.988 1.000 1.000
 (Best 3 of 5)

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.988
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.006

VERISK

Physical Damage Loss Development
 Class 6614 - Hired Autos Collision
 Multistate
 Paid Losses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
03/31/2010	5,421,422	5,421,286	5,421,286	5,419,786	5,419,786
03/31/2011	7,025,718	7,026,860	7,026,711	7,026,711	7,026,711
03/31/2012	7,400,763	7,399,965	7,399,965	7,399,965	7,399,965
03/31/2013	7,590,229	7,556,370	7,553,406	7,554,231	
03/31/2014	8,485,967	8,481,989	8,480,107		
03/31/2015	8,277,625	8,275,058			
03/31/2016	7,434,356				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
03/31/2010	1.000	1.000	1.000	1.000	1.000
03/31/2011	1.001	1.000	1.000	1.000	1.000
03/31/2012	0.999	1.000	1.000	1.000	1.000
03/31/2013	1.001	0.996	1.000	1.000	
03/31/2014	0.998	1.000	1.000		
03/31/2015	1.000	1.000			
03/31/2016	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

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

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2016	1.19		0.76		0.57	
12/31/2016	1.16		0.73		0.55	
6/30/2017	1.16		0.72		0.55	
12/31/2017	1.21	4.3%	0.76	4.1%	0.57	3.6%
6/30/2018	1.28		0.79		0.59	
12/31/2018	1.34	10.7%	0.82	7.9%	0.61	7.0%
6/30/2019	1.40		0.85		0.63	
12/31/2019	1.42	6.0%	0.85	3.7%	0.63	3.3%
6/30/2020	1.35		0.82		0.60	
12/31/2020	1.34	-5.6%	0.81	-4.7%	0.58	-7.9%

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

Deductible:	Percent of Losses
Full	0.6%
\$50	0.7%
\$100	2.3%
\$200	0.1%
\$250	9.2%
\$500	34.1%
\$1,000	45.7%
\$2,000	4.5%
\$3,000	1.1%
\$5,000	1.7%

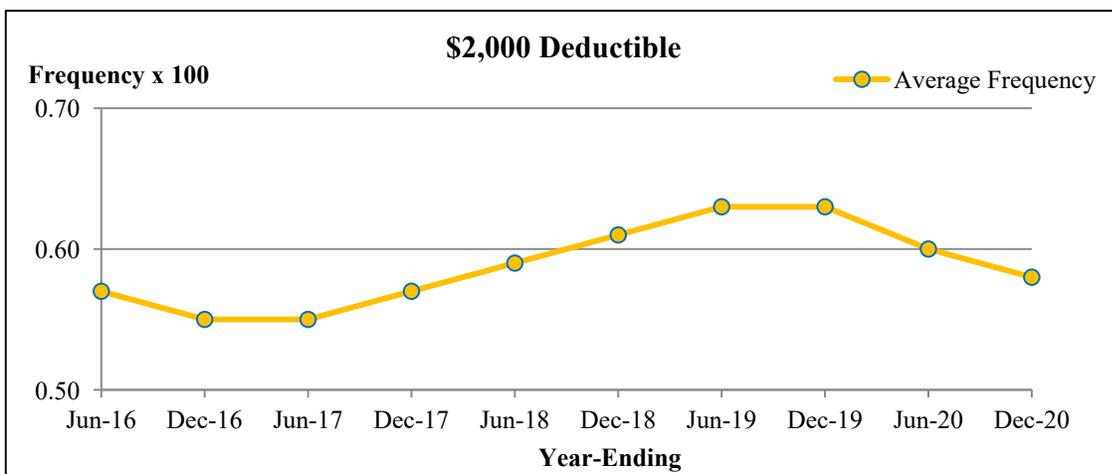
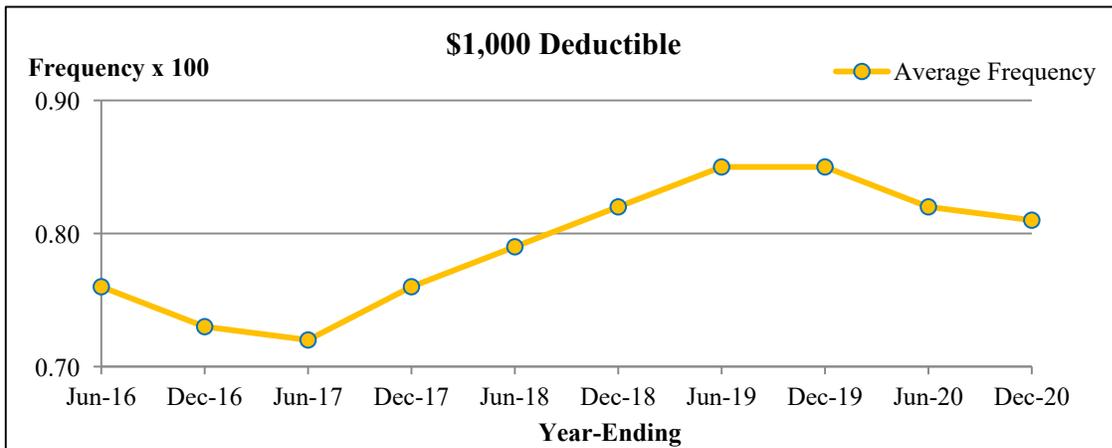
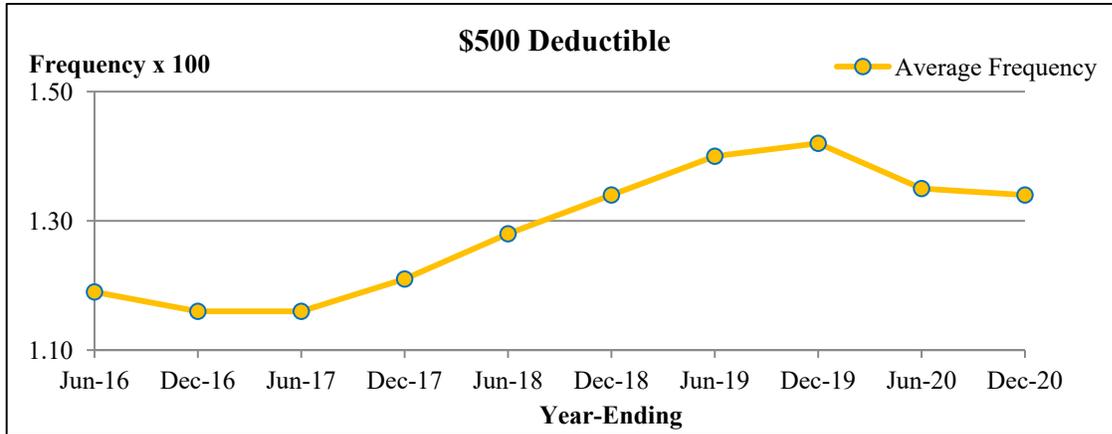
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 2.8% 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
6/30/2016	4,398.57	6,753.17	8,059.51
12/31/2016	4,414.93	7,057.00	8,435.77
6/30/2017	4,710.32	7,324.30	8,675.68
12/31/2017	5,047.29	7,593.51	8,909.32
6/30/2018	5,106.87	7,930.04	9,410.02
12/31/2018	5,164.55	8,152.85	9,832.47
6/30/2019	5,233.21	8,317.70	10,214.84
12/31/2019	5,414.01	8,816.26	10,875.04
6/30/2020	5,438.32	8,621.98	10,559.97
12/31/2020	5,488.41	8,514.32	10,452.52

Average Annual Change Using Exponential Fits:

10 point fit:	5.3%	5.9%	6.9%
8 point fit:	4.0%	4.9%	6.5%
6 point fit:	3.2%	3.4%	4.7%

Selected severity trend:	5.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	5.5%

* 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	
	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2016	2.18		1.92		1.57	
12/31/2016	2.23		1.96		1.60	
6/30/2017	2.24		1.96		1.61	
12/31/2017	2.21	-0.9%	1.94	-1.0%	1.60	0.0%
6/30/2018	2.24		1.99		1.65	
12/31/2018	2.25	1.8%	2.01	3.6%	1.66	3.7%
6/30/2019	2.25		2.01		1.66	
12/31/2019	2.24	-0.4%	2.01	0.0%	1.66	0.0%
6/30/2020	2.00		1.76		1.47	
12/31/2020	1.86	-17.0%	1.62	-19.4%	1.37	-17.5%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	1.2%
\$500	32.5%
\$1,000	53.8%
\$2,000	7.0%
\$3,000	1.6%
\$5,000	3.6%

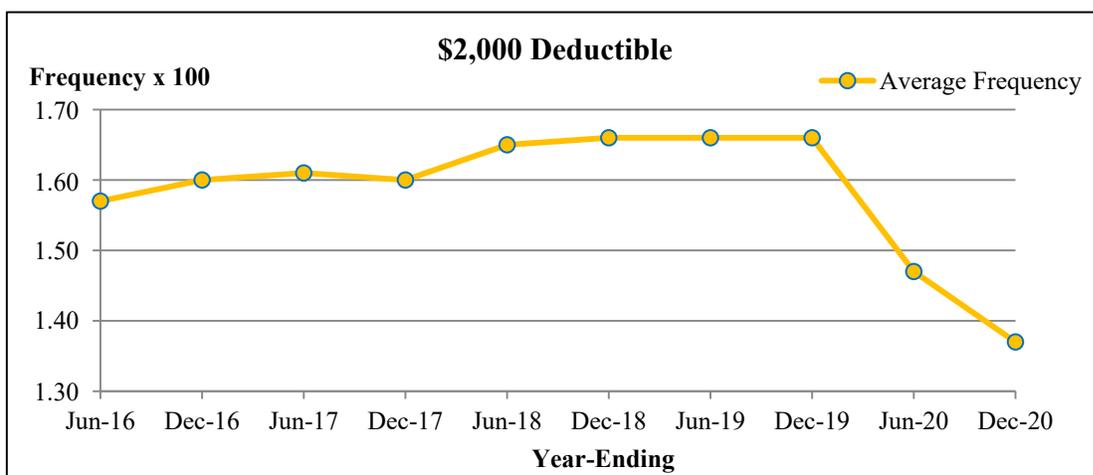
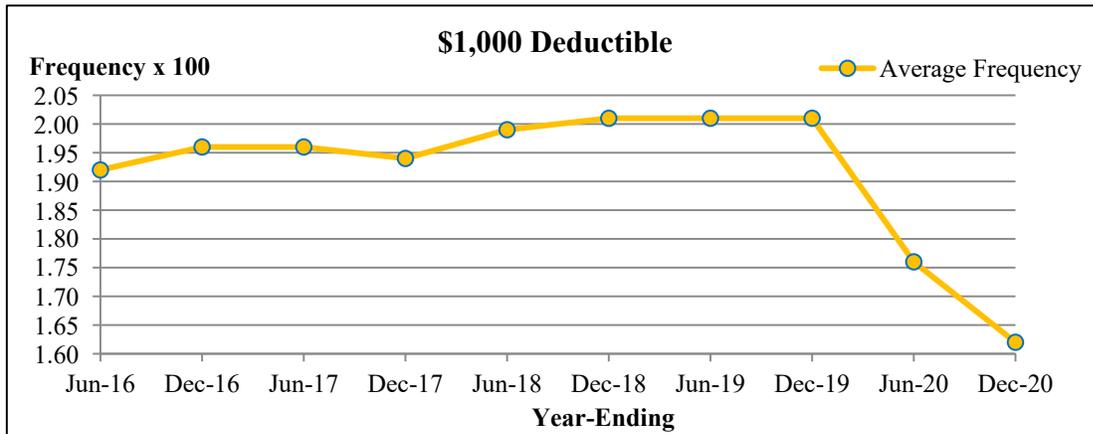
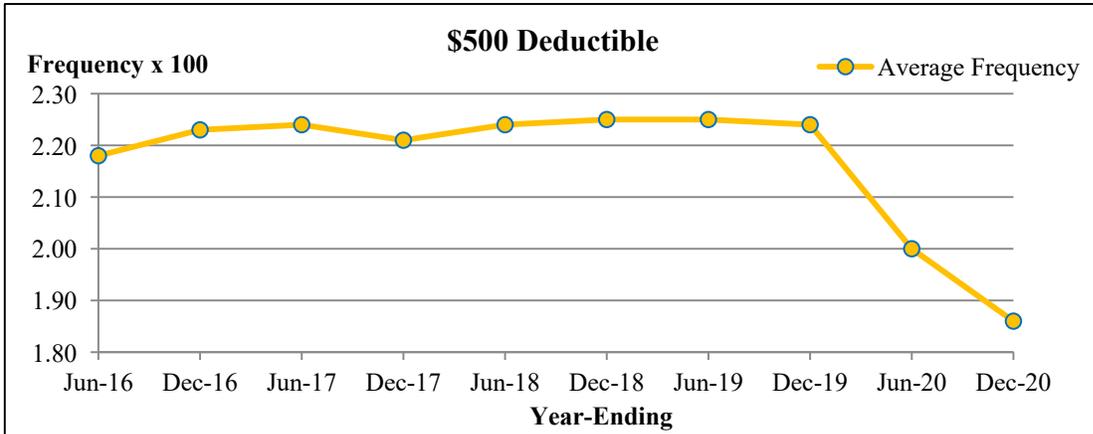
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 5.2% of losses, are excluded from trend calculations.

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
6/30/2016	9,281.28	10,964.08	11,928.82
12/31/2016	9,493.73	11,239.00	12,206.31
6/30/2017	9,513.79	11,238.62	12,181.06
12/31/2017	9,709.62	11,295.33	12,263.07
6/30/2018	9,906.99	11,561.60	12,598.31
12/31/2018	10,098.28	11,783.35	12,807.24
6/30/2019	10,347.84	12,072.56	13,161.79
12/31/2019	10,423.55	12,122.46	13,246.24
6/30/2020	10,771.39	12,506.12	13,649.25
12/31/2020	11,364.54	13,563.81	14,639.24

Average Annual Change Using Exponential Fits:

10 point fit:	4.2%	4.0%	4.0%
8 point fit:	4.7%	4.9%	4.9%
6 point fit:	5.2%	5.8%	5.6%

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

* Multistate data excludes Massachusetts

VERISK

Hired Autos OTC

All Perils (excluding specified causes of loss coverage codes)

Triangle of Shifted Losses

Original Deductible Amount	Shifted to Deductible Amount									
	0	50	100	250	500	1000	2000	3000	5000	
0	670,430	664,830	659,367	645,204	626,628	598,514	551,449	511,985	450,264	
50	-	80,586	74,136	57,262	38,824	28,152	17,989	13,394	7,910	
100	-	-	5,988,943	5,734,102	5,405,626	4,940,276	4,228,035	3,671,705	2,927,337	

Triangle of Relative Loss Ratios

Original Deductible Amount	Deductible Amounts									
	50:0	100:50	250:100	500:250	1000:500	2000:1000	3000:2000	5000:3000		
0	0.992	0.992	0.979	0.971	0.955	0.921	0.928	0.879		
50	-	0.920	0.772	0.678	0.725	0.639	0.745	0.591		
100	-	-	0.957	0.943	0.914	0.856	0.868	0.797		

Weighted Aves:		0.992	0.984	0.957	0.943	0.917	0.862	0.875	0.807
Cumulative:	1.000	0.992	0.976	0.934	0.881	0.808	0.696	0.609	0.491

Hired Autos Collision

All Perils

Triangle of Shifted Losses

Original Deductible Amount	Shifted to Deductible Amount							
	100	250	500	1000	2000	3000	5000	
100	782,997	755,379	711,913	640,710	544,485	477,852	390,789	
250	-	631,012	596,037	539,003	467,334	420,596	359,068	
500	-	-	6,143,504	5,376,364	4,345,678	3,668,339	2,763,772	
1000	-	-	-	25,869,421	22,305,578	19,665,125	15,900,026	

Triangle of Relative Loss Ratios

Original Deductible Amount	Deductible Amounts						
	250:100	500:250	1000:500	2000:1000	3000:2000	5000:3000	
100	0.965	0.942	0.900	0.850	0.878	0.818	
250	-	0.945	0.904	0.867	0.900	0.854	
500	-	-	0.875	0.808	0.844	0.753	
1000	-	-	-	0.862	0.882	0.809	

Weighted Aves:		0.965	0.943	0.880	0.853	0.876	0.801
Cumulative:	1.000	0.965	0.910	0.801	0.683	0.598	0.479

VERISK

Indicated Percentage Discounts

Hired Autos Deductible Amount	OTC	Collision
0	-0.025	---
50	-0.016	---
100	0.000	-0.099
250	0.043	-0.060
500	0.097	0.000
1000	0.172	0.120
2000	0.287	0.249
3000	0.376	0.343
5000	0.497	0.474

VERISK

CALCULATION OF OFF-BALANCE FACTORS

HIRED AUTOS PHYSICAL DAMAGE

OTHER THAN COLLISION

The base loss cost for Other Than Collision is the \$100 deductible.

The off-balance factor to be applied to the current Hired Autos OTC base loss cost is 1.003.

$$1.003 \frac{\$ 1,394,846}{\$ 1,390,110}$$

where \$ 1,394,846 = Aggregate Loss Cost at Current
Level under the current class plan.
\$ 1,390,110 = Aggregate Loss Cost at Current
Level under the revised class plan.

COLLISION

The base loss cost for Collision is the \$500 deductible.

The off-balance factor to be applied to the current Hired Autos Collision base loss cost is 1.056.

$$1.056 \frac{\$ 2,768,330}{\$ 2,621,629}$$

where \$ 2,768,330 = Aggregate Loss Cost at Current
Level under the current class plan.
\$ 2,621,629 = Aggregate Loss Cost at Current
Level under the revised class plan.

VERISK

DETERMINATION OF REVISED BASE LOSS COSTS

HIRED AUTOS PHYSICAL DAMAGE

OTHER THAN COLLISION

Current Multi-State Base Loss Cost	X	Experience Review Loss Cost Level Change	X	Off-Balance Factor	=	Revised Multi-State Base Loss Cost
\$0.31	X	1.368	X	1.003	=	\$0.43

COLLISION

Current Multi-State Base Loss Cost	X	Experience Review Loss Cost Level Change	X	Off-Balance Factor	=	Revised Multi-State Base Loss Cost
\$0.46	X	2.638	X	1.056	=	\$1.28

* The base loss cost for Other Than Collision is the \$100 deductible.
The base loss cost for Collision is the \$500 deductible.

VERISK

HIRED AUTOS REVISED LOSS COSTS

Hired Autos

Deductible Amount	OTC			Collision		
	Current	Indicated	Selected	Current	Indicated	Selected
0	0.34	0.44	0.45	---	---	---
50	0.32	0.44	0.44	---	---	---
100	0.31	0.43	0.43	0.51	1.41	1.41
250	---	0.41	0.41	0.49	1.36	1.36
500	---	0.39	0.39	0.46	1.28	1.28
1000	---	0.36	0.36	0.43	1.13	1.13
2000	---	0.31	0.31	---	0.96	0.96
3000	---	0.27	0.27	---	0.84	0.84
5000	---	0.22	0.22	---	0.67	0.67

Specified Perils

Current	Indicated	Selected
0.16	0.22	0.22

* The base loss cost for Other Than Collision is the \$100 deductible.
The base loss cost for Collision is the \$500 deductible.

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 579	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 424	\$ 13	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 2328	\$ 97	N/A
– SCHOOL AND CHURCH BUSES		
\$ 220	\$ 11	N/A
– OTHER BUSES		
\$ 1830	\$ 69	N/A
– VAN POOLS		
\$ 550	\$ 18	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 583	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. ● For liability increased limits factors, refer to Rule 300. ● 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 249. ● For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 489	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 381	\$ 12	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1966	\$ 82	N/A
– SCHOOL AND CHURCH BUSES		
\$ 186	\$ 12	N/A
– OTHER BUSES		
\$ 1545	\$ 72	N/A
– VAN POOLS		
\$ 465	\$ 15	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 493	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • 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 249. • For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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**ARKANSAS (03)
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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 463	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 367	\$ 12	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1861	\$ 77	N/A
– SCHOOL AND CHURCH BUSES		
\$ 176	\$ 12	N/A
– OTHER BUSES		
\$ 1463	\$ 75	N/A
– VAN POOLS		
\$ 440	\$ 14	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 466	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. ● For liability increased limits factors, refer to Rule 300. ● 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 249. ● For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 501	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 378	\$ 12	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 2014	\$ 84	N/A
– SCHOOL AND CHURCH BUSES		
\$ 190	\$ 12	N/A
– OTHER BUSES		
\$ 1583	\$ 74	N/A
– VAN POOLS		
\$ 476	\$ 15	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 505	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • 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 249. • For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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**ARKANSAS (03)
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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 479	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 320	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1926	\$ 80	N/A
– SCHOOL AND CHURCH BUSES		
\$ 182	\$ 11	N/A
– OTHER BUSES		
\$ 1514	\$ 68	N/A
– VAN POOLS		
\$ 455	\$ 15	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 482	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. ● For liability increased limits factors, refer to Rule 300. ● 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 249. ● For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 396	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 324	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1592	\$ 66	N/A
– SCHOOL AND CHURCH BUSES		
\$ 150	\$ 11	N/A
– OTHER BUSES		
\$ 1251	\$ 69	N/A
– VAN POOLS		
\$ 376	\$ 12	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 398	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • 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 249. • For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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**ARKANSAS (03)
TERRITORY 110**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 458	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 347	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1841	\$ 77	N/A
– SCHOOL AND CHURCH BUSES		
\$ 174	\$ 10	N/A
– OTHER BUSES		
\$ 1447	\$ 66	N/A
– VAN POOLS		
\$ 435	\$ 14	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 461	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. ● For liability increased limits factors, refer to Rule 300. ● 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 249. ● For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 312	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 246	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1254	\$ 52	N/A
– SCHOOL AND CHURCH BUSES		
\$ 119	\$ 10	N/A
– OTHER BUSES		
\$ 986	\$ 63	N/A
– VAN POOLS		
\$ 296	\$ 10	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 314	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • 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 249. • For Medical Payments Coverage – Work Loss and Accidental Death Benefit, refer to Rule 93. 		

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**ARKANSAS (03)
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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 126	\$ 175	\$ 394
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 91	\$ 127	\$ 391
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 192	\$ 266	\$ 887
– SCHOOL AND CHURCH BUSES			
	\$ 86	\$ 119	\$ 248
– OTHER BUSES			
	\$ 86	\$ 119	\$ 248
– VAN POOLS			
	\$ 192	\$ 266	\$ 887
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 120	\$ 166	\$ 361
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 138	\$ 191	\$ 389
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 182	\$ 252	\$ 812
– SCHOOL AND CHURCH BUSES			
	\$ 82	\$ 113	\$ 227
– OTHER BUSES			
	\$ 82	\$ 113	\$ 227
– VAN POOLS			
	\$ 182	\$ 252	\$ 812
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 109	\$ 152	\$ 402
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 137	\$ 190	\$ 365
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 166	\$ 231	\$ 905
– SCHOOL AND CHURCH BUSES			
	\$ 74	\$ 103	\$ 253
– OTHER BUSES			
	\$ 74	\$ 103	\$ 253
– VAN POOLS			
	\$ 166	\$ 231	\$ 905
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 117	\$ 163	\$ 418
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 107	\$ 148	\$ 387
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 178	\$ 248	\$ 941
– SCHOOL AND CHURCH BUSES			
	\$ 80	\$ 111	\$ 263
– OTHER BUSES			
	\$ 80	\$ 111	\$ 263
– VAN POOLS			
	\$ 178	\$ 248	\$ 941
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 141	\$ 196	\$ 412
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 127	\$ 176	\$ 427
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 214	\$ 298	\$ 927
– SCHOOL AND CHURCH BUSES			
	\$ 96	\$ 133	\$ 260
– OTHER BUSES			
	\$ 96	\$ 133	\$ 260
– VAN POOLS			
	\$ 214	\$ 298	\$ 927
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 124	\$ 172	\$ 372
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 107	\$ 148	\$ 396
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 188	\$ 261	\$ 837
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 117	\$ 234
– OTHER BUSES			
	\$ 84	\$ 117	\$ 234
– VAN POOLS			
	\$ 188	\$ 261	\$ 837
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 153	\$ 212	\$ 331
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 109	\$ 152	\$ 305
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 233	\$ 322	\$ 745
– SCHOOL AND CHURCH BUSES			
	\$ 104	\$ 144	\$ 209
– OTHER BUSES			
	\$ 104	\$ 144	\$ 209
– VAN POOLS			
	\$ 233	\$ 322	\$ 745
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 145	\$ 202	\$ 374
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 126	\$ 175	\$ 331
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 220	\$ 307	\$ 842
– SCHOOL AND CHURCH BUSES			
	\$ 99	\$ 137	\$ 236
– OTHER BUSES			
	\$ 99	\$ 137	\$ 236
– VAN POOLS			
	\$ 220	\$ 307	\$ 842
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

290. HIRED AUTOS

Cost Of Hire Basis – All Territories Liability Base Loss Cost
\$ 0.99

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

Coverage	All Perils Deductible	Loss Cost Per Each \$100 Annual Cost Of Hire
Comprehensive	No Deductible	\$ 0.45
	\$ 50 Deductible	0.44
	100 Deductible	0.43
	250 Deductible	0.41
	500 Deductible	0.39
	1,000 Deductible	0.36
	2,000 Deductible	0.31
	3,000 Deductible	0.27
	5,000 Deductible	0.22
Collision	\$ 100 Deductible	1.41
	250 Deductible	1.36
	500 Deductible	1.28
	1,000 Deductible	1.13
	2,000 Deductible	0.96
	3,000 Deductible	0.84
Specified Causes Of Loss	No Deductible	0.22

Table 290.C.3.a.(1)(LC) Hired Autos Physical Damage Loss Costs

Supplementary Information – Arkansas

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 Arkansas

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>
3/31/2018	+4.2%	+4.5%
6/30/2018	+4.4%	+4.3%
9/30/2018	+5.1%	+4.2%
12/31/2018	+5.5%	+4.3%
3/31/2019	+5.7%	+4.6%
6/30/2019	+5.7%	+5.1%
9/30/2019	+5.7%	+5.5%
12/31/2019	+5.9%	+5.9%
3/31/2020	+6.0%	+6.2%
6/30/2020	+5.9%	+6.8%
9/30/2020	+5.7%	+7.3%
12/31/2020	+5.6%	+7.8%
3/31/2021	+5.3%	+8.0%
6/30/2021	+5.7%	+8.0%
9/30/2021	+6.3%	+8.2%
12/31/2021	+7.1%	+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 – Arkansas

Trends in Medical Care Costs

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

<u>Period</u>	<u>CPI – Medical Care Annual Rate of Change¹</u>	<u>CPI – Hospital & Other Related Services Annual Rate of Change</u>
October 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	4.2%	4.5%
October 2020 - September 2021	0.4%	3.3%
October 2021 - September 2022	6.0%	3.9%

Claim Frequencies

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

Claim Counts

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

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

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

	<u>Current Trends</u> <u>Data through</u> <u>12/31/2021</u>	<u>Previous Trends</u> <u>Data through</u> <u>12/31/2020</u>	<u>Previous Trends</u> <u>Data through</u> <u>3/31/2020</u>
Arkansas Claim Cost Trends			
Bodily Injury (\$100,000 Limit)	4.2%	6.7%	5.8%
Property Damage (\$100,000 Limit)	7.6%	6.0%	4.5%
Credibility-Weighted Claim Cost Trends			
Bodily Injury (\$100,000 Limit)	7.1%	5.6%	5.7%
Property Damage (\$100,000 Limit)	8.1%	7.6%	6.1%
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)	7.1%	5.6%	5.7%
Property Damage (\$100,000 Limit)	8.1%	7.6%	6.1%
Private Passenger Types*			
Bodily Injury (\$100,000 Limit)	7.1%	5.6%	5.7%
Property Damage (\$100,000 Limit)	8.1%	7.6%	6.1%

*The Private Passenger Types trend is also used for the Auto Dealers coverage.

Liability Premium Trend

	<u>Current Trends</u> <u>Data through 12/31/2021</u>
Trucks, Tractors & Trailers	0.4%
Private Passenger Types	0.0%

Arkansas bodily injury severity trend receives 0% weight when combined with multistate trend in the filing, property damage trend receives 5% 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 1.7% instead of 5.3%. For the Private Passenger Types coverage, the indication would have been 1.4% instead of 3.9%. For the Auto Dealers coverage, the indication would have been 18.0% instead of 22.8%.

Supplementary Information – Arkansas

Physical Damage Loss Trend

		Current Trends <u>Data through 12/31/2021</u>	Previous Trends <u>Data through 12/31/2020</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	6.0%	5.5%
	Collision	7.0%	4.0%
Private Passenger Types	OTC	6.5%	7.0%
	Collision	7.0%	5.0%

Physical Damage Premium Trend

		Current VVF Trends <u>Data through 12/31/2021</u>	Previous OCN Trends <u>Data through 12/31/2020</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	1.5%	0.9%
	Collision	2.5%	1.4%
Private Passenger Types	OTC	2.2%	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 increased by 0.5 points for Trucks, Tractors & Trailers OTC and has decreased by 0.5 points for Private Passenger Types OTC. The premium trend has increased by 0.6 points for Trucks, Tractors & Trailers OTC and has increased by 1.3 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 5.2%, instead of 4.8%, and 6.1%, instead of 2.4%, respectively.

The loss trend has increased by 3.0 points for Trucks, Tractors & Trailers Collision and has increased by 2.0 points 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 13.8%, instead of 19.7%, and 5.4%, instead of 9.3%, respectively.

Supplementary Information – Arkansas**Loss Development****Methodology**

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Arkansas 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. Auto Dealers Liability losses are developed using multistate data. For all coverages, the "best three of five" link ratios have been used. Specifically, the highest and lowest link ratios from the latest five years of the experience have been removed from the calculation and the remaining three ratios are used to calculate the three-year average.

Factors

	<u>Current (100K)</u>	<u>Previous (100K)</u>
Trucks, Tractors and Trailers BI		
39 to Ultimate	1.080	1.080
27 to Ultimate	1.160	1.170
15 to Ultimate	1.255	1.281
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.005	1.004
27 to Ultimate	1.015	1.014
15 to Ultimate	1.022	1.025
Private Passenger Types BI		
39 to Ultimate	1.079	1.080
27 to Ultimate	1.188	1.189
15 to Ultimate	1.371	1.385
Private Passenger Types PD		
39 to Ultimate	1.004	1.003
27 to Ultimate	1.012	1.011
15 to Ultimate	1.044	1.023
Auto Dealers BI		
39 to Ultimate	1.110	-----
27 to Ultimate	1.304	-----
15 to Ultimate	1.977	-----
Auto Dealers PD		
39 to Ultimate	1.036	-----
27 to Ultimate	1.074	-----
15 to Ultimate	1.174	-----

Supplementary Information – Arkansas

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 7.5% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 7/1/2023 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Private Passenger Types Liability	3.9%	N.C.
Private Passenger Types OTC	2.4%	N.C.
Auto Dealers Liability	22.8%	10.0%

The overall filed change is 7.1%.

Notes

- The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.
- The high indication for Auto Dealers Liability is due to a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.
- The Trucks, Tractors & Trailers Collision indication of 19.7% is due to poor experience in accident years ending 12/31/2019, 12/31/2020 and 12/31/2021.