

LOSS COSTS – IMPLEMENTATION

JUNE 15, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-201

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

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### KEY MESSAGE

Loss costs representing a +8.9% statewide change to be implemented.

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### BACKGROUND

In circular [LI-CA-2023-144](#), we provided you with information about the Commercial Auto loss cost level experience review.

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### CONSIDERATION OF COVID-19

There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We 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.

See the filing material for further details.

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### 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.*

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### SUPPLEMENTARY INFORMATION

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

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

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### EFFECTIVE DATE

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

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

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

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## IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

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

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## COMPANY ACTION

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

WE WILL SUBMIT OUR REFERENCE FILING TO THE INSURANCE DEPARTMENT ON NOVEMBER 21, 2023. ANY SUBMISSION YOU MAY MAKE WITH THE INSURANCE DEPARTMENT WITH RESPECT TO THIS FILING SHOULD NOT BE SUBMITTED PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Filing Number CA-2023-BRLA1 and SERFF Tracking Number ISOF-133700073, NOT this circular number.

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

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## RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

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## POLICYHOLDER NOTIFICATION

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

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## FUTURE ISO ACTION

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

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## REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 12-23 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

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**REFERENCE(S)**

- [LI-CA-2023-144](#) (04/26/2023) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2023-005](#) (02/21/2023) Commercial Lines Revised Lead Time Requirements Listing

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**ATTACHMENT(S)**

- Filing [CA-2023-BRLA1](#)
- Supplementary Information

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**FILES AVAILABLE FOR DOWNLOAD**

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

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

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**DATA QUALITY**

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

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**ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS**

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

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

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**ISO RISK ANALYZER®**

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

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

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## CONTACT INFORMATION

If you have any questions concerning:

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- Other issues for this circular, please contact Customer Support:

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Callers outside the United States, Canada, and the Caribbean may contact us using our global toll-free number (International Access Code + 800 48977489). For information on all ISO products, visit us at [www.verisk.com/iso](http://www.verisk.com/iso). To keep abreast of the latest Insurance Lines Services updates, view [www.verisk.com/ils](http://www.verisk.com/ils).

WISCONSIN

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"><li>• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 8.9% statewide change from the loss costs currently in effect.</li><li>• provides the analyses used to derive these advisory loss costs.</li></ul>
DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS	<p>Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”</p>
IMPACTS OF COVID-19 ON ADVISORY PROSPECTIVE LOSS COSTS	<p>There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We are including the pandemic experience in our review without adjustment. We will continue to monitor existing reporting trends, including how new data entering the experience period of our next review reflects COVID-19 impacts. Please feel free to contact us for additional discussion, clarification or questions.</p>
FORMAT	<p>In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through D-9, the exhibits are labeled EXHIBIT A1 through EXHIBIT D13, and the revised prospective loss cost pages are numbered E-1 through E-31.</p>
HIRED AUTOS RELATIVITY	<p>The relativity used to develop the Hired Auto Liability loss cost has been revised in this filing. Details of the analysis are in Section D.</p>
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 &amp; Trailers</u>	<u>Indicated</u>	<u>Filed*</u>	<u>Adjusted**</u>
Liability			
Single Limit Liability	1.3%	N.C.	-1.2%
Physical Damage			
Other than Collision	13.3%	13.3%	6.7%
Collision	28.8%	28.8%	3.0%
Total Trucks, Tractors & Trailers	8.8%	8.0%	0.7%
<u>Private Passenger Types</u>			
Liability			
Single Limit Liability	12.7%	12.7%	7.5%
Physical Damage			
Other than Collision	10.0%	10.0%	-5.7%
Collision	12.1%	12.1%	9.3%
Total Private Passenger Types	12.0%	12.0%	5.6%
<u>Auto Dealers</u>			
Liability			
Single Limit Liability	31.4%	31.4%	31.4%
Total Auto Dealers	31.4%	31.4%	31.4%
<u>Hired Autos</u>			
Physical Damage			
Other Than Collision	38.3%	38.3%	38.3%
Collision	166.7%	166.7%	166.7%
Total Hired Autos	123.4%	123.4%	123.4%
<u>Grand Total</u>	9.6%	8.9%	1.8%

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 12/01/2023 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: For Trucks, Tractors and Trailers Liability, No Change (N.C.) was selected due to the modest indication.

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PRIOR ISO  
REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2021-BRLA1	CA-2020-BRLA1	CA-2019-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	10/01/2021	11/01/2020	10/01/2019
<u>Changes</u>			
Indicated	2.8%	5.6%	2.8%
Filed	2.7%	3.8%	2.7%
Approved	2.7%	3.8%	2.7%

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HISTORICAL  
SOURCE DATA

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

- ISO companies reporting voluntary automobile experience under the Commercial Automobile modules of ISO's statistical plans.
  - Accident year data through year ended 3/31/2022 for all coverages.
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ADJUSTMENTS TO  
REPORTED  
EXPERIENCE

Loss Trend

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

Claim cost trend data through first quarter 2022 and claim frequency trend data through fourth 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	+7.8%
Property Damage	+8.3%
Private Passenger Types Liability:	
Bodily Injury	+7.8%
Property Damage	+8.3%



ADJUSTMENTS TO	Trucks, Tractors & Trailers OTC	+6.5%
REPORTED	Trucks, Tractors & Trailers Collision	+8.5%
EXPERIENCE	Private Passenger Types OTC	+6.5%
(CONT'D)	Private Passenger Types Collision	+8.0%

#### 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 +2.0% and +2.5% for OTC and Collision respectively. For Private Passenger Types, the VVF trend factors are +2.4% 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. Insurance Company of North America
3. Employers Mutual Casualty Company
4. Western National Mutual Insurance Co
5. Sentry Insurance A Mutual Company
6. Cincinnati Insurance Company
7. Old Republic Insurance Company
8. Federated Mutual Insurance Company
9. Nationwide Mutual Insurance Company
10. Allstate Insurance Company

##### PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Employers Mutual Casualty Company
3. Western National Mutual Insurance Co
4. Cincinnati Insurance Company
5. Zurich American Insurance Company
6. Sentry Insurance A Mutual Company
7. Federated Mutual Insurance Company
8. Frankenmuth Mutual Insurance Company
9. Continental Casualty Company
10. United Fire and Casualty Company

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2021 for the Annual Statement Line of Business (ASLOB) indicated.

#### MARKET SHARE

The market share of ISO participating insurers used in this review as measured by Annual Statement Page 15 written premium for the year ending 12/31/2021 is:

Liability (ASLOB 19.3 & 19.4)  
29.1%

Physical Damage (ASLOB 21.2)  
22.5%

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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WISCONSIN  
COMMERCIAL AUTOMOBILE  
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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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INTRODUCTION	Commercial Automobile advisory prospective loss costs are determined by evaluating the adequacy of the current ISO loss costs to pay for our best estimate of losses and all loss adjustment expenses that will be incurred in the prospective (or future) period. This evaluation is done separately by coverage for the major classes.
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 <b>Exhibits B1-B5</b> .
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 <b>Exhibits B6-B12</b> .
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	<p>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?</p>
DESCRIPTION	<p>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 <b>Exhibits B1-B5</b>.</p>
EXPERIENCE BASE	<p>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.</p>
AGGREGATE LOSS COSTS (Item 1)	<p>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.</p> <p>Trucks, Tractors &amp; 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.</p>

INCURRED  
LOSSES & LAE  
(Item 2)

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

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

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

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

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

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

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EXPERIENCE  
RATIO  
(Item 3)

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

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YEAR WEIGHTS  
(Item 4)

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

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EXPECTED  
EXPERIENCE  
RATIO  
(Item 7)

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

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CREDIBILITY

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

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CREDIBILITY  
WEIGHTED  
EXPERIENCE  
RATIO

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

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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OBJECTIVE	The objective of this procedure is to distribute the statewide loss cost indication by territory. In other words, what percentage changes by territory should be made in order to equitably achieve an adequate statewide prospective loss cost level?
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TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE	For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost. See the calculations in <b>Exhibits B6-B12</b> .
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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.
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EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE  
PASSENGER TYPES LIABILITY TERRITORY DEVELOPMENT

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COLUMN (1) EARNED CAR YEARS	Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).
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	<p>The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:</p> $\frac{[\text{Terr. Group Col. (4)} \times \text{Terr. Group Col. (5)}] + [\text{SW Total Col. (4)} \times (1.0 - \text{Terr. Group Col. (5)})]}{[\text{Terr. Group Col. (4)} + \text{SW Total Col. (4)}]}$

COLUMN (7)  
INDEX TO  
STATE

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

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [ Col. (1) x Col. (2) ] as weights.)

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COLUMN (8)  
BASE CLASS  
LOSS COST

Present ISO \$100,000 base class loss cost.

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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.

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COLUMN (10)  
REVISED BASE  
LOSS COST

Revised \$100,000 base loss cost.

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COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

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

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## 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.

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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	<p>The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:</p> $\begin{aligned} &[\text{Terr. Group Col. (4)} \times \text{Terr. Group Col. (5)}] \\ &+ [\text{SW Total Col. (4)} \times (1.0 - \text{Terr. Group Col. (5)})] \end{aligned}$

COLUMN (7)  
INDEX TO  
STATE

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

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

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [ Col. (1) x Col. (2) ] as weights.)

---

COLUMN (8)  
BASE CLASS  
LOSS COST

Present ISO base class loss cost.

---

COLUMN (9)  
INDICATED BASE  
LOSS COST

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

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COLUMN (10)  
REVISED BASE  
LOSS COST

Revised base loss cost.

---

COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

Percentage change:  
$$[\text{Col. (10)} / \text{Col. (8)}]$$

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## LOSS ADJUSTMENT EXPENSE FACTORS

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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 <b>Exhibit C1</b> .
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.

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## 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 <b>Exhibits C2-C3</b> .
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	<p>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:</p> $A = C/(C+K)$ <p>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.</p>



LIABILITY:  
FREQUENCY  
TREND

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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.

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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:

	Year 1		Year 2	
Type of Loss	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:

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

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

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

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

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

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

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

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

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

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

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

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

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

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

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

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

The trend selections for physical damage are based on the data in the attached exhibits. See the calculations in **Exhibits C8-C11**. Each exhibit includes the distribution of losses, by deductible, for the most recent year. We analyze frequency trend and severity trend separately, using data at the \$500, \$1,000, and \$2,000 deductibles for OTC, and at the \$500, \$1,000, and \$2,000 deductibles for Collision.

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

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

	Trucks, Tractors & Trailers	Private Passenger Types
	<u>Pure Premium</u>	<u>Pure Premium</u>
OTC:	+6.5%	+6.5%
COLL:	+8.5%	+8.0%

---

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	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
		Average
		Annual
	<u>R-Squared</u>	<u>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>
3/31/2018	0.0%	0.1%
3/31/2019	0.2%	3.4%
3/31/2020	1.2%	3.8%
3/31/2021	17.9%	7.0%
3/31/2022	48.9%	34.9%

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 and a half years ending 3/31/2022 for Private Passenger Types, and the two and a half 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.

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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.

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## PHYSICAL DAMAGE VVF TREND

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### 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.

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### 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>
3/31/2018	0.0%	0.1%
3/31/2019	0.2%	3.6%
3/31/2020	1.0%	3.9%
3/31/2021	15.8%	7.2%
3/31/2022	48.0%	35.9%

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 and a half years ending 3/31/2022 for Private Passenger Types, and the two and a half 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.

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DESCRIPTION  
OF DATA

Subject to the unique limitations described immediately above, two measures of the average vehicle value factors (VVF) for Comprehensive and Collision are displayed on the following exhibits. See the calculations in **Exhibits C12-C13**. The data is displayed by coverage. To determine the historical average trend for VVF, ISO makes use of the Least Squares Method to fit a curve to the reported time series data. Specifically, an exponential curve represented by the equation

$$Y = A(B^X)$$

is fitted to the average vehicle value factors. Based on the results of these curves, and mindful of the data limitations discussed above, ISO has selected annual VVF trends of 2.0% and 2.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. For Private Passenger Types, VVF trends of 2.4% and 1.0% were selected for the OTC and Collision coverages respectively.

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## 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 June 30, 2022. In other words, accident year ended March 31, 2022 includes all losses and allocated loss adjustment expenses paid through June 30, 2022 on accidents occurring from April 1, 2021 to March 31, 2022 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2022, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended March 31, 2021 include all loss and loss adjustment expenses paid through June 30, 2022 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, 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 <b>Exhibits C14-C16</b> .
DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY	<p>For Bodily Injury Coverage, states are divided into two multistate groups. One group (No-Fault) consists of states with a no-fault law that has a tort threshold. The other group (Tort) contains the remaining states. The applicable multistate group for this state is used in this document. Losses are developed up to 123 months and are based on \$100,000 CSL data. Three-year averages for Trucks, Tractors &amp; Trailers, 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.</p> <p>For Property Damage Coverage, one multistate group is used. Losses are developed up to 111 months and \$100,000 CSL data is used. Three-year averages for Trucks, Tractors &amp; Trailers, 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.</p>

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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	-

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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.

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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.

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## LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

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OBJECTIVE	The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.
DESCRIPTION OF EXPERIENCE PERIOD DATA	For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of June 30, 2022. In other words, accident year ended March 31, 2022 includes all losses paid through June 30, 2022 on accidents occurring from April 1, 2021 to March 31, 2022. Similarly, the paid losses for accident year ended March 31, 2021 include all losses paid through June 30, 2022 on accidents occurring from April 1, 2020 to March 31, 2021. The immature paid loss experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor. See the calculations in <b>Exhibits C17-C18</b> .
DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY	For Collision and Other Than Collision coverages, one multistate group is used. Losses are developed to an ultimate settlement basis. Three-year averages are calculated for each age-to-age link ratio. These link ratios are accumulated to develop losses to 123 months. Development beyond 123 months is assumed to be 1.000.

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## CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

OBJECTIVE	<p>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.</p>
METHODOLOGY	<p>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.</p>
CREDIBILITY FOR EXPERIENCE LOSS RATIO	<p>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:</p> $Z = \sqrt{\frac{\text{Claims}}{X}}$ <p>Where X equals the full credibility standard, by line and coverage, as shown on the following pages of this section.</p>
YEAR WEIGHTS	<p>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.</p>

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

K = 25,000

K = 10,000

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



ALL LIABILITY COVERAGES  
CREDIBILITY TABLE  
NUMBER OF CLAIMS

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

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

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

PHYSICAL DAMAGE  
CREDIBILITY TABLES  
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

WISCONSIN  
CLAIMS PER TERRITORY  
LIABILITY

Territory	Trucks, Tractors & Trailers	Private Passenger Types
	Incurred Claims 5 Years Ending 3/31/2022 Combined BI and PD	Incurred Claims 5 Years Ending 3/31/2022 Combined BI and PD
102	105	29
103	114	37
104	67	7
105	577	172
106	87	20
107	212	47
108	220	63
109	93	6
110	1,916	348
111	557	134
113	572	157
114	607	151
115	131	54
116	622	92
117	741	81
SW Total	6,621	1,398

Claims for Trend

BI

PD

309

1,308

WISCONSIN  
CLAIMS PER TERRITORY  
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 3/31/2022		Private Passenger Types Paid Claims 5 Years Ending 3/31/2022	
	OTC	Coll	OTC	Coll
102	24	62	19	26
103	36	84	20	41
104	45	38	17	14
105	377	364	192	181
106	90	83	33	43
107	181	194	57	70
108	180	128	75	70
109	202	150	45	19
110	1,559	1,397	580	503
111	468	441	151	157
113	260	374	161	182
114	281	441	136	227
115	66	119	48	48
116	984	531	212	104
117	953	550	284	97
SW Total	5,706	4,956	2,030	1,782

## WIND AND WATER PROCEDURE OTHER THAN COLLISION

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### OBJECTIVE

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

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

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### DESCRIPTION OF WIND AND WATER ADJUSTMENT PROCEDURE

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

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

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

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

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

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## INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
WISCONSIN

## 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	46,813	1,207,423	1,160,610	0.040	0.062	71,958	1,279,381
1988	194,711	1,275,978	1,081,267	0.180	-0.078	-84,339	1,191,639
1989	47,022	1,970,067	1,923,045	0.024	0.078	149,998	2,120,065
1990	207,144	2,748,917	2,541,773	0.081	0.021	53,377	2,802,294
1991	201,458	2,857,474	2,656,016	0.076	0.026	69,056	2,926,530
1992	169,210	3,314,666	3,145,456	0.054	0.048	150,982	3,465,648
1993	79,699	2,702,804	2,623,105	0.030	0.072	188,864	2,891,668
1994	89,560	3,205,335	3,115,775	0.029	0.073	227,452	3,432,787
1995	302,843	3,632,070	3,329,227	0.091	0.011	36,621	3,668,691
1996	107,690	3,954,197	3,846,507	0.028	0.074	284,642	4,238,839
1997	201,544	4,720,641	4,519,097	0.045	0.057	257,589	4,978,230
1998	369,003	5,404,067	5,035,064	0.073	0.029	146,017	5,550,084
1999	911,382	7,177,826	6,266,444	0.145	-0.043	-269,457	6,908,369
2000	180,760	6,090,512	5,909,752	0.031	0.071	419,592	6,510,104
2001	2,219,192	8,940,800	6,721,608	0.330	-0.228	-1,532,527	7,408,273
2002	948,111	6,025,560	5,077,449	0.187	-0.085	-431,583	5,593,977
2003	241,108	3,901,528	3,660,420	0.066	0.036	131,775	4,033,303
2004	74,750	3,118,130	3,043,380	0.025	0.077	234,340	3,352,470
2005	238,488	2,581,607	2,343,119	0.102	0.000	0	2,581,607
2006	212,037	2,594,125	2,382,088	0.089	0.013	30,967	2,625,092
2007	823,006	3,802,216	2,979,210	0.276	-0.174	-518,383	3,283,833
2008	187,059	2,446,994	2,259,935	0.083	0.019	42,939	2,489,933
2009	375,741	2,838,420	2,462,679	0.153	-0.051	-125,597	2,712,823
2010	157,166	3,030,164	2,872,998	0.055	0.047	135,031	3,165,195
2011	664,842	3,717,527	3,052,685	0.218	-0.116	-354,111	3,363,416
2012	414,633	2,416,654	2,002,021	0.207	-0.105	-210,212	2,206,442
2013	206,730	2,361,726	2,154,996	0.096	0.006	12,930	2,374,656
2014	350,864	2,481,327	2,130,463	0.165	-0.063	-134,219	2,347,108
2015	489,368	4,114,264	3,624,896	0.135	-0.033	-119,622	3,994,642
2016	172,163	3,041,053	2,868,890	0.06	0.042	120,493	3,161,546
2017	230,364	3,271,253	3,040,889	0.076	0.026	79,063	3,350,316
2018	500,536	4,173,853	3,673,317	0.136	-0.034	-124,893	4,048,960
2019	352,118	3,760,764	3,408,646	0.103	-0.001	-3,409	3,757,355
2020	125,565	3,706,108	3,580,543	0.035	0.067	239,896	3,946,004
2021	367,239	4,367,199	3,999,960	0.092	0.01	40,000	4,407,199
2022	230,614	4,855,528	4,624,914	0.05	0.052	240,496	5,096,024

(8) NORMAL WIND TO NON W&amp;W RATIO= AVG. (4) 0.102

## INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
WISCONSIN

## PRIVATE PASSENGER TYPES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	58,507	1,070,745	1,012,238	0.058	0.091	92,114	1,162,859
1988	244,974	1,170,747	925,773	0.265	-0.116	-107,390	1,063,357
1989	19,621	1,211,056	1,191,435	0.016	0.133	158,461	1,369,517
1990	181,765	1,556,713	1,374,948	0.132	0.017	23,374	1,580,087
1991	73,501	1,667,195	1,593,694	0.046	0.103	164,150	1,831,345
1992	209,129	1,781,103	1,571,974	0.133	0.016	25,152	1,806,255
1993	42,225	1,402,300	1,360,075	0.031	0.118	160,489	1,562,789
1994	119,029	1,643,202	1,524,173	0.078	0.071	108,216	1,751,418
1995	150,100	1,749,313	1,599,213	0.094	0.055	87,957	1,837,270
1996	51,278	1,807,414	1,756,136	0.029	0.120	210,736	2,018,150
1997	101,157	1,981,010	1,879,853	0.054	0.095	178,586	2,159,596
1998	259,399	2,054,133	1,794,734	0.145	0.004	7,179	2,061,312
1999	518,538	2,610,508	2,091,970	0.248	-0.099	-207,105	2,403,403
2000	80,252	1,929,898	1,849,646	0.043	0.106	196,062	2,125,960
2001	842,842	2,695,645	1,852,803	0.455	-0.306	-566,958	2,128,687
2002	348,135	1,971,320	1,623,185	0.214	-0.065	-105,507	1,865,813
2003	79,608	1,300,140	1,220,532	0.065	0.084	102,525	1,402,665
2004	53,049	1,053,615	1,000,566	0.053	0.096	96,054	1,149,669
2005	97,797	860,861	763,064	0.128	0.021	16,024	876,885
2006	32,688	747,704	715,016	0.046	0.103	73,647	821,351
2007	440,499	1,191,426	750,927	0.587	-0.438	-328,906	862,520
2008	85,886	789,624	703,738	0.122	0.027	19,001	808,625
2009	167,016	1,068,017	901,001	0.185	-0.036	-32,436	1,035,581
2010	99,546	984,673	885,127	0.112	0.037	32,750	1,017,423
2011	354,930	1,269,358	914,428	0.388	-0.239	-218,548	1,050,810
2012	285,112	967,262	682,150	0.418	-0.269	-183,498	783,764
2013	87,643	1,019,157	931,514	0.094	0.055	51,233	1,070,390
2014	99,880	842,139	742,259	0.135	0.014	10,392	852,531
2015	114,390	1,119,400	1,005,010	0.114	0.035	35,175	1,154,575
2016	58,910	1,023,729	964,819	0.061	0.088	84,904	1,108,633
2017	169,421	1,188,220	1,018,799	0.166	-0.017	-17,320	1,170,900
2018	224,917	1,237,389	1,012,472	0.222	-0.073	-73,910	1,163,479
2019	185,472	1,184,983	999,511	0.186	-0.037	-36,982	1,148,001
2020	93,361	1,159,075	1,065,714	0.088	0.061	65,009	1,224,084
2021	86,517	893,691	807,174	0.107	0.042	33,901	927,592
2022	53,251	1,144,110	1,090,859	0.049	0.1	109,086	1,253,196

(8) NORMAL WIND TO NON W&amp;W RATIO= AVG. (4) 0.149

## EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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COLUMN (1) OTC WIND AND WATER LOSSES	Dollar amount of Other Than Collision losses resulting from the perils of Wind and Water (Type of Loss Codes 06 & 07).
COLUMN (2) OTC TOTAL LOSSES	Dollar amount of Other Than Collision losses resulting from all perils.
COLUMN (3) OTC LOSSES OTHER THAN WIND AND WATER	Dollar amount of Other Than Collision losses resulting from all perils other than Wind and Water. $\text{Column (2)} - \text{Column (1)}$ .
COLUMN (4) WIND AND WATER TO NON-WIND AND WATER RATIO	Ratio of Wind and Water losses to Non-Wind and Water losses. $\text{Column (1)} \div \text{Column (3)}$
COLUMN (5) VARIATION FROM AVERAGE WIND RATIO	Variation from the long term average Wind and Water to non-Wind and Water ratio. $\text{Avg (4)} - \text{Column (4)}$ .
COLUMN (6) WIND AND WATER ADJUSTMENT	Wind and Water loss adjustment to bring experience to average Wind and Water level. $\text{Column (3)} * \text{Column (5)}$ .
COLUMN (7) ADJUSTED OTC TOTAL LOSSES	$\text{Column (2)} + \text{Column (6)}$ .

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## TERRITORIAL WIND AND WATER PROCEDURE OTHER THAN COLLISION

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### OBJECTIVE

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

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### DESCRIPTION OF TERRITORIAL WIND AND WATER PROCEDURE

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

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

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

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

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

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

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

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## METHODOLOGY FOR CALCULATING 'WIND &amp; WATER PROVISIONS' BY TERRITORY

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

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

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

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

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

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

## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### DETERMINATION OF THE ADVISORY MULTISTATE LIABILITY RELATIVITY FOR RULE 290. - HIRED AUTOS

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OBJECTIVE	The objective of this procedure is to determine the indicated advisory multistate liability relativity for Rule 290. - Hired Autos. This relativity is applied to the average liability loss cost for Trucks, Tractors & Trailers to calculate the liability loss cost per \$100 annual cost of hire for Rule 290. - Hired Autos.
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DESCRIPTION	Since the liability relativity to calculate the loss cost per \$100 cost of hire for the Rule 290. - Hired Auto liability coverage is applied to the average \$100,000 Combined Single Limit (CSL) loss cost for Trucks, Tractors & Trailers, the adequacy of the relationship between the two classes is measured by comparing their respective experience ratios.
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EXPERIENCE PERIOD DATA	The experience used in this review was chosen to remove the impact of the COVID-19 Pandemic. The review is being conducted on a multistate basis and the data is aggregated on an accident year basis. The review is conducted on a \$100,000 CSL basic limits basis - indemnity losses are limited to \$100,000 per occurrence.
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The incurred losses and allocated loss adjustment expenses underlying the multistate ratios are on an accident year basis and were evaluated as of March 31, 2020. In other words, accident year ended December 31, 2019 includes all losses and allocated loss adjustment expenses paid through March 31, 2020 on accidents occurring from January 1, 2019 to December 31, 2019 and all losses and allocated loss adjustment expenses outstanding on these accidents as of March 31, 2020, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended December 31, 2018 include all loss and loss adjustment expenses paid through March 31, 2020 on accidents occurring from January 1, 2018 to December 31, 2018 and all losses and allocated loss adjustment expenses outstanding on these accidents as of March 31, 2020, 27 months after the inception of the accident year.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

OBJECTIVE	<p>The objective is to determine the multistate experience ratio for Trucks, Tractors &amp; Trailers. This ratio will be used later to determine the indicated multistate advisory liability relativity for Rule 290. - Hired Autos. See the calculations in <b>Exhibits D1-D2</b>.</p>
DESCRIPTION	<p>This procedure compares the developed incurred losses and allocated loss adjustment expenses with the aggregate loss costs.</p>
AGGREGATE LOSS COSTS (Item 1)	<p>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.</p>
INCURRED LOSSES & LAE (Item 2)	<p>The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses incurred during the experience period.</p> <p>The reported incurred losses and allocated loss adjustment expenses are subject to the following adjustments:</p> <ul style="list-style-type: none"><li>• Incurred indemnity losses are capped at the basic limit;</li><li>• Developed to an ultimate settlement basis by the application of loss development factors;</li></ul> <p>Incurred losses and loss adjustment expenses are not trended. Trend factors for Hired Autos liability coverage would generally be assumed to be the same as those for Trucks, Tractors &amp; Trailers. Therefore, they fail to impact the result of the analysis.</p> <p>Refer to Part 2 of this Section for the support for these loss related adjustments.</p>
EXPERIENCE RATIO (Item 3)	<p>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.</p>

INCURRED  
CLAIMS  
(Item 4)

---

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

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 2 - DETERMINATION OF THE INDICATED ADVISORY MULTISTATE LIABILITY RELATIVITY FOR RULE 290. - HIRED AUTOS

OBJECTIVE	The objective is to determine the indicated advisory multistate liability relativity for Rule 290. - Hired Autos. See the calculations in <b>Exhibits D3-D4</b> .
DESCRIPTION	This procedure develops an experience ratio for the Rule 290. - Hired Autos liability coverage by utilizing the same methodology that was employed for Trucks, Tractors & Trailers in Step 1. This ratio is then compared to the Trucks, Tractors & Trailers experience ratio from Step 1. This comparison measures the adequacy of the current multistate relationship between the two classes.
YEARLY INDICATED CHANGE (Item 4)	This is the yearly indicated change in the multistate advisory relativity for the Rule 290. - Hired Autos liability coverage. It is expressed as a multiplicative factor to be applied to the current multistate advisory relativity. It is the ratio of Item 3 from Step 2 to Item 3 from Step 1.
INCURRED CLAIMS (Item 5)	These are the incurred claims associated with the incurred losses used for the review. The claims are also on an accident year basis and have been evaluated as of March 31, 2020. In other words, accident year ended December 31, 2019 includes all claims paid through March 31, 2020 on accidents occurring from January 1, 2019 to December 31, 2019 and all claims outstanding on these accidents as of March 31, 2020, 15 months after the inception of the accident year.
MULTISTATE EXPERIENCE RATIO FOR TRUCKS, TRACTORS & TRAILERS (Item 6)	This is the multistate experience ratio for Trucks, Tractors & Trailers that was developed in Step 1.
INDICATED CHANGE (Item 7)	This is the overall indicated change in the multistate advisory relativity for the Rule 290. - Hired Autos liability coverage. It is expressed as a multiplicative factor to be applied to the current multistate advisory relativity.

CURRENT  
RELATIVITY  
(Item 8)

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This is the current multistate advisory relativity for the Rule 290. - Hired Autos liability coverage. This relativity is applied to the average liability loss cost for Trucks, Tractors & Trailers to yield the liability loss cost per \$100 annual cost of hire for Rule 290. - Hired Autos.

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INDICATED  
RELATIVITY  
(Item 9)

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This is the indicated multistate advisory relativity for the Rule 290. - Hired Autos liability coverage.

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SELECTED  
RELATIVITY  
(Item 10)

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This is the selected multistate advisory relativity that is being filed for the Rule 290. - Hired Autos liability coverage. This relativity was selected to temper the indication, and in view of the apparent downward trend in the indicated relativity over time.

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FILED  
CHANGE  
(Item 11)

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This is the percentage change in the multistate advisory relativity for the Rule 290. - Hired Autos liability coverage.

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## 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 <b>Exhibit D5</b> .
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 <b>Exhibit D5</b> ) 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 <b>Exhibit D11</b> . See the calculation of the revised multistate base loss costs in <b>Exhibit D12</b> .



STEP 4:  
REVISED  
LOSS COSTS BY  
DEDUCTIBLE

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The revised indicated OTC and Collision loss costs by deductible are determined by multiplying the revised multistate base loss cost (**Exhibit D12**) by one minus the appropriate deductible discount factor (**Exhibit D10**).

For specified perils, the revised loss cost was determined by multiplying the current loss cost by the OTC filed change from **Exhibit D5**.

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 D13** for the revised loss costs.

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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.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 1 - DETERMINATION OF MULTISTATE ADVISORY LOSS COST LEVEL CHANGE

OBJECTIVE	<p>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 <b>Exhibit D5</b>.</p>
DESCRIPTION	<p>This procedure compares the developed incurred losses and allocated loss adjustment expenses with the aggregate loss costs.</p>
AGGREGATE LOSS COSTS (Item 1)	<p>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.</p>
INCURRED LOSSES & LAE (Item 2)	<p>The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses using the claim frequency and severity levels ISO expects to occur during the prospective period for which the revised loss costs will be used.</p> <p>For the physical damage coverages, the reported paid (accident year) losses are subject to the following adjustments:</p> <ul style="list-style-type: none"><li>• Developed to an ultimate settlement basis by the application of loss development factors (see <b>Exhibit D6</b>);</li><li>• Loaded for all loss adjustment expenses (see Section C);</li><li>• Placed on the prospective cost/frequency levels by the application of trend factors (see <b>Exhibits D7 and D8</b>).</li></ul>
EXPERIENCE RATIO (Item 3)	<p>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.</p>

## 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 D9**.

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 D10**.

VERISK

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COMMERCIAL AUTOMOBILE INSURANCE

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

Coverages	Aggregate Loss Cost at Current Level (B)	Loss Cost Changes (C)
<b>TRUCKS, TRACTORS &amp; TRAILERS (D)</b>		
Liability		
Single Limit Liability	\$ 28,053,581	N.C.
Physical Damage		
Other Than Collision	5,452,622	13.3%
Collision	9,305,237	28.8%
Combined	14,757,859	23.1%
Total Trucks, Tractors & Trailers	42,811,440	8.0%
<b>PRIVATE PASSENGER TYPES</b>		
Liability		
Single Limit Liability	3,792,513	12.7%
Physical Damage		
Other Than Collision	1,312,768	10.0%
Collision	1,992,788	12.1%
Combined	3,305,556	11.3%
Total Private Passenger Types	7,098,069	12.0%
<b>AUTO DEALERS</b>		
Liability		
Single Limit Liability	416,736	31.4%
Total Auto Dealers	416,736	31.4%
<b>HIRED AUTOS</b>		
Physical Damage		
Other Than Collision	21,423	38.3%
Collision	42,045	166.7%
Combined	63,468	123.4%
Total Hired Autos	63,468	123.4%
GRAND TOTAL ALL COVERAGES	50,389,713	8.9%
TOTAL LIABILITY	32,262,830	1.9%
TOTAL PHYSICAL DAMAGE	18,126,883	21.3%

(A) An implementation date of 12/01/2023 is assumed for purposes of trending.

(B) Accident Year ending 03/31/2022 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

WISCONSIN  
 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 <sup>(a)</sup>	\$5,000 Med Pay <sup>(a)</sup>
102		
103		
104		
105		
106		
107		
108		
109		
110		
111		
113		
114		
115		
116		
117		

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

VERISK

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
 TERRITORY LOSS COST LEVEL CHANGES  
 FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	12.5%	30.3%	14.1%
103	9.5%	33.5%	10.4%
104	8.9%	28.0%	8.1%
105	12.5%	27.3%	12.7%
106	10.3%	31.5%	10.3%
107	14.3%	28.4%	15.0%
108	12.6%	27.0%	13.2%
109	11.4%	29.0%	11.5%
110	14.0%	23.8%	15.1%
111	7.8%	33.6%	8.1%
113	7.7%	39.1%	8.3%
114	18.1%	26.9%	18.5%
115	10.7%	44.5%	11.6%
116	13.8%	35.9%	13.0%
117	15.4%	24.5%	14.9%

VERISK

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COMMERCIAL AUTOMOBILE INSURANCE  
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY  
FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL	Med Pay <sup>(a)</sup>	Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	of Loss <sup>(d)</sup>
102	465	9	126	361	73
103	321	9	92	347	53
104	274	5	209	320	120
105	296	7	108	308	62
106	249	6	150	334	86
107	266	6	120	276	69
108	227	7	134	235	77
109	124	5	186	276	107
110	262	7	106	281	61
111	246	7	139	306	80
113	374	7	112	320	65
114	439	8	111	354	64
115	369	9	83	354	48
116	184	6	181	337	104
117	169	5	187	300	108

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

VERISK

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COMMERCIAL AUTOMOBILE INSURANCE

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
102	11.7%	11.1%
103	14.5%	12.5%
104	12.5%	16.7%
105	15.8%	16.7%
106	12.8%	25.0%
107	12.7%	16.7%
108	13.4%	14.3%
109	12.6%	20.0%
110	11.4%	14.3%
111	15.4%	16.7%
113	10.4%	0.0%
114	13.8%	10.0%
115	11.8%	12.5%
116	12.1%	0.0%
117	12.4%	0.0%



VERISK

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	10.4%	9.0%	10.6%
103	10.3%	12.2%	9.7%
104	10.4%	11.1%	10.5%
105	12.3%	9.0%	12.7%
106	11.8%	13.0%	11.1%
107	11.5%	14.9%	11.4%
108	10.3%	11.9%	9.7%
109	10.0%	10.9%	9.5%
110	8.5%	12.2%	8.5%
111	7.5%	17.0%	7.8%
113	14.4%	13.7%	13.5%
114	10.1%	13.8%	8.7%
115	10.2%	9.3%	10.7%
116	8.5%	10.3%	8.2%
117	13.3%	5.5%	13.1%

VERISK

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL	Med Pay <sup>(a)</sup>	Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	of Loss <sup>(d)</sup>
102	306	10	127	364	73
103	292	9	118	378	68
104	207	7	255	320	147
105	227	7	155	327	89
106	150	5	209	321	120
107	230	7	136	316	78
108	262	8	118	319	68
109	179	6	320	264	184
110	244	8	154	294	89
111	225	7	144	309	83
113	265	8	103	356	59
114	347	11	131	436	75
115	284	9	108	388	62
116	194	6	346	268	199
117	172	5	256	248	147

(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 0.576 to the Private Passenger Types Comprehensive base loss costs.

VERISK

WISCONSIN  
 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
102	21.8%
103	18.8%
104	34.3%
105	27.1%
106	19.7%
107	38.8%
108	27.0%
109	11.8%
110	35.7%
111	39.1%
113	39.0%
114	32.2%
115	25.2%
116	23.5%
117	32.2%

VERISK

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

Territory	Liability
Code	\$100,000 CSL
102	531
103	367
104	313
105	338
106	285
107	304
108	259
109	142
110	300
111	281
113	428
114	501
115	422
116	210
117	193

VERISK

WISCONSIN  
 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 <sup>(a)</sup>	\$5,000 Med Pay <sup>(a)</sup>
102		
103		
104		
105		
106		
107		
108		
109		
110		
111		
113		
114		
115		
116		
117		

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

VERISK

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

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	12.9%	30.3%	14.4%
103	9.4%	33.5%	11.0%
104	8.9%	27.9%	7.7%
105	12.3%	27.2%	11.9%
106	10.1%	31.5%	10.1%
107	13.8%	28.3%	15.4%
108	12.7%	27.2%	13.6%
109	11.4%	28.8%	11.6%
110	14.2%	23.7%	14.8%
111	7.7%	33.8%	8.9%
113	7.6%	39.0%	8.8%
114	18.2%	26.9%	18.3%
115	10.5%	44.6%	12.3%
116	13.6%	35.8%	12.9%
117	15.4%	24.5%	14.7%

VERISK

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY  
FOR VAN POOLS POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	of Loss <sup>(e)</sup>
102	442	14	192	812	111
103	305	10	140	781	81
104	260	8	318	720	182
105	281	9	164	693	94
106	237	8	228	752	131
107	253	8	182	621	105
108	216	7	204	529	117
109	118	4	283	621	163
110	249	8	161	632	93
111	234	8	211	689	122
113	355	11	170	720	99
114	417	13	169	797	97
115	351	11	126	797	73
116	175	6	275	758	158
117	161	5	284	675	164

- (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

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES  
FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability <sup>(a)</sup>	Med Pay <sup>(a)</sup>
102		
103		
104		
105		
106		
107		
108		
109		
110		
111		
113		
114		
115		
116		
117		

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



VERISK

WISCONSIN  
 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	
102	12.9%	30.3%	14.4%
103	9.4%	33.5%	11.0%
104	8.9%	27.9%	7.7%
105	12.3%	27.2%	11.9%
106	10.1%	31.5%	10.1%
107	13.8%	28.3%	15.4%
108	12.7%	27.2%	13.6%
109	11.4%	28.8%	11.6%
110	14.2%	23.7%	14.8%
111	7.7%	33.8%	8.9%
113	7.6%	39.0%	8.8%
114	18.2%	26.9%	18.3%
115	10.5%	44.6%	12.3%
116	13.6%	35.8%	12.9%
117	15.4%	24.5%	14.7%

VERISK

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	of Loss <sup>(e)</sup>
102	1869	78	192	812	111
103	1290	54	140	781	81
104	1101	46	318	720	182
105	1190	50	164	693	94
106	1001	42	228	752	131
107	1069	44	182	621	105
108	913	38	204	529	117
109	498	21	283	621	163
110	1053	44	161	632	93
111	989	41	211	689	122
113	1503	63	170	720	99
114	1765	73	169	797	97
115	1483	62	126	797	73
116	740	31	275	758	158
117	679	28	284	675	164

- (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

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES  
FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability <sup>(a)</sup>	Med Pay <sup>(a)</sup>
102		
103		
104		
105		
106		
107		
108		
109		
110		
111		
113		
114		
115		
116		
117		

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

VERISK

WISCONSIN  
 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	
102	13.2%	29.7%	13.6%
103	10.5%	33.5%	9.1%
104	8.4%	27.8%	9.3%
105	12.3%	27.6%	13.5%
106	10.9%	31.3%	9.4%
107	15.5%	28.9%	14.6%
108	12.3%	26.5%	13.0%
109	10.5%	28.9%	12.3%
110	14.3%	23.8%	13.9%
111	8.0%	34.0%	8.0%
113	7.0%	39.3%	7.3%
114	17.2%	26.7%	18.9%
115	9.8%	44.8%	13.8%
116	13.9%	35.9%	12.7%
117	15.5%	24.3%	14.1%

VERISK

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	of Loss <sup>(e)</sup>
102	177	9	86	227	50
103	122	11	63	219	36
104	104	9	142	202	82
105	112	8	73	194	42
106	95	8	102	210	58
107	101	8	82	174	47
108	86	8	91	148	52
109	47	6	126	174	73
110	100	8	72	177	41
111	93	8	95	193	54
113	142	10	76	202	44
114	167	10	75	223	44
115	140	9	56	223	33
116	70	7	123	212	71
117	64	7	127	189	73

- (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

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

Territory	\$100,000 CSL	\$5,000
Code	Liability <sup>(a)</sup>	Med Pay <sup>(a)</sup>
102		
103		
104		
105		
106		
107		
108		
109		
110		
111		
113		
114		
115		
116		
117		

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

VERISK

WISCONSIN  
 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	
102	13.2%	29.7%	13.6%
103	10.5%	33.5%	9.1%
104	8.4%	27.8%	9.3%
105	12.3%	27.6%	13.5%
106	10.9%	31.3%	9.4%
107	15.5%	28.9%	14.6%
108	12.3%	26.5%	13.0%
109	10.5%	28.9%	12.3%
110	14.3%	23.8%	13.9%
111	8.0%	34.0%	8.0%
113	7.0%	39.3%	7.3%
114	17.2%	26.7%	18.9%
115	9.8%	44.8%	13.8%
116	13.9%	35.9%	12.7%
117	15.5%	24.3%	14.1%

VERISK

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY  
FOR ALL OTHER BUSES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	of Loss <sup>(e)</sup>
102	1469	58	86	227	50
103	1014	50	63	219	36
104	866	52	142	202	82
105	935	51	73	194	42
106	787	47	102	210	58
107	841	49	82	174	47
108	717	47	91	148	52
109	392	35	126	174	73
110	828	51	72	177	41
111	777	51	95	193	54
113	1182	58	76	202	44
114	1387	57	75	223	44
115	1166	47	56	223	33
116	581	43	123	212	71
117	534	44	127	189	73

- (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

WISCONSIN  
 AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 SINGLE LIMIT LIABILITY COVERAGE

	(1) AGGREGATE	(2) \$100,000	(3)	(4)	(5)
ACCIDENT YEAR ENDING	LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
03/31/18	\$18,496,180	\$24,401,681	1.319	10%	1,631
03/31/19	\$18,085,943	\$21,827,639	1.207	15%	1,641
03/31/20	\$17,769,301	\$21,545,724	1.213	20%	1,469
03/31/21	\$17,125,485	\$13,285,532	0.776	25%	938
03/31/22	\$16,076,551	\$12,714,285	0.791	30%	942
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.987
(7)	EXPECTED EXPERIENCE RATIO (D).				1.090
(8)	CREDIBILITY (E).				0.75
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.013
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				1.3%
(11)	FILED CHANGE.				N.C.
(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 12/01/23 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 1.167 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

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	03/31/18	\$7,085,835	\$5,805,684	
ALLOCATED LOSS	03/31/19	\$6,201,740	\$6,109,034	
ADJUSTMENT EXPENSES	03/31/20	\$6,863,314	\$5,909,559	
	03/31/21	\$3,764,583	\$4,318,937	
	03/31/22	\$2,926,849	\$4,710,207	
(2) DEVELOPED LOSSES AND	03/31/18	\$7,599,239	\$6,428,111	
ALL LOSS ADJUSTMENT	03/31/19	\$6,769,974	\$6,770,734	
EXPENSES (A)	03/31/20	\$7,894,184	\$6,562,713	
	03/31/21	\$4,779,063	\$4,844,012	
	03/31/22	\$4,513,552	\$5,428,584	
(3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		7.8%	8.3%	8.1%
EXHIBIT IN SECTION C)				
(4) TRENDED LOSSES AND	03/31/18	\$13,017,496	\$11,384,185	\$24,401,681
ALL LOSS ADJUSTMENT	03/31/19	\$10,757,489	\$11,070,150	\$21,827,639
EXPENSES (B)	03/31/20	\$11,636,027	\$9,909,697	\$21,545,724
	03/31/21	\$6,532,979	\$6,752,553	\$13,285,532
	03/31/22	\$5,727,697	\$6,986,588	\$12,714,285
(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED				
BY THE FOLLOWING FACTORS:				
1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:		B.I. 1.065	P.D. 1.105	
2 - LOSS DEVELOPMENT FACTORS:				
	YEAR ENDING	B.I.	P.D.	
	03/31/18	1.007	1.002	
	03/31/19	1.025	1.003	
	03/31/20	1.080	1.005	
	03/31/21	1.192	1.015	
	03/31/22	1.448	1.043	

(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 12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.167
03/31/19	10/1/18	6.167
03/31/20	10/1/19	5.167
03/31/21	10/1/20	4.167
03/31/22	10/1/21	3.167

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	03/31/18	\$17,974,908
AT CURRENT LEVEL	03/31/19	\$17,644,822
	03/31/20	\$17,403,821
	03/31/21	\$16,839,218
	03/31/22	\$15,870,238
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.4%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	03/31/18	\$18,496,180
LOSS COSTS AT	03/31/19	\$18,085,943
CURRENT LEVEL (A)	03/31/20	\$17,769,301
	03/31/21	\$17,125,485
	03/31/22	\$16,076,551

(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  
12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
03/31/18	4/1/17	7.167
03/31/19	4/1/18	6.167
03/31/20	4/1/19	5.167
03/31/21	4/1/20	4.167
03/31/22	4/1/21	3.167

## VERISK

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

COVERAGE	ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF PAID CLAIMS
O.T.C	03/31/18	\$5,950,445	\$7,151,476	1.202	10%	1,077
	03/31/19	\$5,828,638	\$6,234,860	1.070	15%	1,119
	03/31/20	\$5,726,066	\$6,154,516	1.075	20%	1,142
	03/31/21	\$5,832,215	\$6,451,974	1.106	25%	1,185
	03/31/22	\$5,452,622	\$7,189,027	1.318	30%	1,183
COLL.	03/31/20	\$9,708,844	\$13,076,851	1.347	20%	1,026
	03/31/21	\$9,727,840	\$11,655,612	1.198	30%	860
	03/31/22	\$9,305,237	\$13,638,848	1.466	50%	901
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.168	1.361
(7)	EXPECTED EXPERIENCE RATIO (D).				1.052	1.069
(8)	CREDIBILITY (E).				0.70	0.75
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.133	1.288
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				13.3%	28.8%
(11)	FILED CHANGE.				13.3%	28.8%
(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 12/01/23 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 1.167 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/18	\$4,048,960	----
	03/31/19	\$3,757,355	----
	03/31/20	\$3,946,004	\$7,634,845
	03/31/21	\$4,407,199	\$7,433,521
	03/31/22	\$5,096,024	\$9,721,407
(2) DEVELOPED LOSSES AND	03/31/18	\$4,555,080	----
ALL LOSS ADJUSTMENT	03/31/19	\$4,227,024	----
EXPENSES (A)	03/31/20	\$4,443,694	\$8,580,611
	03/31/21	\$4,963,057	\$8,295,809
	03/31/22	\$5,887,819	\$10,531,929
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		6.5%	8.5%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	03/31/18	\$7,151,476	----
ALL LOSS ADJUSTMENT	03/31/19	\$6,234,860	----
EXPENSES (B)	03/31/20	\$6,154,516	\$13,076,851
	03/31/21	\$6,451,974	\$11,655,612
	03/31/22	\$7,189,027	\$13,638,848

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

	O.T.C	COLL.
	1.125	1.125

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
03/31/18	1.000	-----
03/31/19	1.000	-----
03/31/20	1.001	0.999
03/31/21	1.001	0.992
03/31/22	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 12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/18	10/1/17	7.167	-----
03/31/19	10/1/18	6.167	-----
03/31/20	10/1/19	5.167	5.167
03/31/21	10/1/20	4.167	4.167
03/31/22	10/1/21	3.167	3.167

VERISK

WISCONSIN  
TRUCKS, TRACTORS AND TRAILERS  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE TRENDED  
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	03/31/18	\$5,165,317	----
AT CURRENT LEVEL	03/31/19	\$5,158,087	----
	03/31/20	\$5,167,930	\$8,546,518
	03/31/21	\$5,370,364	\$8,779,639
	03/31/22	\$5,119,833	\$8,607,990
(2) SELECTED ANNUAL VVF TREND (SEE TREND EXHIBIT IN SECTION C)		2.0%	2.5%
(3) TRENDED AGGREGATE	03/31/18	\$5,950,445	----
LOSS COSTS AT	03/31/19	\$5,828,638	----
CURRENT LEVEL (A)	03/31/20	\$5,726,066	\$9,708,844
	03/31/21	\$5,832,215	\$9,727,840
	03/31/22	\$5,452,622	\$9,305,237

(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  
12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/18	4/1/17	7.167	-----
03/31/19	4/1/18	6.167	-----
03/31/20	4/1/19	5.167	5.167
03/31/21	4/1/20	4.167	4.167
03/31/22	4/1/21	3.167	3.167

## VERISK

WISCONSIN  
 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	AGGREGATE	\$100,000			
YEAR	LOSS COST AT	INCURRED	EXPERIENCE	ACCIDENT YEAR	NUMBER OF
ENDING	CURRENT	LOSSES	RATIO	WEIGHTS	INCURRED
	LEVEL (B)	(C)	(2) / (1)		CLAIMS
03/31/18	\$3,027,570	\$4,663,824	1.540	10%	386
03/31/19	\$2,930,809	\$4,023,722	1.373	15%	357
03/31/20	\$2,746,452	\$3,537,814	1.288	20%	288
03/31/21	\$2,516,219	\$2,524,301	1.003	25%	192
03/31/22	\$2,248,081	\$2,500,416	1.112	30%	175
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.203
(7)	EXPECTED EXPERIENCE RATIO (D).				1.095
(8)	CREDIBILITY (E).				0.30
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.127
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				12.7%
(11)	FILED CHANGE.				12.7%
(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 12/01/23 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 1.167 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

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	03/31/18	\$1,605,733	\$872,809	
ALLOCATED LOSS	03/31/19	\$1,095,697	\$1,170,911	
ADJUSTMENT EXPENSES	03/31/20	\$1,109,545	\$989,980	
	03/31/21	\$1,015,420	\$505,046	
	03/31/22	\$662,010	\$861,013	
(2) DEVELOPED LOSSES AND	03/31/18	\$1,725,497	\$964,454	
ALL LOSS ADJUSTMENT	03/31/19	\$1,199,591	\$1,295,151	
EXPENSES (A)	03/31/20	\$1,275,017	\$1,098,304	
	03/31/21	\$1,270,671	\$564,773	
	03/31/22	\$965,906	\$990,428	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.8%	8.3%	8.1%
(4) TRENDED LOSSES AND	03/31/18	\$2,955,776	\$1,708,048	\$4,663,824
ALL LOSS ADJUSTMENT	03/31/19	\$1,906,150	\$2,117,572	\$4,023,722
EXPENSES (B)	03/31/20	\$1,879,375	\$1,658,439	\$3,537,814
	03/31/21	\$1,737,007	\$787,294	\$2,524,301
	03/31/22	\$1,225,735	\$1,274,681	\$2,500,416
(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:				
1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:		B.I. 1.065	P.D. 1.105	
2 - LOSS DEVELOPMENT FACTORS:				
	YEAR ENDING	B.I.	P.D.	
	03/31/18	1.009	1.000	
	03/31/19	1.028	1.001	
	03/31/20	1.079	1.004	
	03/31/21	1.175	1.012	
	03/31/22	1.370	1.041	

(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 12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.167
03/31/19	10/1/18	6.167
03/31/20	10/1/19	5.167
03/31/21	10/1/20	4.167
03/31/22	10/1/21	3.167



VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	03/31/18	\$3,027,570
AT CURRENT LEVEL	03/31/19	\$2,930,809
	03/31/20	\$2,746,452
	03/31/21	\$2,516,219
	03/31/22	\$2,248,081
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.0%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	03/31/18	\$3,027,570
LOSS COSTS AT	03/31/19	\$2,930,809
CURRENT LEVEL (A)	03/31/20	\$2,746,452
	03/31/21	\$2,516,219
	03/31/22	\$2,248,081

(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  
12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
03/31/18	4/1/17	7.167
03/31/19	4/1/18	6.167
03/31/20	4/1/19	5.167
03/31/21	4/1/20	4.167
03/31/22	4/1/21	3.167

## VERISK

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

COVERAGE	ACCIDENT YEAR	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
O.T.C.	ENDING					
	03/31/18	\$1,769,752	\$2,054,995	1.161	10%	453
	03/31/19	\$1,640,041	\$1,904,964	1.162	15%	438
	03/31/20	\$1,532,062	\$1,905,368	1.244	20%	429
	03/31/21	\$1,485,470	\$1,353,890	0.911	25%	333
	03/31/22	\$1,312,768	\$1,736,914	1.323	30%	377
COLL.	03/31/18	\$2,716,760	\$3,757,602	1.383	10%	453
	03/31/19	\$2,507,412	\$3,320,324	1.324	15%	444
	03/31/20	\$2,390,213	\$3,106,551	1.300	20%	387
	03/31/21	\$2,213,317	\$2,134,591	0.964	25%	243
	03/31/22	\$1,992,788	\$1,990,739	0.999	30%	255
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.164	1.138
(7)	EXPECTED EXPERIENCE RATIO (D).				1.047	1.081
(8)	CREDIBILITY (E).				0.45	0.70
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.100	1.121
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				10.0%	12.1%
(11)	FILED CHANGE.				10.0%	12.1%
(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 12/01/23 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 1.167 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/18	\$1,163,479	\$1,924,015
	03/31/19	\$1,148,001	\$1,836,589
	03/31/20	\$1,224,084	\$1,857,623
	03/31/21	\$927,592	\$1,388,038
	03/31/22	\$1,253,196	\$1,473,742
(2) DEVELOPED LOSSES AND	03/31/18	\$1,308,914	\$2,164,517
ALL LOSS ADJUSTMENT	03/31/19	\$1,291,501	\$2,066,163
EXPENSES (A)	03/31/20	\$1,375,717	\$2,087,736
	03/31/21	\$1,041,454	\$1,549,050
	03/31/22	\$1,422,534	\$1,560,140
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.5%	8.0%
(4) TRENDED LOSSES AND	03/31/18	\$2,054,995	\$3,757,602
ALL LOSS ADJUSTMENT	03/31/19	\$1,904,964	\$3,320,324
EXPENSES (B)	03/31/20	\$1,905,368	\$3,106,551
	03/31/21	\$1,353,890	\$2,134,591
	03/31/22	\$1,736,914	\$1,990,739

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

	O.T.C	COLL.
	1.125	1.125

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
03/31/18	1.000	1.000
03/31/19	1.000	1.000
03/31/20	0.999	0.999
03/31/21	0.998	0.992
03/31/22	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 12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/18	10/1/17	7.167	7.167
03/31/19	10/1/18	6.167	6.167
03/31/20	10/1/19	5.167	5.167
03/31/21	10/1/20	4.167	4.167
03/31/22	10/1/21	3.167	3.167

VERISK

WISCONSIN  
PRIVATE PASSENGER TYPES  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE TRENDED  
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	03/31/18	\$1,493,462	\$2,529,572
AT CURRENT LEVEL	03/31/19	\$1,417,494	\$2,358,807
	03/31/20	\$1,355,807	\$2,269,908
	03/31/21	\$1,345,534	\$2,124,105
	03/31/22	\$1,217,781	\$1,930,996
(2) SELECTED ANNUAL VVF TREND (SEE TREND EXHIBIT IN SECTION C)		2.4%	1.0%
(3) TRENDED AGGREGATE	03/31/18	\$1,769,752	\$2,716,760
LOSS COSTS AT	03/31/19	\$1,640,041	\$2,507,412
CURRENT LEVEL (A)	03/31/20	\$1,532,062	\$2,390,213
	03/31/21	\$1,485,470	\$2,213,317
	03/31/22	\$1,312,768	\$1,992,788

(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  
12/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/18	4/1/17	7.167	7.167
03/31/19	4/1/18	6.167	6.167
03/31/20	4/1/19	5.167	5.167
03/31/21	4/1/20	4.167	4.167
03/31/22	4/1/21	3.167	3.167

VERISK

WISCONSIN  
 AUTOMOBILE LIABILITY INSURANCE - AUTO DEALERS (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT	AGGREGATE	\$100,000			
YEAR	LOSS COST AT	INCURRED	EXPERIENCE	ACCIDENT YEAR	NUMBER OF
ENDING	CURRENT	LOSSES	RATIO	WEIGHTS	INCURRED
	LEVEL (B)	(C)	(2) / (1)		CLAIMS
03/31/18	\$735,874	\$699,215	0.950	10%	33
03/31/19	\$583,196	\$450,655	0.773	15%	35
03/31/20	\$427,725	\$873,081	2.041	20%	24
03/31/21	\$318,769	\$671,774	2.107	25%	18
03/31/22	\$247,028	\$421,403	1.706	30%	7
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.658
(7)	EXPECTED EXPERIENCE RATIO (D).				1.276
(8)	CREDIBILITY (E).				0.10
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.314
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				31.4%
(11)	FILED CHANGE.				31.4%
(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 12/01/23 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 3.167 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

WISCONSIN  
 AUTO DEALERS  
 AUTOMOBILE LIABILITY INSURANCE  
 DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	03/31/18	\$158,408	\$207,142	
ALLOCATED LOSS	03/31/19	\$45,578	\$203,135	
ADJUSTMENT EXPENSES	03/31/20	\$281,709	\$221,105	
	03/31/21	\$258,573	\$109,341	
	03/31/22	\$88,662	\$110,511	
(2) DEVELOPED LOSSES AND	03/31/18	\$171,066	\$229,350	
ALL LOSS ADJUSTMENT	03/31/19	\$50,337	\$226,709	
EXPENSES (A)	03/31/20	\$333,022	\$253,117	
	03/31/21	\$359,096	\$129,763	
	03/31/22	\$186,678	\$143,363	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.8%	8.3%	8.0%
(4) TRENDED LOSSES AND	03/31/18	\$293,036	\$406,179	\$699,215
ALL LOSS ADJUSTMENT	03/31/19	\$79,985	\$370,669	\$450,655
EXPENSES (B)	03/31/20	\$490,874	\$382,207	\$873,081
	03/31/21	\$490,884	\$180,890	\$671,774
	03/31/22	\$236,894	\$184,508	\$421,403
(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:				
1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:		B.I. 1.065	P.D. 1.105	
2 - LOSS DEVELOPMENT FACTORS:				
	YEAR ENDING	B.I.	P.D.	
	03/31/18	1.014	1.002	
	03/31/19	1.037	1.010	
	03/31/20	1.110	1.036	
	03/31/21	1.304	1.074	
	03/31/22	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 12/01/23  
 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.167
03/31/19	10/1/18	6.167
03/31/20	10/1/19	5.167
03/31/21	10/1/20	4.167
03/31/22	10/1/21	3.167

VERISK

WISCONSIN  
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)
								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	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*
102	885	488.35	412.52	0.845	0.05	1.085	0.988	465	465
103	705	374.49	472.89	1.263	0.05	1.106	1.007	321	327
104	652	263.79	219.89	0.834	0.05	1.085	0.988	274	274
105	3427	282.56	301.41	1.067	0.20	1.092	0.995	296	298
106	1011	218.11	209.28	0.960	0.05	1.091	0.994	249	251
107	1922	264.93	261.56	0.987	0.10	1.087	0.990	266	267
108	2358	205.97	209.83	1.019	0.10	1.090	0.993	227	228
109	1979	118.3	92.88	0.785	0.05	1.082	0.985	124	124
110	20736	247.69	254.32	1.027	0.40	1.070	0.974	262	259
111	5912	227.13	267.19	1.176	0.20	1.114	1.015	246	253
113	3145	375.9	502.15	1.336	0.20	1.146	1.044	374	396
114	3291	482.18	478.76	0.993	0.20	1.077	0.981	439	436
115	1230	365.42	386.58	1.058	0.10	1.094	0.996	369	372
116	9275	165.62	177.59	1.072	0.20	1.093	0.995	184	185
117	9451	164.74	237.92	1.444	0.25	1.185	1.079	169	185
SW	65979	243.66	267.46	1.098		1.098			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.3 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

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								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	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
102	190	253.08	266.74	1.054	0.05	1.276	0.991	274	306	306	11.7%
103	215	240.47	401.92	1.671	0.05	1.307	1.015	255	292	292	14.5%
104	51	172.18	62.09	0.361	0.00	1.288	1.000	184	207	207	12.5%
105	931	186.96	307.15	1.643	0.10	1.324	1.028	196	227	227	15.8%
106	261	135.96	99.79	0.734	0.00	1.288	1.000	133	150	150	12.8%
107	393	197.05	244.46	1.241	0.05	1.286	0.998	204	230	230	12.7%
108	391	218.04	318.48	1.461	0.05	1.297	1.007	231	262	262	13.4%
109	189	150.16	239.53	1.595	0.00	1.288	1.000	159	179	179	12.6%
110	3082	208.79	247.16	1.184	0.15	1.272	0.988	219	244	244	11.4%
111	1137	186.06	300.11	1.613	0.10	1.321	1.026	195	225	225	15.4%
113	961	232.32	240.25	1.034	0.10	1.263	0.981	240	265	265	10.4%
114	934	287.11	408.39	1.422	0.10	1.301	1.010	305	347	347	13.8%
115	275	245.85	275.37	1.120	0.05	1.280	0.994	254	284	284	11.8%
116	1021	163.57	183.76	1.123	0.05	1.280	0.994	173	194	194	12.1%
117	1095	144.13	180.69	1.254	0.05	1.286	0.998	153	172	172	12.4%
SW	11126	202.06	260.17	1.288		1.288					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 12.7 PERCENT.

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



VERISK

WISCONSIN  
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)
			PRES	PRES							
			AUTO	AUTO							
T	TTT ACC-YR		TTT	DEALERS	RATIO TO		CHANGES IN	BASE	BASE		
E	03/31/2022	AGG LCCL	BASE	BASE	STATEWIDE		TERRITORY	CLASS	CLASS	ADV	
R	EARNED	YR ENDED	LOSS	LOSS	AVERAGE COLUMNS	REQ	RELATIVITY	LOSS	LOSS	LOSS	
R	EXPOS	03/31/2022	COST	COST	(3)	(4)	(5) / (6)	ADJ	COST	COST	COST
								1.001	IND*	REV	CHG**
102	885	13388	465	436	1.845	1.991	0.927	0.928	531	531	21.8%
103	705	578	321	309	1.274	1.411	0.903	0.904	367	367	18.8%
104	652	3913	274	233	1.087	1.064	1.022	1.023	313	313	34.3%
105	3427	5462	296	266	1.175	1.215	0.967	0.968	338	338	27.1%
106	1011	2455	249	238	0.988	1.087	0.909	0.910	285	285	19.7%
107	1922	12236	266	219	1.056	1.000	1.056	1.057	304	304	38.8%
108	2358	913	227	204	0.901	0.932	0.967	0.968	259	259	27.0%
109	1979	406	124	127	0.492	0.580	0.848	0.849	142	142	11.8%
110	20736	39297	262	221	1.040	1.009	1.031	1.032	300	300	35.7%
111	5912	30441	246	202	0.976	0.922	1.059	1.060	281	281	39.1%
113	3145	5016	374	308	1.484	1.406	1.055	1.056	428	428	39.0%
114	3291	29225	439	379	1.742	1.731	1.006	1.007	501	501	32.2%
115	1230	34655	369	337	1.464	1.539	0.951	0.952	422	422	25.2%
116	9275	24615	184	170	0.730	0.776	0.941	0.942	210	210	23.5%
117	9451	44428	169	146	0.671	0.667	1.006	1.007	193	193	32.2%
SW	65979	247028	252	219			0.999				

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 31.4 PERCENT.

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

VERISK

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COMPREHENSIVE

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								BASE	BASE	BASE	
T	EARNED CAR		EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
102	751	98.66	39.94	0.405	0.00	1.209	0.993	112	126	126	12.5%
103	679	64.16	42.72	0.666	0.05	1.182	0.970	84	92	92	9.5%
104	437	134.65	56.89	0.423	0.05	1.170	0.961	192	209	209	8.9%
105	3192	74.98	90.64	1.209	0.15	1.209	0.993	96	108	108	12.5%
106	784	109.56	87.59	0.799	0.05	1.189	0.976	136	150	150	10.3%
107	1838	81.81	117.47	1.436	0.10	1.232	1.011	105	120	120	14.3%
108	2016	87.65	108.65	1.240	0.10	1.212	0.995	119	134	134	12.6%
109	1666	130.11	143.46	1.103	0.10	1.198	0.984	167	186	186	11.4%
110	19538	69.37	87.94	1.268	0.35	1.230	1.010	93	106	106	14.0%
111	5149	95.17	92.42	0.971	0.20	1.161	0.953	129	139	139	7.8%
113	3228	81.56	71.13	0.872	0.15	1.158	0.951	104	112	112	7.7%
114	3449	79.18	129.09	1.630	0.15	1.272	1.044	94	111	111	18.1%
115	1046	56.74	45.44	0.801	0.05	1.189	0.976	75	83	83	10.7%
116	7555	123.74	156.92	1.268	0.25	1.224	1.005	159	181	181	13.8%
117	8149	126.53	168.45	1.331	0.25	1.240	1.018	162	187	187	15.4%
SW	59477	91.68	110.81	1.209		1.218					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 13.3 PERCENT.

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

VERISK

WISCONSIN  
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	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
102	816	223.45	344.55	1.542	0.10	1.514	1.011	277	361	361	30.3%
103	649	183.96	355.24	1.931	0.10	1.553	1.037	260	347	347	33.5%
104	423	157.99	169.48	1.073	0.05	1.489	0.994	250	320	320	28.0%
105	3169	166.46	231.30	1.390	0.25	1.481	0.989	242	308	308	27.3%
106	730	173.54	294.73	1.698	0.10	1.530	1.021	254	334	334	31.5%
107	1860	149.07	212.64	1.426	0.20	1.494	0.997	215	276	276	28.4%
108	1966	124.49	158.33	1.272	0.15	1.475	0.985	185	235	235	27.0%
109	1637	162.50	234.69	1.444	0.15	1.501	1.002	214	276	276	29.0%
110	19039	146.86	203.54	1.386	0.55	1.442	0.963	227	281	281	23.8%
111	4998	146.80	243.63	1.660	0.30	1.556	1.039	229	306	306	33.6%
113	3268	153.97	299.19	1.943	0.25	1.619	1.081	230	320	320	39.1%
114	3341	226.09	316.08	1.398	0.30	1.477	0.986	279	354	354	26.9%
115	1000	167.03	443.25	2.654	0.15	1.682	1.123	245	354	354	44.5%
116	7422	175.74	305.96	1.741	0.30	1.580	1.055	248	337	337	35.9%
117	7787	158.55	205.23	1.294	0.30	1.446	0.965	241	300	300	24.5%
SW	58105	160.14	242.00	1.511		1.498					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 28.8 PERCENT.

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

VERISK

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE  
PHYSICAL DAMAGE - COMPREHENSIVE

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								BASE	BASE	BASE	
T	EARNED CAR		EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
102	175	86.7	99.21	1.144	0.00	1.230	1.002	115	127	127	10.4%
103	183	106.54	91.14	0.855	0.00	1.230	1.002	107	118	118	10.3%
104	45	224.22	296.83	1.324	0.00	1.230	1.002	231	255	255	10.4%
105	799	127.48	178.84	1.403	0.15	1.256	1.024	138	155	155	12.3%
106	236	139.3	216.80	1.556	0.05	1.246	1.015	187	209	209	11.8%
107	356	113.82	164.29	1.443	0.05	1.241	1.011	122	136	136	11.5%
108	318	94.89	115.83	1.221	0.05	1.230	1.002	107	118	118	10.3%
109	160	266.65	295.06	1.107	0.05	1.224	0.998	291	320	320	10.0%
110	2702	129.27	146.66	1.135	0.25	1.206	0.983	142	154	154	8.5%
111	960	112.7	102.66	0.911	0.10	1.198	0.976	134	144	144	7.5%
113	937	93.33	161.57	1.731	0.10	1.280	1.043	90	103	103	14.4%
114	881	102.51	119.09	1.162	0.10	1.223	0.997	119	131	131	10.1%
115	267	99.49	128.15	1.288	0.05	1.233	1.005	98	108	108	10.2%
116	811	253.11	277.05	1.095	0.15	1.210	0.986	319	346	346	8.5%
117	857	178.34	256.92	1.441	0.15	1.262	1.029	226	256	256	13.3%
SW	9687	135.52	166.64	1.230		1.227					

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

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

VERISK

WISCONSIN  
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	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
102	149	245.04	156.27	0.638	0.05	1.237	0.972	334	364	364	9.0%
103	180	285.70	377.14	1.320	0.10	1.273	1.000	337	378	378	12.2%
104	46	213.36	235.30	1.103	0.05	1.260	0.990	288	320	320	11.1%
105	777	226.26	252.70	1.117	0.20	1.238	0.973	300	327	327	9.0%
106	233	186.77	267.24	1.431	0.10	1.284	1.009	284	321	321	13.0%
107	350	219.26	356.78	1.627	0.10	1.304	1.024	275	316	316	14.9%
108	310	211.16	272.35	1.290	0.10	1.270	0.998	285	319	319	11.9%
109	153	171.64	188.65	1.099	0.05	1.260	0.990	238	264	264	10.9%
110	2637	196.26	253.08	1.290	0.35	1.276	1.002	262	294	294	12.2%
111	942	186.27	292.23	1.569	0.20	1.328	1.043	264	309	309	17.0%
113	917	261.07	361.48	1.385	0.20	1.291	1.014	313	356	356	13.7%
114	855	275.37	376.57	1.368	0.25	1.293	1.016	383	436	436	13.8%
115	265	292.94	288.72	0.986	0.10	1.240	0.974	355	388	388	9.3%
116	799	165.05	192.31	1.165	0.15	1.253	0.984	243	268	268	10.3%
117	834	155.77	122.23	0.785	0.15	1.196	0.940	235	248	248	5.5%
SW	9447	210.94	267.49	1.268		1.273					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 12.1 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>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>		
(1)	Direct Losses Incurred	7,654,798	8,320,652	9,035,311	9,595,965	9,310,024		
(2)	Allocated Loss Adjustment Expenses Incurred	815,413	817,565	931,597	1,024,716	1,155,067		
(3)	Unallocated Loss Adjustment Expense Incurred	610,792	635,032	651,984	644,310	494,093		
(4)	Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	7.2%	6.9%	6.5%	6.1%	4.7%	5.8%	6.3%
(5)	Selected Factor							6.5%

		<u>Property Damage</u> (000's)					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
	<u>ITEM</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>		
(1)	Direct Losses Incurred	1,375,898	1,573,076	1,541,286	1,035,696	1,393,223		
(2)	Allocated Loss Adjustment Expenses Incurred	72,662	93,266	84,944	42,405	67,250		
(3)	Unallocated Loss Adjustment Expense Incurred	176,501	179,938	159,014	151,025	139,662		
(4)	Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	12.2%	10.8%	9.8%	14.0%	9.6%	11.1%	11.3%
(5)	Selected Factor							10.5%

All items are from Special Call Submission for available writers.

VERISK

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Factor to Include all Loss Adjustment Expenses

		(000's)					3 YR.	5 YR.
		<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>AVG</u>	<u>AVG</u>
(1)	ITEM Direct Losses Incurred	5,440,605	5,512,801	5,741,885	5,199,307	6,427,285		
(2)	Loss Adjustment Expenses Incurred	701,565	713,364	735,418	662,147	754,274		
(3)	Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.129	1.129	1.128	1.127	1.117	1.124	1.126
(4)	Selected							1.125

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

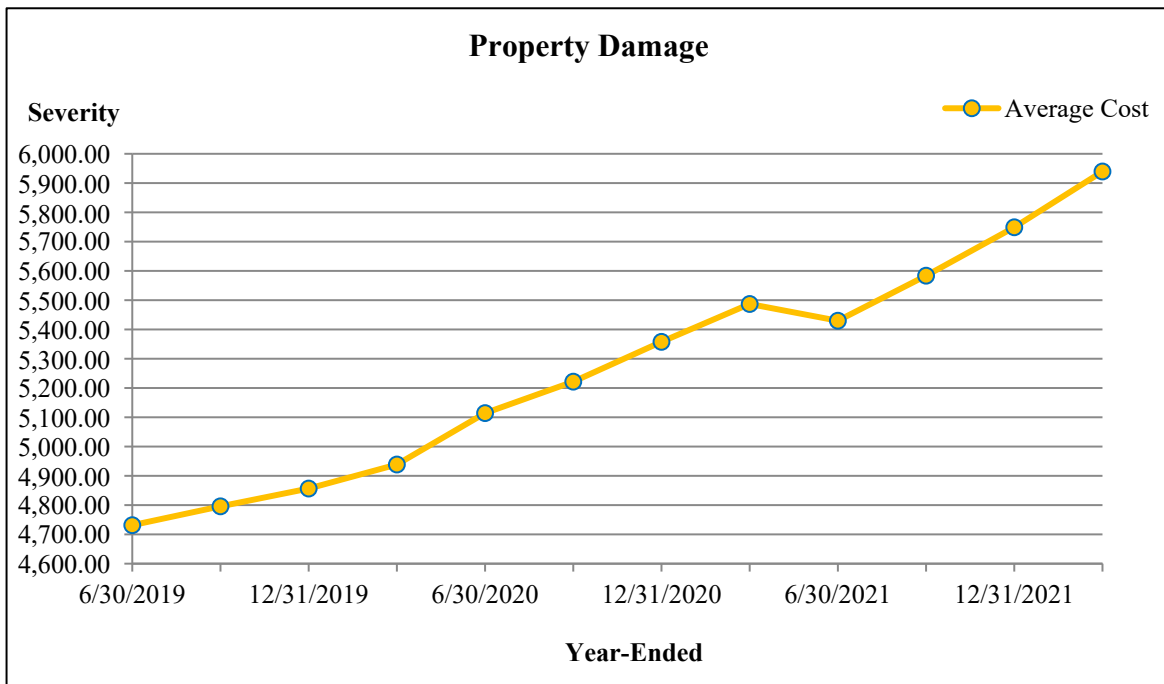
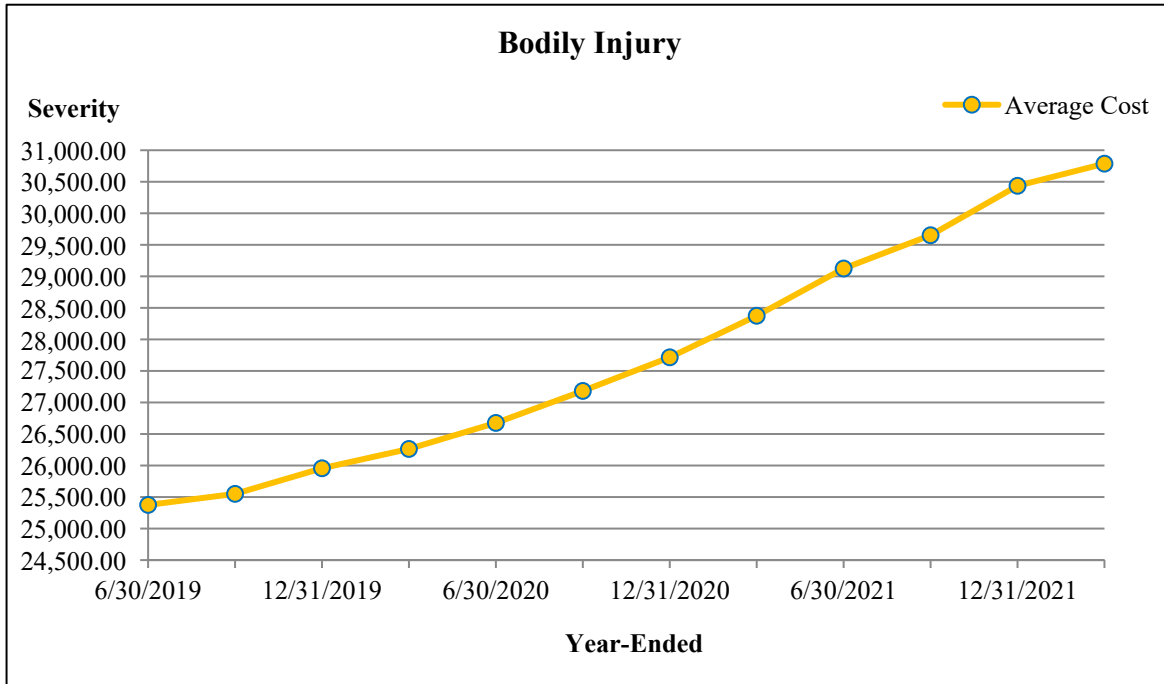
YEAR ENDED	WISCONSIN				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
6/30/2019	21692.94	22591.36	4360.79	4438.02	25375.23	24988.29	4731.39	4697.49
9/30/2019	22413.81	22867.87	4536.19	4510.08	25550.44	25460.56	4795.79	4794.07
12/31/2019	23411.78	23147.76	4674.92	4583.31	25955.96	25941.76	4856.55	4892.64
3/31/2020	23859.45	23431.08	4654.21	4657.72	26262.76	26432.06	4938.66	4993.23
6/30/2020	24425.18	23717.86	4771.19	4733.34	26675.57	26931.62	5114.26	5095.89
9/30/2020	23640.31	24008.16	4814.60	4810.19	27182.77	27440.62	5221.67	5200.67
12/31/2020	24451.05	24302.00	4880.37	4888.29	27715.82	27959.24	5357.69	5307.60
3/31/2021	25076.58	24599.45	4958.03	4967.66	28374.83	28487.67	5486.99	5416.72
6/30/2021	25931.43	24900.53	4952.93	5048.32	29124.31	29026.08	5429.80	5528.09
9/30/2021	26800.47	25205.30	5121.43	5130.28	29651.85	29574.67	5583.65	5641.75
12/31/2021	23908.80	25513.81	5103.20	5213.58	30435.98	30133.62	5749.01	5757.75
3/31/2022	24688.40	25826.08	5457.55	5298.22	30787.00	30703.14	5939.59	5876.13
					BODILY INJURY		PROPERTY DAMAGE	
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)							
	(A) WISCONSIN				5.0%		6.7%	
	(B) MULTISTATE				7.8%		8.5%	
(10)	CREDIBILITY				0.00		0.10	
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS { (10) * (9A) } + { (1.0 - (10)) * (9B) }				7.8%		8.3%	
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%		0.0%	
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)				7.8%		8.3%	

\* 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>
3/31/2016	0.7828		2.8025	
6/30/2016	0.7918		2.7999	
9/30/2016	0.7978		2.7934	
12/31/2016	0.7974		2.7817	
3/31/2017	0.7990	2.1% &	2.7573	-1.6% &
6/30/2017	0.8068		2.7507	
9/30/2017	0.8029		2.7222	
12/31/2017	0.8031	0.7%	2.7164	-2.3%
3/31/2018	0.8042		2.7294	
6/30/2018	0.7993		2.7355	
9/30/2018	0.7979		2.7374	
12/31/2018	0.7952	-1.0%	2.7399	0.9%
3/31/2019	0.7909		2.7314	
6/30/2019	0.7856		2.6948	
9/30/2019	0.7851		2.6845	
12/31/2019	0.7803	-1.9%	2.6503	-3.3%
3/31/2020	0.7557		2.5339	
6/30/2020	0.6786		2.2834	
9/30/2020	0.6330		2.1240	
12/31/2020	0.5863	-24.9%	1.9966	-24.7%
3/31/2021	0.5659		1.9581	
6/30/2021	0.6071		2.0750	
9/30/2021	0.6044		2.0807	
12/31/2021	0.6098	4.0%	2.0590	3.1%

\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

&amp; CHANGE BASED ON YEAR ENDING 3/31/2017 divided by 3/31/2016

VERISK

COMMERCIAL AUTO LIABILITY  
INCURRED CLAIM FREQUENCY

MULTISTATE\*

PRIVATE PASSENGER TYPES

<u>YEAR</u>	<u>BODILY INJURY</u>	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>PROPERTY DAMAGE</u>
<u>ENDING</u>	<u>ACTUAL</u>	<u>ACTUAL CHANGE@</u>	<u>ACTUAL</u>	<u>ACTUAL CHANGE@</u>
3/31/2016	0.8053		3.0218	
6/30/2016	0.8076		3.0327	
9/30/2016	0.8226		3.0207	
12/31/2016	0.8068		2.9978	
3/31/2017	0.8025	-0.3% &	2.9339	-2.9% &
6/30/2017	0.8046		2.8966	
9/30/2017	0.7847		2.8156	
12/31/2017	0.7855	-2.6%	2.7898	-6.9%
3/31/2018	0.7962		2.8097	
6/30/2018	0.7999		2.7636	
9/30/2018	0.7897		2.7439	
12/31/2018	0.7865	0.1%	2.7022	-3.1%
3/31/2019	0.7651		2.6535	
6/30/2019	0.7476		2.6186	
9/30/2019	0.7310		2.5652	
12/31/2019	0.7241	-7.9%	2.5056	-7.3%
3/31/2020	0.6913		2.3886	
6/30/2020	0.5952		2.0627	
9/30/2020	0.5531		1.8642	
12/31/2020	0.4894	-32.4%	1.6422	-34.5%
3/31/2021	0.4731		1.5240	
6/30/2021	0.5304		1.6870	
9/30/2021	0.5502		1.7184	
12/31/2021	0.5602	14.5%	1.7525	6.7%

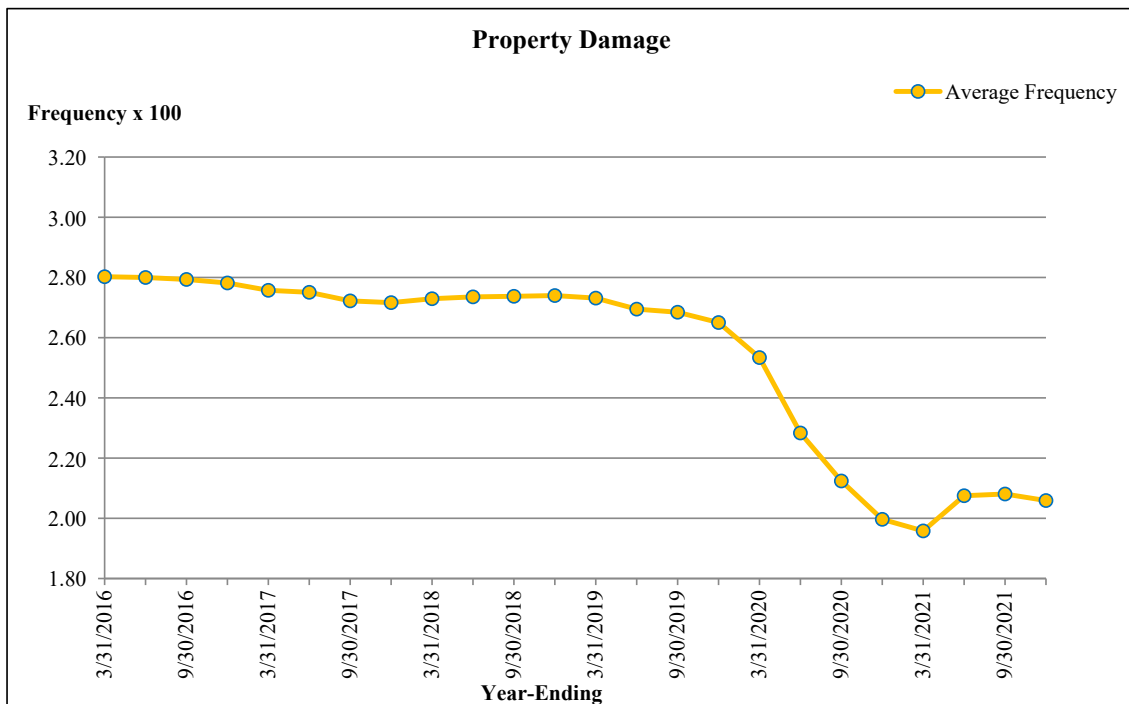
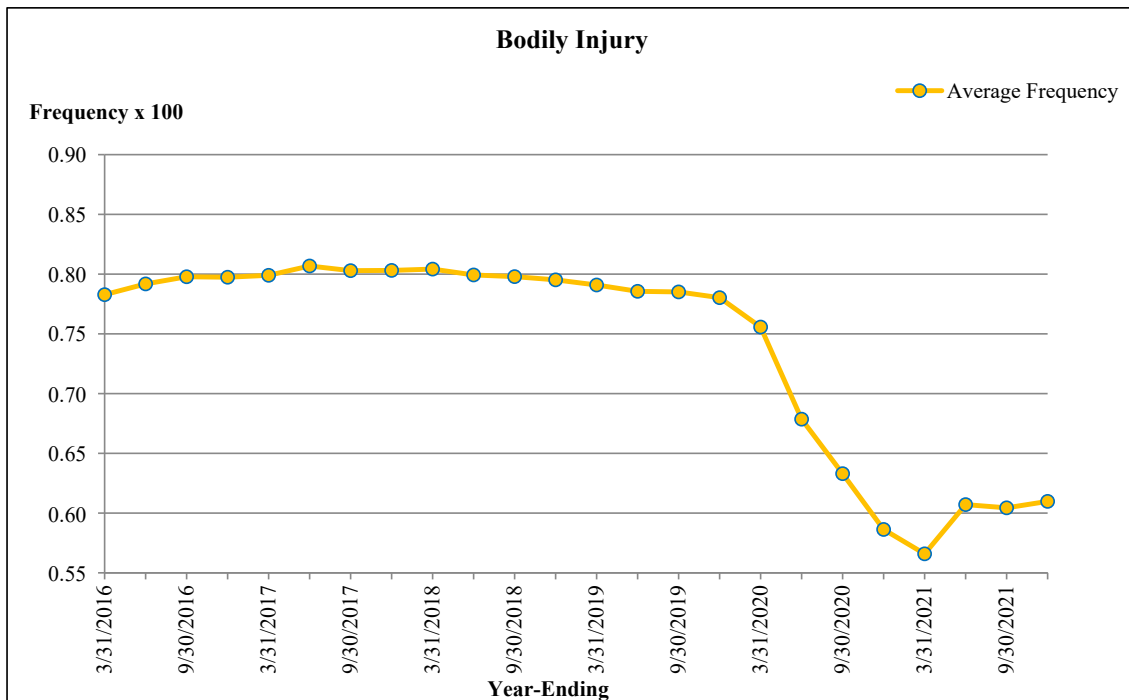
\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

&amp; CHANGE BASED ON YEAR ENDING 3/31/2017 divided by 3/31/2016

VERISK

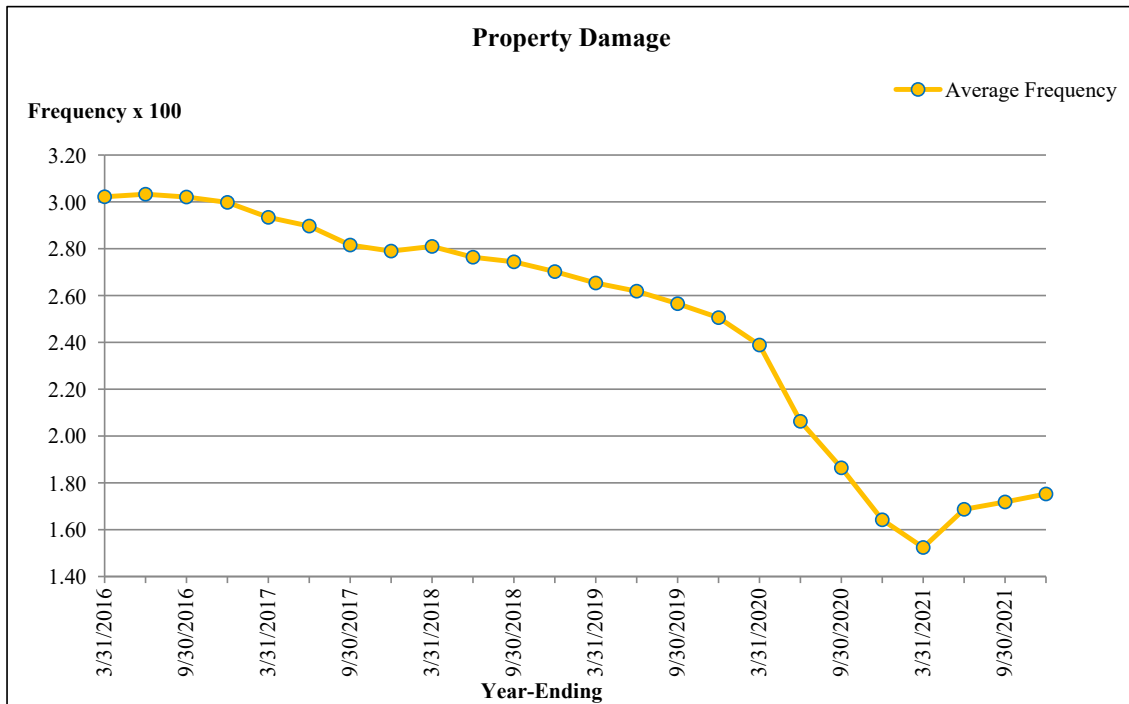
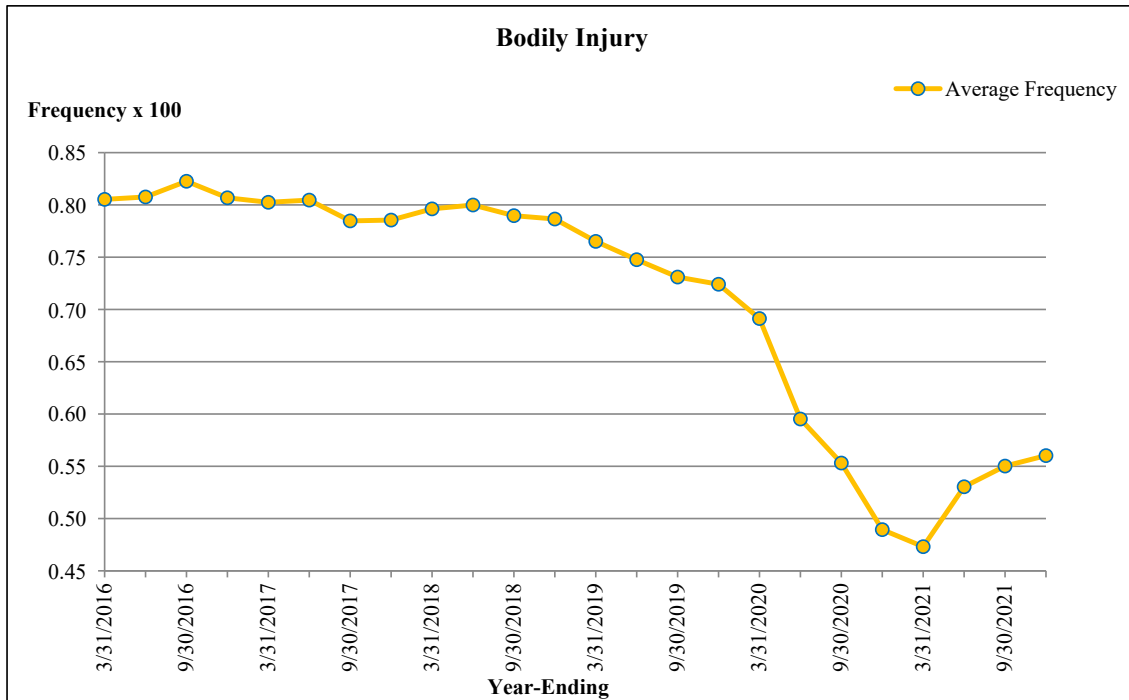
Commercial Automobile Liability  
Incurred Claim Frequency Experience  
Trucks, Tractors, and Trailers  
Multistate\*



\*Excludes Massachusetts

VERISK

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



\*Excludes Massachusetts

VERISK

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

Companies Not Reporting Age Code X Data

Year Ending:	Average Rating Factor
--------------	-----------------------

3/31/2020	0.998
9/30/2020	0.992
3/31/2021	0.988
9/30/2021	0.985
3/31/2022	0.994

Exponential Trend (Average Annual Change)

5 Points	-0.3%
4 Points	0.0%
3 Points	0.6%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, 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
9/30/2017	1.088
3/31/2018	1.094
9/30/2018	1.101
3/31/2019	1.107
9/30/2019	1.113
3/31/2020	1.117
9/30/2020	1.120
3/31/2021	1.122
9/30/2021	1.123
3/31/2022	1.124

Exponential Trend (Average Annual Change)

9 Points	0.7%
7 Points	0.5%
5 Points	0.3%

Selected Annual Premium Trend: 0.4%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, 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
--------------	-----------------------

3/31/2019	0.987
9/30/2019	0.986
3/31/2020	0.985
9/30/2020	0.984
3/31/2021	0.982
9/30/2021	0.980
3/31/2022	0.978

Exponential Trend (Average Annual Change)

7 Points	-0.3%
6 Points	-0.3%
5 Points	-0.4%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, 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
9/30/2017	0.999
3/31/2018	0.999
9/30/2018	1.000
3/31/2019	1.001
9/30/2019	1.002
3/31/2020	1.003
9/30/2020	1.004
3/31/2021	1.003
9/30/2021	1.001
3/31/2022	1.000

Exponential Trend (Average Annual Change)

9 Points	0.0%
7 Points	0.0%
5 Points	-0.2%

Selected Annual Premium Trend: 0.0%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, and Wyoming

VERISK

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

Frequency (expressed as claims per 100 exposures)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
6/30/2017	1.15		0.72		0.54	
9/30/2017	1.17		0.72		0.54	
12/31/2017	1.20		0.75		0.57	
3/31/2018	1.24		0.77		0.58	
6/30/2018	1.28		0.79		0.59	
9/30/2018	1.31	12.0%	0.81	12.5%	0.60	11.1%
12/31/2018	1.35		0.83		0.61	
3/31/2019	1.38	11.3%	0.85	10.4%	0.62	6.9%
6/30/2019	1.41		0.86		0.63	
9/30/2019	1.43	9.2%	0.87	7.4%	0.64	6.7%
12/31/2019	1.44		0.86		0.63	
3/31/2020	1.42	2.9%	0.85	0.0%	0.62	0.0%
6/30/2020	1.38		0.84		0.61	
9/30/2020	1.38	-3.5%	0.83	-4.6%	0.60	-6.3%
12/31/2020	1.38		0.84		0.60	
3/31/2021	1.43	0.7%	0.86	1.2%	0.60	-3.2%
6/30/2021	1.49		0.88		0.62	
9/30/2021	1.50	8.7%	0.89	7.2%	0.62	3.3%
12/31/2021	1.50		0.88		0.61	
3/31/2022	1.50	4.9%	0.87	1.2%	0.61	1.7%

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	28.9%
\$1,000	49.0%
\$2,000	5.8%
\$3,000	2.3%
\$5,000	3.4%

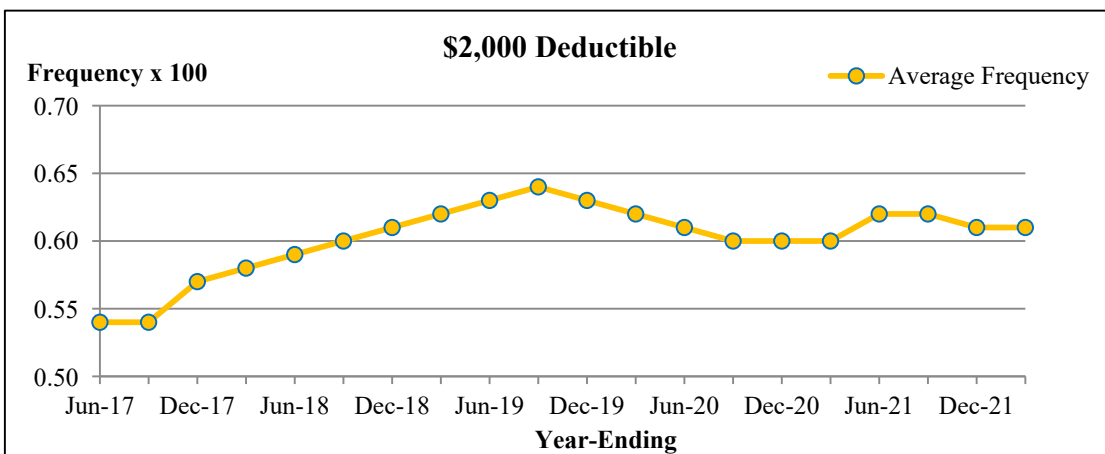
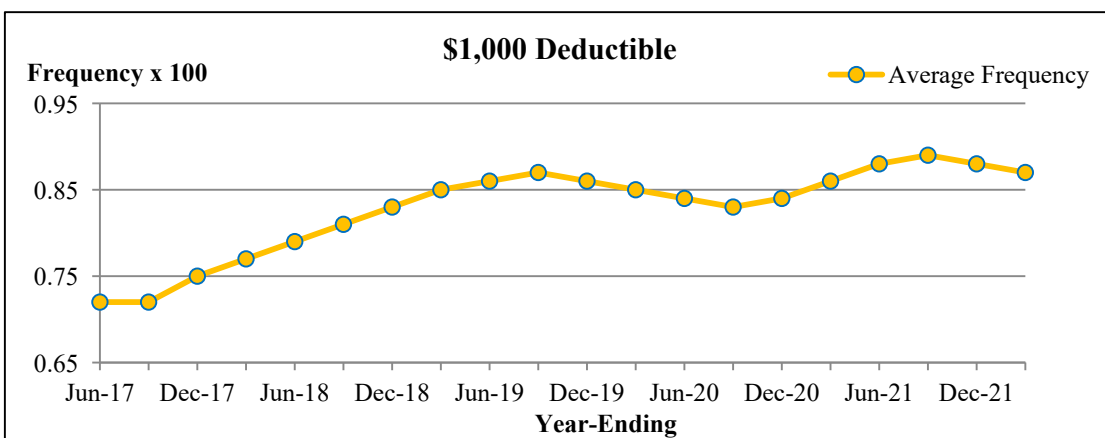
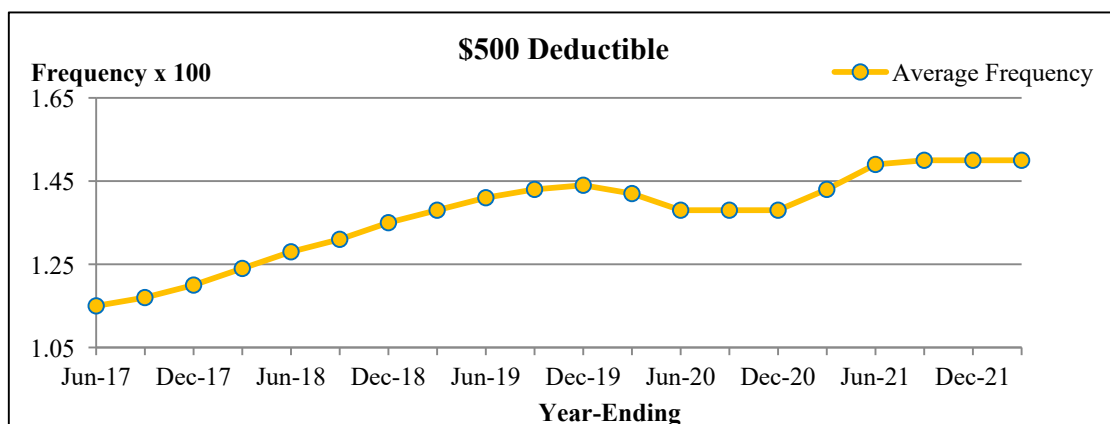
\* Multistate data excludes Massachusetts

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

\*\*\* Deductibles above \$2,000, totaling 5.7% 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
6/30/2017	2,478.66	3,762.52	4,383.29
9/30/2017	2,603.02	3,950.63	4,611.61
12/31/2017	2,688.23	4,021.15	4,682.75
3/31/2018	2,716.93	4,079.38	4,763.28
6/30/2018	2,725.44	4,169.77	4,946.26
9/30/2018	2,699.64	4,169.73	5,006.22
12/31/2018	2,774.13	4,323.33	5,212.58
3/31/2019	2,788.83	4,362.68	5,323.26
6/30/2019	2,828.95	4,424.66	5,372.16
9/30/2019	2,860.31	4,503.78	5,430.13
12/31/2019	2,859.31	4,589.72	5,584.99
3/31/2020	2,891.10	4,551.38	5,468.14
6/30/2020	2,921.44	4,581.59	5,541.19
9/30/2020	2,948.39	4,589.01	5,557.38
12/31/2020	3,035.06	4,631.77	5,603.87
3/31/2021	3,080.55	4,714.89	5,783.18
6/30/2021	3,143.05	4,784.37	5,849.25
9/30/2021	3,359.42	5,003.42	6,152.61
12/31/2021	3,488.95	5,200.90	6,379.22
3/31/2022	3,599.11	5,451.46	6,639.48

Average Annual Change Using Exponential Fits:

20 point fit:	6.3%	6.2%	7.4%
16 point fit:	7.1%	6.0%	6.6%
12 point fit:	9.0%	6.6%	7.1%

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

\* Multistate data excludes Massachusetts

VERISK

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
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	2.23		1.97		1.63	
6/30/2018	2.24		2.00		1.65	
9/30/2018	2.27	2.7%	2.03	4.6%	1.68	5.7%
12/31/2018	2.27		2.03		1.68	
3/31/2019	2.27	1.8%	2.03	3.0%	1.67	2.5%
6/30/2019	2.28		2.04		1.68	
9/30/2019	2.29	0.9%	2.04	0.5%	1.68	0.0%
12/31/2019	2.29		2.05		1.69	
3/31/2020	2.20	-3.1%	1.96	-3.4%	1.62	-3.0%
6/30/2020	2.05		1.81		1.50	
9/30/2020	1.97	-14.0%	1.73	-15.2%	1.44	-14.3%
12/31/2020	1.89		1.66		1.39	
3/31/2021	1.92	-12.7%	1.67	-14.8%	1.41	-13.0%
6/30/2021	2.02		1.77		1.50	
9/30/2021	2.05	4.1%	1.82	5.2%	1.54	6.9%
12/31/2021	2.07		1.84		1.57	
3/31/2022	2.05	6.8%	1.85	10.8%	1.58	12.1%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	0.8%
\$500	26.2%
\$1,000	57.4%
\$2,000	7.4%
\$3,000	2.4%
\$5,000	5.7%

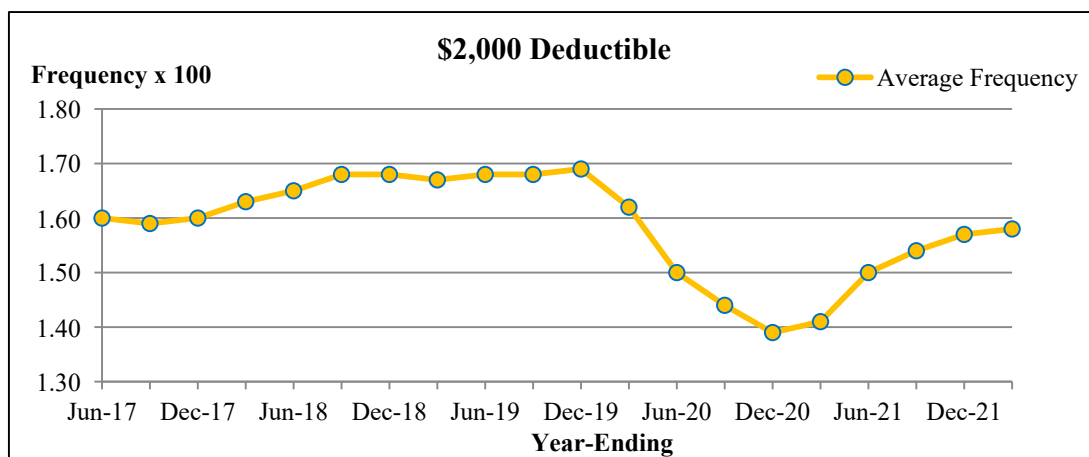
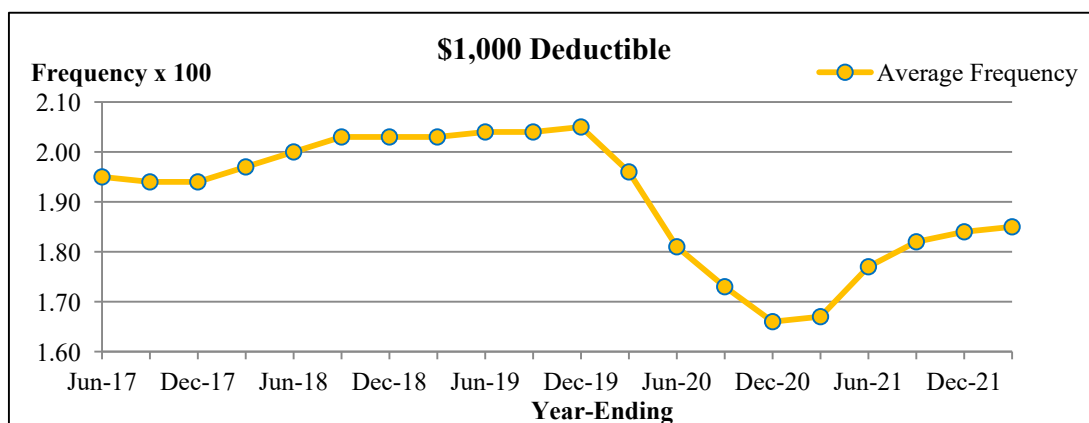
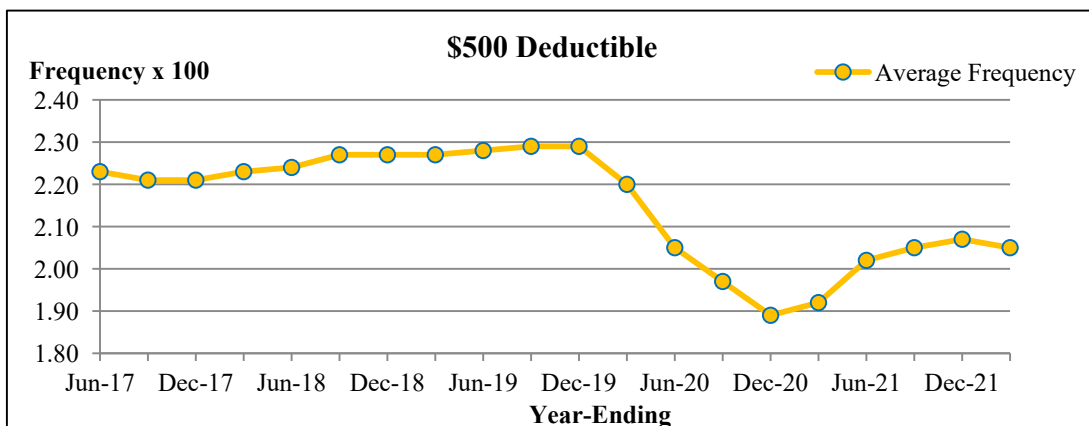
\* Multistate data excludes Massachusetts

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

\*\*\* Deductibles above \$2,000, totaling 8.1% 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
6/30/2017	5,191.40	5,967.57	6,335.91
9/30/2017	5,270.15	6,008.89	6,400.06
12/31/2017	5,329.32	6,057.99	6,439.36
3/31/2018	5,389.39	6,151.13	6,530.91
6/30/2018	5,443.85	6,192.28	6,588.60
9/30/2018	5,523.70	6,280.62	6,670.59
12/31/2018	5,549.29	6,359.95	6,771.90
3/31/2019	5,642.27	6,442.47	6,893.57
6/30/2019	5,722.27	6,582.62	7,052.31
9/30/2019	5,733.85	6,617.22	7,101.34
12/31/2019	5,794.93	6,675.90	7,159.33
3/31/2020	5,820.53	6,758.36	7,245.17
6/30/2020	5,850.04	6,792.40	7,255.70
9/30/2020	5,892.53	6,934.90	7,400.41
12/31/2020	5,985.30	7,093.58	7,584.92
3/31/2021	6,122.47	7,234.29	7,699.09
6/30/2021	6,351.52	7,481.15	7,968.53
9/30/2021	6,694.87	7,837.62	8,364.45
12/31/2021	7,164.24	8,307.45	8,836.00
3/31/2022	7,573.26	8,774.77	9,316.26

Average Annual Change Using Exponential Fits:

20 point fit:	6.4%	7.2%	7.2%
16 point fit:	7.4%	8.4%	8.3%
12 point fit:	9.8%	10.4%	10.0%

Selected severity trend: **8.5%**  
 Selected frequency trend: **0.0%**  
 Selected pure premium trend: **8.5%**

\* Multistate data excludes Massachusetts

VERISK

Multistate\*  
Private Passenger Types Physical Damage  
Other Than Collision

Frequency (expressed as claims per 100 exposures)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
6/30/2017	2.84		1.76		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		1.84		1.21	
6/30/2018	3.07		1.90		1.24	
9/30/2018	3.16	10.9%	1.94	9.6%	1.25	7.8%
12/31/2018	3.25		1.98		1.27	
3/31/2019	3.36	13.1%	2.05	11.4%	1.31	8.3%
6/30/2019	3.44		2.12		1.35	
9/30/2019	3.50	10.8%	2.16	11.3%	1.38	10.4%
12/31/2019	3.51		2.16		1.37	
3/31/2020	3.39	0.9%	2.10	2.4%	1.34	2.3%
6/30/2020	3.11		1.94		1.24	
9/30/2020	3.04	-13.1%	1.91	-11.6%	1.24	-10.1%
12/31/2020	2.94		1.86		1.21	
3/31/2021	3.04	-10.3%	1.91	-9.0%	1.21	-9.7%
6/30/2021	3.36		2.07		1.29	
9/30/2021	3.46	13.8%	2.13	11.5%	1.32	6.5%
12/31/2021	3.54		2.15		1.33	
3/31/2022	3.56	17.1%	2.16	13.1%	1.34	10.7%

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

Deductible:	Percent of Losses
Full	0.6%
\$50	0.4%
\$100	2.8%
\$200	0.5%
\$250	11.1%
\$500	37.4%
\$1,000	42.3%
\$2,000	3.2%
\$3,000	0.8%
\$5,000	1.0%

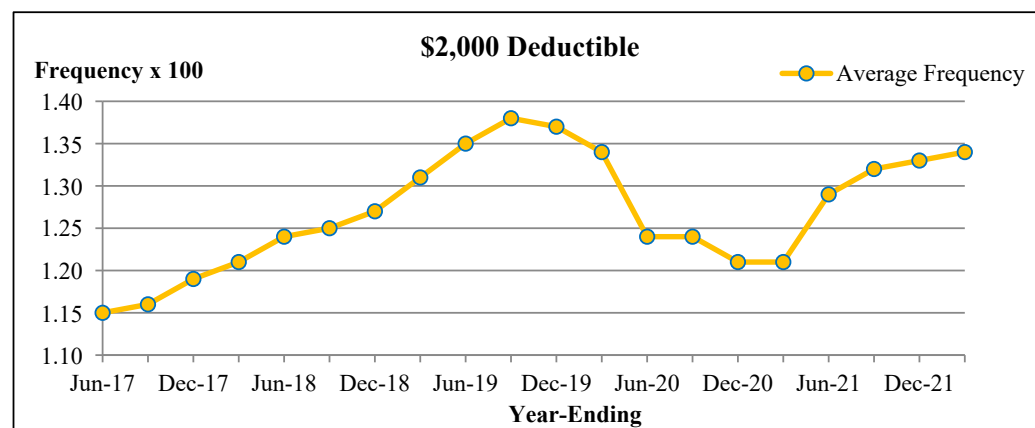
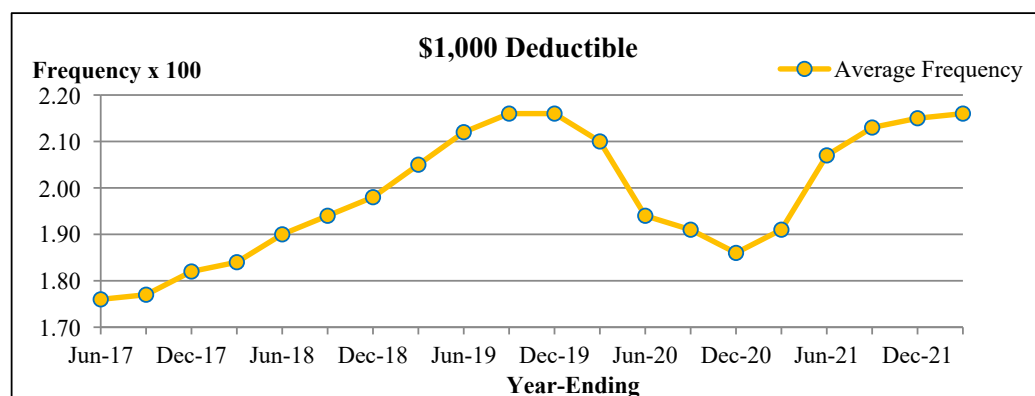
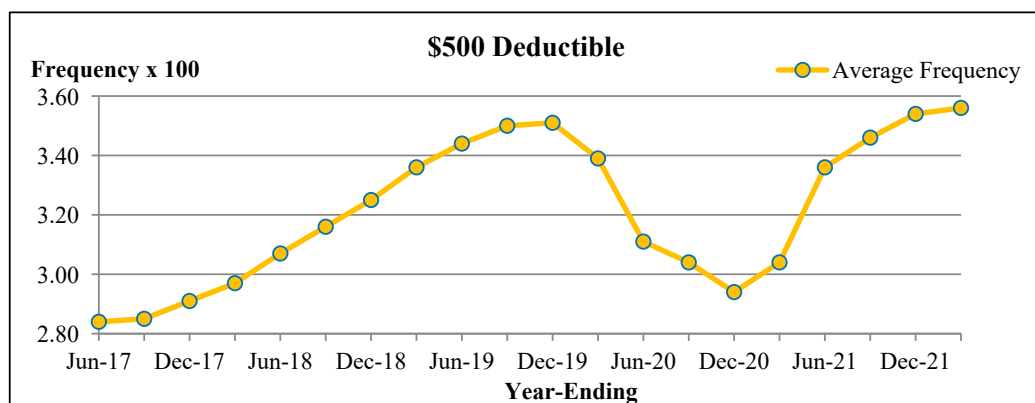
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 09/30/xxx and 03/31/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
6/30/2017	1,774.62	2,286.73	2,759.43
9/30/2017	1,821.53	2,391.29	2,891.13
12/31/2017	1,844.49	2,460.21	2,979.71
3/31/2018	1,833.35	2,450.59	2,970.65
6/30/2018	1,853.40	2,486.04	3,014.85
9/30/2018	1,852.81	2,454.06	2,989.12
12/31/2018	1,899.70	2,528.50	3,110.37
3/31/2019	1,926.77	2,567.60	3,164.30
6/30/2019	1,943.88	2,607.59	3,200.32
9/30/2019	1,947.01	2,650.61	3,244.26
12/31/2019	1,953.70	2,681.21	3,275.82
3/31/2020	2,012.02	2,778.79	3,381.05
6/30/2020	2,090.56	2,817.16	3,444.04
9/30/2020	2,179.74	2,876.69	3,512.78
12/31/2020	2,254.72	2,902.44	3,538.05
3/31/2021	2,240.45	2,858.57	3,520.23
6/30/2021	2,248.23	2,906.47	3,599.26
9/30/2021	2,302.95	2,984.56	3,694.93
12/31/2021	2,341.79	3,061.64	3,828.70
3/31/2022	2,425.43	3,157.11	3,927.23

Average Annual Change Using Exponential Fits:

20 point fit:	6.7%	6.2%	6.8%
16 point fit:	7.7%	6.5%	7.0%
12 point fit:	8.8%	6.4%	7.2%

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)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
6/30/2017	4.73		4.12		3.10	
9/30/2017	4.67		4.06		3.07	
12/31/2017	4.68		4.09		3.09	
3/31/2018	4.79		4.16		3.17	
6/30/2018	4.75		4.18		3.18	
9/30/2018	4.80	2.8%	4.23	4.2%	3.23	5.2%
12/31/2018	4.78		4.22		3.23	
3/31/2019	4.73	-1.3%	4.22	1.4%	3.23	1.9%
6/30/2019	4.73		4.24		3.26	
9/30/2019	4.73	-1.5%	4.22	-0.2%	3.25	0.6%
12/31/2019	4.67		4.24		3.25	
3/31/2020	4.44	-6.1%	4.01	-5.0%	3.09	-4.3%
6/30/2020	3.94		3.52		2.72	
9/30/2020	3.65	-22.8%	3.23	-23.5%	2.54	-21.8%
12/31/2020	3.34		2.89		2.33	
3/31/2021	3.23	-27.3%	2.80	-30.2%	2.27	-26.5%
6/30/2021	3.53		3.07		2.51	
9/30/2021	3.56	-2.5%	3.15	-2.5%	2.57	1.2%
12/31/2021	3.61		3.24		2.67	
3/31/2022	3.69	14.2%	3.30	17.9%	2.73	20.3%

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

Deductible:	Percent of Losses
\$100	0.2%
\$200	0.0%
\$250	1.2%
\$500	34.3%
\$1,000	58.1%
\$2,000	4.0%
\$3,000	0.8%
\$5,000	1.4%

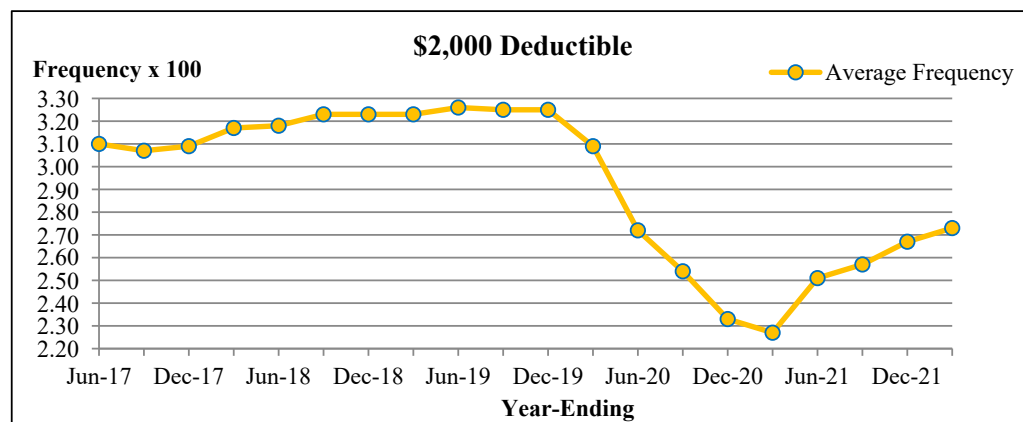
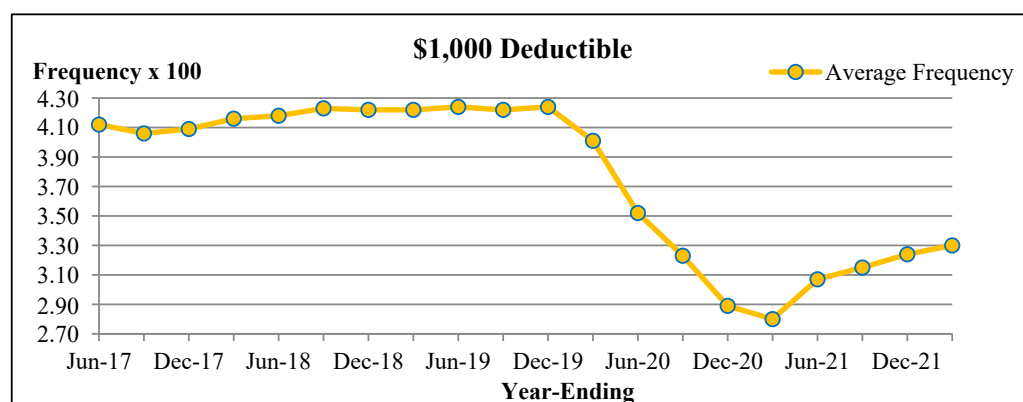
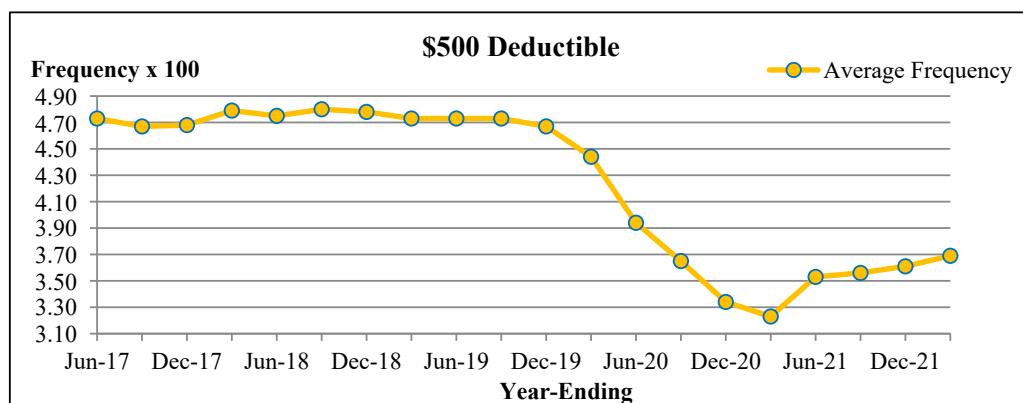
\* Multistate data excludes Massachusetts

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

\*\*\* Deductibles above \$2,000, totaling 2.2% 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
6/30/2017	4,346.54	4,753.75	5,185.84
9/30/2017	4,352.91	4,798.80	5,232.58
12/31/2017	4,435.80	4,880.10	5,328.93
3/31/2018	4,501.10	4,927.76	5,355.04
6/30/2018	4,626.89	5,014.95	5,448.96
9/30/2018	4,643.26	5,046.69	5,496.36
12/31/2018	4,576.00	5,023.41	5,452.89
3/31/2019	4,663.86	5,107.37	5,554.93
6/30/2019	4,622.53	5,123.88	5,545.58
9/30/2019	4,770.42	5,164.78	5,596.78
12/31/2019	4,922.80	5,287.18	5,759.67
3/31/2020	4,981.93	5,353.60	5,832.66
6/30/2020	5,128.97	5,452.04	5,928.60
9/30/2020	5,097.96	5,544.25	5,935.86
12/31/2020	5,181.31	5,706.46	6,017.44
3/31/2021	5,239.52	5,840.49	6,140.12
6/30/2021	5,419.51	6,054.72	6,400.15
9/30/2021	5,703.23	6,315.56	6,725.03
12/31/2021	6,054.57	6,653.83	7,102.80
3/31/2022	6,357.71	6,984.50	7,456.63

Average Annual Change Using Exponential Fits:

20 point fit:	7.1%	7.3%	6.6%
16 point fit:	8.2%	8.7%	7.8%
12 point fit:	10.6%	11.5%	10.4%

Selected severity trend:	8.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	8.0%

\* Multistate data excludes Massachusetts

VERISK

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

Companies Not Reporting Age Code X Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
3/31/2020	0.962	0.745
9/30/2020	1.009	0.775
3/31/2021	1.020	0.800
9/30/2021	1.024	0.837
3/31/2022	1.059	0.870

Exponential Trend (Average Annual Change)

5 Points	4.2%	8.1%
4 Points	3.0%	8.2%
3 Points	3.8%	8.8%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, 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
9/30/2017	0.986	0.827
3/31/2018	1.002	0.845
9/30/2018	1.017	0.860
3/31/2019	1.029	0.874
9/30/2019	1.041	0.885
3/31/2020	1.052	0.894
9/30/2020	1.060	0.898
3/31/2021	1.066	0.897
9/30/2021	1.071	0.896
3/31/2022	1.075	0.894

Exponential Trend (Average Annual Change)

9 Points	1.8%	1.4%
7 Points	1.4%	0.7%
5 Points	1.1%	0.0%
Selected Annual VVF Trend:	2.0%	2.5%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, 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
3/31/2019	0.926	0.833
9/30/2019	0.949	0.839
3/31/2020	0.955	0.836
9/30/2020	0.957	0.831
3/31/2021	0.961	0.821
9/30/2021	0.977	0.837
3/31/2022	1.002	0.872

Exponential Trend (Average Annual Change)

7 Points	2.2%	0.8%
6 Points	2.0%	1.1%
5 Points	2.4%	1.9%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, 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
9/30/2017	1.023	0.929
3/31/2018	1.031	0.935
9/30/2018	1.044	0.941
3/31/2019	1.056	0.945
9/30/2019	1.066	0.948
3/31/2020	1.077	0.955
9/30/2020	1.090	0.961
3/31/2021	1.103	0.964
9/30/2021	1.119	0.969
3/31/2022	1.131	0.974

Exponential Trend (Average Annual Change)

9 Points	2.3%	1.0%
7 Points	2.4%	1.0%
5 Points	2.5%	0.9%
Selected Annual VVF Trend:	2.4%	1.0%

\* Includes Alaska, Arizona, Arkansas, California, Delaware, DC, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Texas, Virginia, Washington, Wisconsin, and Wyoming

## VERISK

WISCONSIN  
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 to 27 Months	27 to 39 Months
	15 Months	27 Months	39 Months		
12/31/2010	5,277,416	6,592,591	6,612,348	1.249	1.003
12/31/2011	5,591,575	6,323,802	7,101,230	1.131	1.123
12/31/2012	4,174,949	4,407,100	5,168,891	1.056	1.173
12/31/2013	3,956,153	4,623,371	4,975,287	1.169	1.076
12/31/2014	5,275,354	5,829,546	6,498,224	1.105	1.115
12/31/2015	5,134,826	6,075,307	6,181,881	1.183	1.018
12/31/2016	5,953,628	7,161,820	8,017,709	1.203	1.120
12/31/2017	4,660,974	5,645,824	6,072,169	1.211	1.076
12/31/2018	5,307,889	5,804,581	6,238,216	1.094	1.075
12/31/2019	4,655,567	5,570,708	6,432,648	1.197	1.155
12/31/2020	3,317,638	4,010,467		1.209	
12/31/2021	3,210,318				
(1) Average Factor (Best 3 of 5) :				(A) State 1.203	1.090
				(B) Multistate 1.276	1.126
(2) Credibility				0.840	0.610
(3) Credibility Weighted Factors				1.215	1.104

## Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
				15 to 27 Months	27 to 39 Months
	15 Months	27 Months	39 Months		
12/31/2010	5,223,639	5,288,104	5,339,670	1.012	1.010
12/31/2011	5,908,221	5,996,547	5,999,741	1.015	1.001
12/31/2012	5,414,696	5,572,331	5,572,365	1.029	1.000
12/31/2013	5,175,920	5,197,385	5,207,888	1.004	1.002
12/31/2014	5,444,133	5,696,554	5,699,517	1.046	1.001
12/31/2015	5,163,476	5,471,299	5,506,844	1.060	1.006
12/31/2016	5,407,022	5,423,149	5,434,744	1.003	1.002
12/31/2017	4,959,383	5,350,319	5,400,833	1.079	1.009
12/31/2018	5,440,713	5,567,911	5,580,789	1.023	1.002
12/31/2019	6,087,705	6,319,252	6,419,755	1.038	1.016
12/31/2020	4,123,990	4,195,827		1.017	
12/31/2021	4,676,918				
(1) Average Factor (Best 3 of 5) :				(A) State 1.026	1.006
				(B) Multistate 1.050	1.010
(2) Credibility				0.910	0.000
(3) Credibility Weighted Factors				1.028	1.010

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.080	1.005
27 to Ultimate	1.192	1.015
15 to Ultimate	1.448	1.043

\*\* 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

WISCONSIN  
 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 to 27 Months	27 to 39 Months
	15 Months	27 Months	39 Months		
12/31/2010	1,131,497	1,347,644	1,405,214	1.191	1.043
12/31/2011	1,506,997	1,751,551	1,705,045	1.162	0.973
12/31/2012	1,090,274	1,373,544	1,450,269	1.260	1.056
12/31/2013	1,023,698	1,459,007	1,530,952	1.425	1.049
12/31/2014	1,136,028	1,221,476	1,440,196	1.075	1.179
12/31/2015	1,146,599	1,640,594	1,972,556	1.431	1.202
12/31/2016	1,098,453	991,254	990,875	0.902	1.000
12/31/2017	1,110,126	1,108,443	1,136,769	0.998	1.026
12/31/2018	1,110,818	1,278,230	1,226,234	1.151	0.959
12/31/2019	904,510	1,103,589	1,268,257	1.220	1.149
12/31/2020	841,571	1,063,568		1.264	
12/31/2021	942,910				
(1) Average Factor (Best 3 of 5) :				(A) State 1.123	1.058
				(B) Multistate 1.249	1.117
(2) Credibility				0.660	0.470
(3) Credibility Weighted Factors				1.166	1.089

## Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
				15 to 27 Months	27 to 39 Months
	15 Months	27 Months	39 Months		
12/31/2010	1,196,078	1,203,152	1,203,152	1.006	1.000
12/31/2011	1,093,097	1,155,763	1,155,058	1.057	0.999
12/31/2012	1,239,152	1,261,950	1,257,354	1.018	0.996
12/31/2013	1,094,812	1,145,995	1,256,705	1.047	1.097
12/31/2014	962,258	978,892	979,827	1.017	1.001
12/31/2015	1,022,538	1,000,251	999,340	0.978	0.999
12/31/2016	1,073,266	1,109,595	1,104,272	1.034	0.995
12/31/2017	927,103	947,222	950,393	1.022	1.003
12/31/2018	1,047,124	1,040,885	1,041,657	0.994	1.001
12/31/2019	1,091,041	1,127,009	1,130,288	1.033	1.003
12/31/2020	649,981	662,266		1.019	
12/31/2021	743,855				
(1) Average Factor (Best 3 of 5) :				(A) State 1.025	1.001
				(B) Multistate 1.048	1.008
(2) Credibility				0.820	0.000
(3) Credibility Weighted Factors				1.029	1.008

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.079	1.004
27 to Ultimate	1.175	1.012
15 to Ultimate	1.370	1.041

\*\* 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 75 Months	87 Months	99 Months	111 Months
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	75:63	87:75	99:87	111:99
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				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
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	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
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 Ending	<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 Ending	<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 <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	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 <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
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 <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	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 <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2010	0.999	1.000	1.001	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

<b>(1)</b>	<b>Public Automobiles Liability</b>	Differentials to Base Loss Cost CSL Liab	
	Taxis & Limos		4.02
	School and Church Buses		0.38
	Other Buses		3.16
	Van Pools		0.95
<b>(2)</b>	<b>Public Automobiles Physical Damage</b>		
	Taxis, Limos and Van Pools		
	Other Than Collision:		1.52
	Collision		2.25
	School, Church, and Other Buses		
	Other Than Collision:		0.68
	Collision		0.63
<b>(3)</b>	<b>Medical Payments Relativities</b>	<b><u>EXHIBIT C20</u></b>	
<b>(4)</b>	<b>Specified Cause of Loss Relativity</b>		0.576
	This factor is used for Trucks, Tractors, & Trailers and Private Passenger Types.		



VERISK

**(3) Medical Payments Relativities**

Territory	Class of Business					
	Trucks, Tractors, & Trailers	Private Passenger Types	Other Buses	School and Church Buses	Taxicabs and Limousines	Van Pools
	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>
102	0.0200	0.0318	0.0395	0.0528	0.0416	0.0321
103	0.0277	0.0318	0.0493	0.0887	0.0416	0.0321
104	0.0192	0.0318	0.0605	0.0820	0.0416	0.0321
105	0.0222	0.0318	0.0548	0.0702	0.0416	0.0321
106	0.0247	0.0318	0.0595	0.0808	0.0416	0.0321
107	0.0209	0.0318	0.0586	0.0819	0.0416	0.0321
108	0.0288	0.0318	0.0661	0.0887	0.0416	0.0321
109	0.0379	0.0318	0.0895	0.1233	0.0416	0.0321
110	0.0264	0.0318	0.0618	0.0841	0.0416	0.0321
111	0.0281	0.0318	0.0652	0.0896	0.0416	0.0321
113	0.0192	0.0318	0.0489	0.0678	0.0416	0.0321
114	0.0183	0.0318	0.0411	0.0572	0.0416	0.0321
115	0.0247	0.0318	0.0400	0.0637	0.0416	0.0321
116	0.0314	0.0318	0.0747	0.1005	0.0416	0.0321
117	0.0301	0.0318	0.0825	0.1115	0.0416	0.0321

## VERISK

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

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

(A) TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.

(B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.

(C) LOSSES INCLUDE ALLOCATED LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.

\* EXCLUDES MASSACHUSETTS

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

## VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

## VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	439,353,499	542,693,946	597,649,276	623,261,676	630,849,960
12/31/2009	401,557,300	493,285,209	551,071,107	577,544,124	583,346,772
12/31/2010	429,368,879	528,543,849	585,717,453	615,099,286	625,805,466
12/31/2011	467,222,413	573,293,761	642,470,690	669,865,627	680,194,418
12/31/2012	468,928,545	579,646,313	642,135,152	675,577,797	688,252,766
12/31/2013	469,112,375	585,476,797	657,913,708	705,901,632	721,733,195
12/31/2014	491,731,994	617,212,663	709,907,294	754,903,548	768,642,783
12/31/2015	517,295,745	678,036,454	770,395,228	813,058,719	825,643,781
12/31/2016	592,172,728	765,940,113	865,697,689	908,528,688	
12/31/2017	647,405,741	826,797,971	925,954,071		
12/31/2018	665,324,582	853,140,122			
12/31/2019	671,580,703				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.235	1.101	1.043	1.012
12/31/2009	1.228	1.117	1.048	1.010
12/31/2010	1.231	1.108	1.050	1.017
12/31/2011	1.227	1.121	1.043	1.015
12/31/2012	1.236	1.108	1.052	1.019
12/31/2013	1.248	1.124	1.073	1.022
12/31/2014	1.255	1.150	1.063	1.018
12/31/2015	1.311	1.136	1.055	1.015
12/31/2016	1.293	1.130	1.049	
12/31/2017	1.277	1.120		
12/31/2018	1.282			
Average Factor: ( Best 3 of 5 )	1.284	1.130	1.057	1.017

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.007
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.024
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.083
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.223
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.571

## VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2008	635,767,673	636,344,644	636,794,850	637,052,710	637,210,674
12/31/2009	586,753,888	586,789,252	586,580,333	586,541,323	586,482,648
12/31/2010	626,777,014	627,824,813	628,675,222	629,054,184	629,066,560
12/31/2011	689,840,241	690,628,074	691,258,298	691,061,713	
12/31/2012	690,302,704	691,589,499	692,694,902		
12/31/2013	725,915,042	727,050,222			
12/31/2014	771,137,285				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2008	1.008	1.001	1.001	1.000	1.000
12/31/2009	1.006	1.000	1.000	1.000	1.000
12/31/2010	1.002	1.002	1.001	1.001	1.000
12/31/2011	1.014	1.001	1.001	1.000	
12/31/2012	1.003	1.002	1.002		
12/31/2013	1.006	1.002			
12/31/2014	1.003				
Average Factor: ( Best 3 of 5 )	1.004	1.002	1.001	1.000	1.000

## Summary of Factors

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

## VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	415,335,616	425,740,204	427,873,952	428,304,946	428,644,132
12/31/2009	360,662,622	367,936,780	369,234,480	369,935,178	369,637,384
12/31/2010	383,121,625	394,877,122	397,046,974	397,614,411	396,903,589
12/31/2011	418,432,238	431,027,343	434,070,032	435,832,609	436,382,368
12/31/2012	417,809,264	432,184,972	436,322,398	437,086,676	437,861,932
12/31/2013	436,449,371	453,731,745	459,025,371	460,354,924	460,305,063
12/31/2014	457,300,547	478,282,691	482,394,156	483,629,737	484,079,018
12/31/2015	486,178,994	507,706,524	511,861,053	512,575,145	513,842,150
12/31/2016	514,873,275	538,024,503	543,502,850	545,070,501	
12/31/2017	528,534,480	555,508,246	560,312,708		
12/31/2018	568,842,189	600,176,177			
12/31/2019	577,870,351				

## Ratios

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

## Summary of Factors

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

## VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2008	428,763,175	428,829,267	428,899,898	428,818,170	428,932,829
12/31/2009	369,870,540	369,912,823	370,154,393	370,218,043	370,140,876
12/31/2010	398,137,342	398,165,693	398,103,449	398,154,645	398,212,894
12/31/2011	438,061,177	438,301,930	438,727,627	438,969,640	
12/31/2012	438,533,967	438,840,161	438,699,520		
12/31/2013	460,288,235	460,466,532			
12/31/2014	484,453,839				

## Ratios

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

## Summary of Factors

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

## VERISK

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

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

\* EXCLUDES MASSACHUSETTS

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

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



VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Bodily Injury  
 Incurred Losses and Expenses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2008	2,727,127	3,284,885	4,312,074	4,322,507	4,356,438
12/31/2009	2,108,073	2,830,494	3,016,414	3,477,674	3,527,607
12/31/2010	3,189,234	4,814,247	5,186,491	5,275,930	5,586,785
12/31/2011	3,624,563	5,166,337	6,781,273	7,084,483	7,287,458
12/31/2012	5,319,631	7,847,293	9,521,782	9,627,949	9,722,803
12/31/2013	6,446,996	8,963,692	10,053,872	10,779,721	13,401,530
12/31/2014	6,742,182	9,226,224	10,264,164	11,193,977	11,998,124
12/31/2015	5,451,589	8,580,017	10,560,793	11,626,805	11,563,998
12/31/2016	7,182,122	10,742,228	12,436,048	13,516,850	
12/31/2017	7,823,830	11,765,996	13,517,560		
12/31/2018	8,030,788	10,653,095			
12/31/2019	8,770,398				

## Ratios

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

## Summary of Factors

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

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Bodily Injury  
 Incurred Losses and Expenses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2008	4,330,982	4,271,928	4,271,928	4,271,928	4,271,928
12/31/2009	3,508,471	3,409,171	3,323,705	3,282,058	3,282,058
12/31/2010	5,597,330	5,609,017	5,620,002	5,640,749	5,626,253
12/31/2011	7,447,076	7,330,351	7,347,214	7,357,686	
12/31/2012	9,640,896	9,632,586	9,619,812		
12/31/2013	13,097,650	13,207,338			
12/31/2014	12,083,009				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2008	0.994	0.986	1.000	1.000	1.000
12/31/2009	0.995	0.972	0.975	0.987	1.000
12/31/2010	1.002	1.002	1.002	1.004	0.997
12/31/2011	1.022	0.984	1.002	1.001	
12/31/2012	0.992	0.999	0.999		
12/31/2013	0.977	1.008			
12/31/2014	1.007				
Average Factor: ( Best 3 of 5 )	1.000	0.995	1.000	1.001	0.999

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.999
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.995

## VERISK

Basic Limits Loss Development  
 Class 6625 - Hired Autos - Non-Truckers Excess Liability  
 (No Hold Harmless Agreement)  
 Property Damage  
 Incurred Losses and Expenses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2008	1,980,622	2,061,594	2,144,981	2,138,447	2,119,916
12/31/2009	1,504,156	1,657,357	1,675,432	1,709,092	1,702,469
12/31/2010	2,545,541	2,476,203	2,508,783	2,575,801	2,475,840
12/31/2011	3,746,362	4,056,985	3,987,156	3,834,780	3,840,198
12/31/2012	5,098,322	5,274,711	5,346,947	5,463,836	5,435,734
12/31/2013	4,937,659	5,263,304	5,225,484	5,255,072	5,272,288
12/31/2014	5,032,042	5,447,866	5,422,221	5,415,705	5,419,431
12/31/2015	4,901,178	5,190,479	5,205,551	5,153,211	5,215,217
12/31/2016	5,610,328	5,733,961	5,857,952	5,779,936	
12/31/2017	4,773,428	5,122,749	5,236,590		
12/31/2018	5,633,009	6,040,575			
12/31/2019	5,546,190				

## Ratios

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

## Summary of Factors

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

## VERISK

Basic Limits Loss Development  
Class 6625 - Hired Autos - Non-Truckers Excess Liability  
(No Hold Harmless Agreement)  
Property Damage  
Incurred Losses and Expenses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2008	2,117,516	2,105,313	2,105,313	2,105,313	2,105,313
12/31/2009	1,697,469	1,697,469	1,698,478	1,672,586	1,672,586
12/31/2010	2,439,039	2,439,039	2,439,039	2,439,039	2,439,039
12/31/2011	3,840,078	3,834,669	3,834,669	3,834,669	
12/31/2012	5,432,384	5,435,643	5,435,607		
12/31/2013	5,293,612	5,393,038			
12/31/2014	5,420,193				

## Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2008	0.999	0.994	1.000	1.000	1.000
12/31/2009	0.997	1.000	1.001	0.985	1.000
12/31/2010	0.985	1.000	1.000	1.000	1.000
12/31/2011	1.000	0.999	1.000	1.000	
12/31/2012	0.999	1.001	1.000		
12/31/2013	1.004	1.019			
12/31/2014	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

## Summary of Factors

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

## VERISK

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

	(1)	(2)	(3)	(4)	(5)
		AGGREGATE		EXPERIENCE	NUMBER OF
COVERAGE	ACCIDENT YEAR	LOSS COST AT	INCURRED	RATIO (2) /	PAID
	ENDING	CURRENT	LOSSES (B)	(1)	CLAIMS
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 <u>Ending</u>	<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 <u>Ending</u>	<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: ( Best 3 of 5 )	1.018	0.988	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) =	0.988
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 <u>Ending</u>	<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 <u>Ending</u>	<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)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	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%

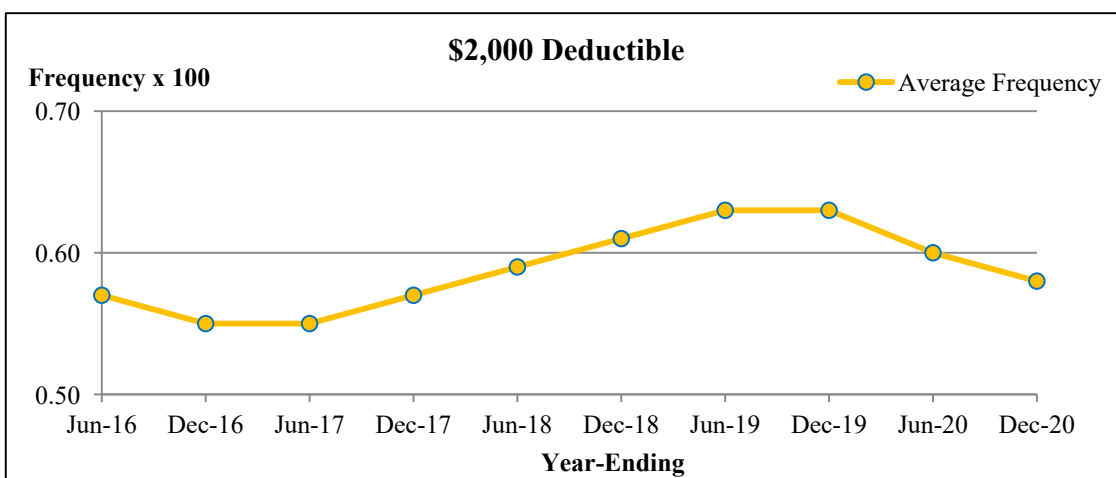
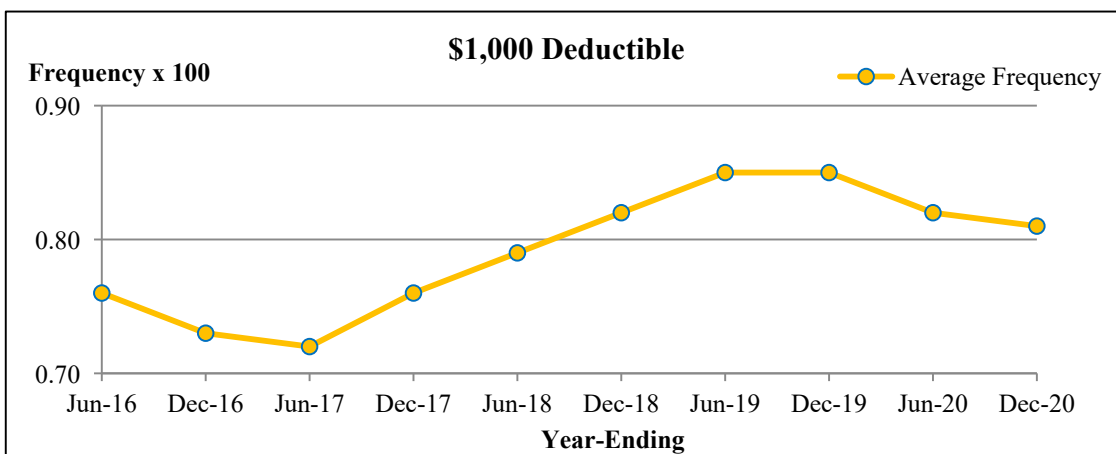
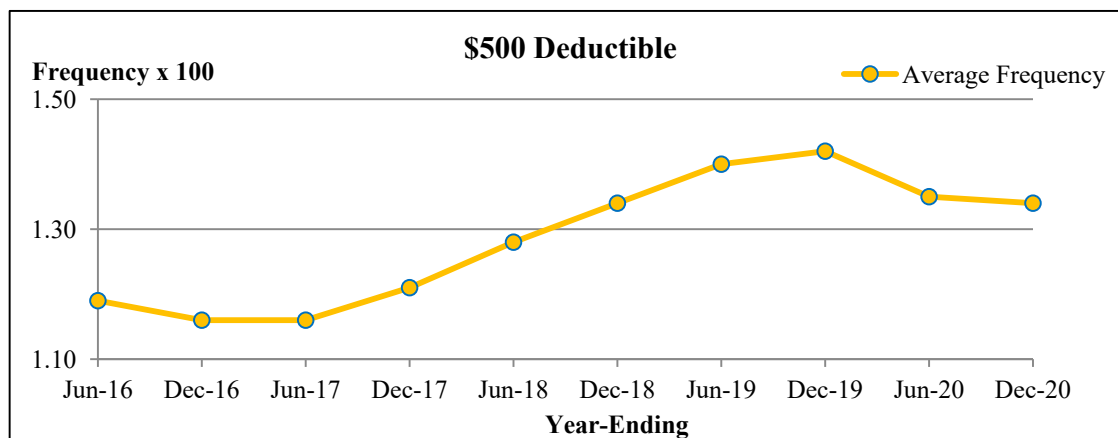
\* Multistate data excludes Massachusetts

\*\* 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)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	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%

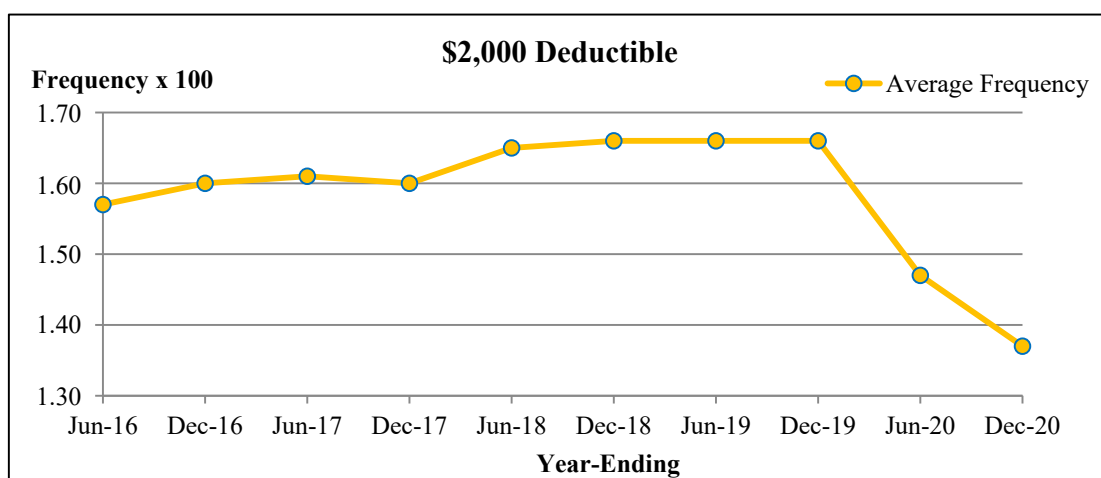
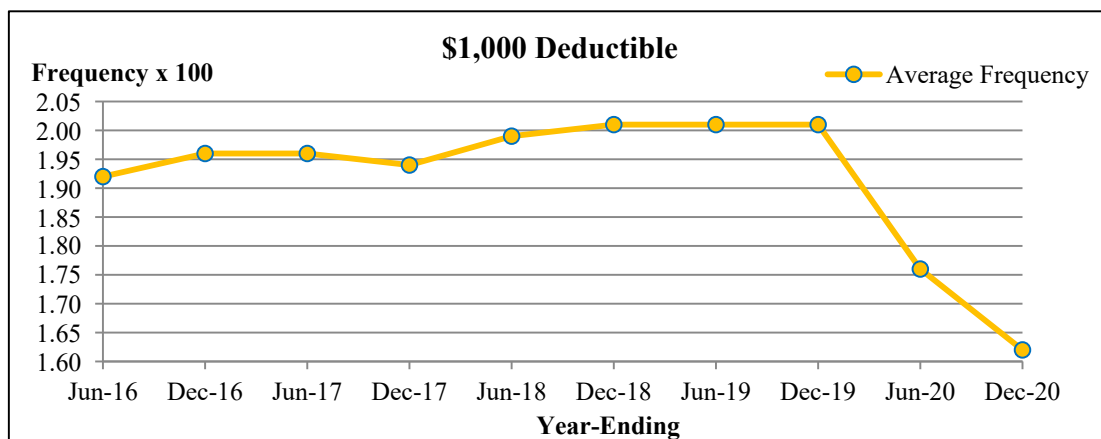
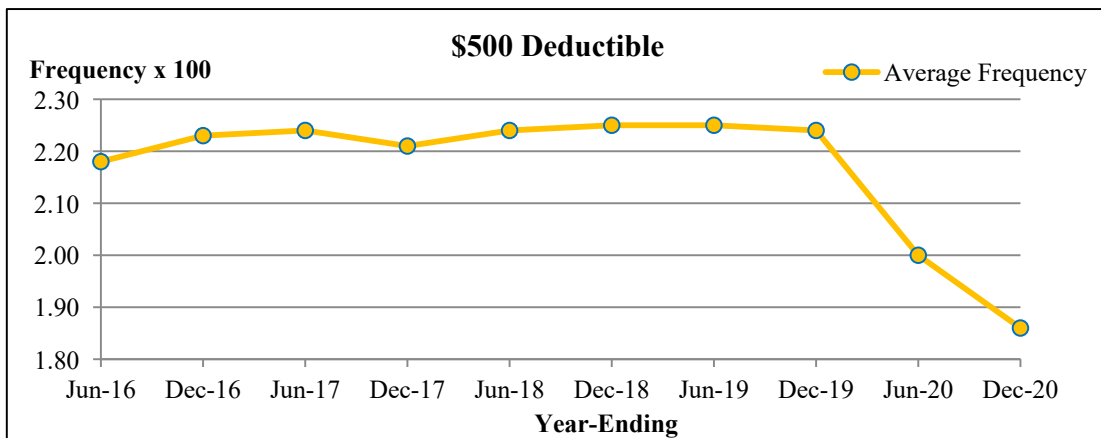
\* Multistate data excludes Massachusetts

\*\* 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

	Shifted to Deductible Amount								
Original 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

	Shifted to Deductible Amount						
Original 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

	Deductible Amounts					
Original Deductible Amount	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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**WISCONSIN (48)  
TERRITORY 102**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 465	\$ 9	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 306	\$ 10	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1869	\$ 78	N/A
– SCHOOL AND CHURCH BUSES		
\$ 177	\$ 9	N/A
– OTHER BUSES		
\$ 1469	\$ 58	N/A
– VAN POOLS		
\$ 442	\$ 14	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 531	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 321	\$ 9	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 292	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1290	\$ 54	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 122	\$ 11	N/A
<b>– OTHER BUSES</b>		
\$ 1014	\$ 50	N/A
<b>– VAN POOLS</b>		
\$ 305	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 367	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		



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**WISCONSIN (48)  
TERRITORY 104**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 274	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 207	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1101	\$ 46	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 104	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 866	\$ 52	N/A
<b>– VAN POOLS</b>		
\$ 260	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 313	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 296	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 227	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1190	\$ 50	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 112	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 935	\$ 51	N/A
<b>– VAN POOLS</b>		
\$ 281	\$ 9	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 338	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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**WISCONSIN (48)  
TERRITORY 106**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 249	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 150	\$ 5	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1001	\$ 42	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 95	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 787	\$ 47	N/A
<b>– VAN POOLS</b>		
\$ 237	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 285	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 266	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 230	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1069	\$ 44	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 101	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 841	\$ 49	N/A
<b>– VAN POOLS</b>		
\$ 253	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 304	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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**WISCONSIN (48)  
TERRITORY 108**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 227	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 262	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 913	\$ 38	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 86	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 717	\$ 47	N/A
<b>– VAN POOLS</b>		
\$ 216	\$ 7	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 259	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 124	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 179	\$ 6	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 498	\$ 21	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 47	\$ 6	N/A
<b>– OTHER BUSES</b>		
\$ 392	\$ 35	N/A
<b>– VAN POOLS</b>		
\$ 118	\$ 4	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 142	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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**WISCONSIN (48)  
TERRITORY 110**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 262	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 244	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1053	\$ 44	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 100	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 828	\$ 51	N/A
<b>– VAN POOLS</b>		
\$ 249	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 300	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 246	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 225	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 989	\$ 41	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 93	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 777	\$ 51	N/A
<b>– VAN POOLS</b>		
\$ 234	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 281	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		



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**WISCONSIN (48)  
TERRITORY 113**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 374	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 265	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1503	\$ 63	N/A
– SCHOOL AND CHURCH BUSES		
\$ 142	\$ 10	N/A
– OTHER BUSES		
\$ 1182	\$ 58	N/A
– VAN POOLS		
\$ 355	\$ 11	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 428	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule 232. for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.</li> <li>• For liability increased limits factors, refer to Rule 300.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.</li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 439	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 347	\$ 11	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1765	\$ 73	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 167	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1387	\$ 57	N/A
<b>– VAN POOLS</b>		
\$ 417	\$ 13	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 501	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239.</b> for premium development.</li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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TERRITORY 115**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 369	\$ 9	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 284	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1483	\$ 62	N/A
– SCHOOL AND CHURCH BUSES		
\$ 140	\$ 9	N/A
– OTHER BUSES		
\$ 1166	\$ 47	N/A
– VAN POOLS		
\$ 351	\$ 11	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 422	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule 232. for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.</li> <li>• For liability increased limits factors, refer to Rule 300.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.</li> </ul>		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 184	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 194	\$ 6	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 740	\$ 31	N/A
– SCHOOL AND CHURCH BUSES		
\$ 70	\$ 7	N/A
– OTHER BUSES		
\$ 581	\$ 43	N/A
– VAN POOLS		
\$ 175	\$ 6	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 210	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule 232. for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.</li> <li>• For liability increased limits factors, refer to Rule 300.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.</li> </ul>		

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**WISCONSIN (48)  
TERRITORY 117**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>		
\$ 169	\$ 5	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 172	\$ 5	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 679	\$ 28	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 64	\$ 7	N/A
<b>– OTHER BUSES</b>		
\$ 534	\$ 44	N/A
<b>– VAN POOLS</b>		
\$ 161	\$ 5	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 193	Refer to Rule <b>249.</b>	N/A
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222.</b> for premium development.</li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232.</b> for premium development.</li> <li>• For Other Than Zone-rated Public Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For liability increased limits factors, refer to Rule <b>300.</b></li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule <b>249.</b></li> </ul>		

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 73	\$ 126	\$ 361
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 73	\$ 127	\$ 364
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 111	\$ 192	\$ 812
– SCHOOL AND CHURCH BUSES			
	\$ 50	\$ 86	\$ 227
– OTHER BUSES			
	\$ 50	\$ 86	\$ 227
– VAN POOLS			
	\$ 111	\$ 192	\$ 812
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 53	\$ 92	\$ 347
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 68	\$ 118	\$ 378
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 81	\$ 140	\$ 781
– SCHOOL AND CHURCH BUSES			
	\$ 36	\$ 63	\$ 219
– OTHER BUSES			
	\$ 36	\$ 63	\$ 219
– VAN POOLS			
	\$ 81	\$ 140	\$ 781
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 120	\$ 209	\$ 320
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 147	\$ 255	\$ 320
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 182	\$ 318	\$ 720
– SCHOOL AND CHURCH BUSES			
	\$ 82	\$ 142	\$ 202
– OTHER BUSES			
	\$ 82	\$ 142	\$ 202
– VAN POOLS			
	\$ 182	\$ 318	\$ 720
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			



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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 62	\$ 108	\$ 308
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 89	\$ 155	\$ 327
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 94	\$ 164	\$ 693
– SCHOOL AND CHURCH BUSES			
	\$ 42	\$ 73	\$ 194
– OTHER BUSES			
	\$ 42	\$ 73	\$ 194
– VAN POOLS			
	\$ 94	\$ 164	\$ 693
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 86	\$ 150	\$ 334
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 120	\$ 209	\$ 321
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 131	\$ 228	\$ 752
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 102	\$ 210
– OTHER BUSES			
	\$ 58	\$ 102	\$ 210
– VAN POOLS			
	\$ 131	\$ 228	\$ 752
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 69	\$ 120	\$ 276
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 78	\$ 136	\$ 316
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 105	\$ 182	\$ 621
– SCHOOL AND CHURCH BUSES			
	\$ 47	\$ 82	\$ 174
– OTHER BUSES			
	\$ 47	\$ 82	\$ 174
– VAN POOLS			
	\$ 105	\$ 182	\$ 621
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 77	\$ 134	\$ 235
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 68	\$ 118	\$ 319
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 117	\$ 204	\$ 529
– SCHOOL AND CHURCH BUSES			
	\$ 52	\$ 91	\$ 148
– OTHER BUSES			
	\$ 52	\$ 91	\$ 148
– VAN POOLS			
	\$ 117	\$ 204	\$ 529
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 107	\$ 186	\$ 276
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 184	\$ 320	\$ 264
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 163	\$ 283	\$ 621
– SCHOOL AND CHURCH BUSES			
	\$ 73	\$ 126	\$ 174
– OTHER BUSES			
	\$ 73	\$ 126	\$ 174
– VAN POOLS			
	\$ 163	\$ 283	\$ 621
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 61	\$ 106	\$ 281
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 89	\$ 154	\$ 294
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 93	\$ 161	\$ 632
– SCHOOL AND CHURCH BUSES			
	\$ 41	\$ 72	\$ 177
– OTHER BUSES			
	\$ 41	\$ 72	\$ 177
– VAN POOLS			
	\$ 93	\$ 161	\$ 632
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 80	\$ 139	\$ 306
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 83	\$ 144	\$ 309
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 122	\$ 211	\$ 689
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 95	\$ 193
– OTHER BUSES			
	\$ 54	\$ 95	\$ 193
– VAN POOLS			
	\$ 122	\$ 211	\$ 689
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 65	\$ 112	\$ 320
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 59	\$ 103	\$ 356
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 99	\$ 170	\$ 720
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 76	\$ 202
– OTHER BUSES			
	\$ 44	\$ 76	\$ 202
– VAN POOLS			
	\$ 99	\$ 170	\$ 720
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			



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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 64	\$ 111	\$ 354
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 75	\$ 131	\$ 436
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 97	\$ 169	\$ 797
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 75	\$ 223
– OTHER BUSES			
	\$ 44	\$ 75	\$ 223
– VAN POOLS			
	\$ 97	\$ 169	\$ 797
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 48	\$ 83	\$ 354
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 62	\$ 108	\$ 388
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 73	\$ 126	\$ 797
– SCHOOL AND CHURCH BUSES			
	\$ 33	\$ 56	\$ 223
– OTHER BUSES			
	\$ 33	\$ 56	\$ 223
– VAN POOLS			
	\$ 73	\$ 126	\$ 797
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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

**WISCONSIN (48)  
TERRITORY 116**

<b>PHYSICAL DAMAGE</b> <b>Original Cost New Range</b> <b>\$25,000 – 29,999</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 104	\$ 181	\$ 337
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 199	\$ 346	\$ 268
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 158	\$ 275	\$ 758
– SCHOOL AND CHURCH BUSES			
	\$ 71	\$ 123	\$ 212
– OTHER BUSES			
	\$ 71	\$ 123	\$ 212
– VAN POOLS			
	\$ 158	\$ 275	\$ 758
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 108	\$ 187	\$ 300
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 147	\$ 256	\$ 248
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 164	\$ 284	\$ 675
– SCHOOL AND CHURCH BUSES			
	\$ 73	\$ 127	\$ 189
– OTHER BUSES			
	\$ 73	\$ 127	\$ 189
– VAN POOLS			
	\$ 164	\$ 284	\$ 675
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**290. HIRED AUTOS**


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<b>Cost Of Hire Basis – All Territories Liability Base Loss Cost</b>
\$ 0.61

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

<b>Coverage</b>	<b>All Perils Deductible</b>	<b>Loss Cost Per Each \$100 Annual Cost Of Hire</b>
<b>Comprehensive</b>	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
<b>Collision</b>	\$ 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
	5,000 Deductible	0.67
<b>Specified Causes Of Loss</b>	No Deductible	0.22

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

## Supplementary Information – Wisconsin

### **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 Wisconsin

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>
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%
3/31/2022	+7.8%	+8.5%

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 – Wisconsin

### Trends in Medical Care Costs

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

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

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

## Supplementary Information – Wisconsin

### Wisconsin Trends

#### Liability Loss Trend

	Current Trends <u>Data through</u> <u>3/31/2022</u>	Previous Trends <u>Data through</u> <u>3/31/2021</u>
Wisconsin Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	5.0%	2.4%
Property Damage (\$100,000 Limit)	6.7%	6.6%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	7.8%	5.3%
Property Damage (\$100,000 Limit)	8.3%	7.8%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Private Passenger Types		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers		
Bodily Injury (\$100,000 Limit)	7.8%	5.3%
Property Damage (\$100,000 Limit)	8.3%	7.8%
Private Passenger Types*		
Bodily Injury (\$100,000 Limit)	7.8%	5.3%
Property Damage (\$100,000 Limit)	8.3%	7.8%

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

#### Liability Premium Trend

	Current Trends <u>Data through 3/31/2022</u>
Trucks, Tractors & Trailers	0.4%
Private Passenger Types	0.0%

Wisconsin bodily injury severity trend receives 0% weight when combined with multistate trend in the filing, property damage trend receives 10% weight.

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

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been -2.4% instead of 1.3%. For the Private Passenger Types coverage, the indication would have been 9.0% instead of 12.7%. For the Auto Dealers coverage, the indication would have been 25.0% instead of 31.4%.



## Supplementary Information – Wisconsin

### Physical Damage Loss Trend

		Current Trends Data through 3/31/2022	Previous Trends Data through 12/31/2020
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	6.5%	5.5%
	Collision	8.5%	4.0%
Private Passenger Types	OTC	6.5%	7.0%
	Collision	8.0%	5.0%

### Physical Damage Premium Trend

		Current VVF Trends Data through 3/31/2022	Previous OCN Trends Data through 12/31/2020
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	2.0%	0.9%
	Collision	2.5%	1.4%
Private Passenger Types	OTC	2.4%	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 1.0 points for Trucks, Tractors & Trailers OTC and has decreased by 0.5 points for Private Passenger Types OTC. The premium trend has increased by 1.1 points for Trucks, Tractors & Trailers OTC and has increased by 1.5 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 13.9%, instead of 13.3%, and 16.2%, instead of 10.0%, respectively.

The loss trend has increased by 4.5 points for Trucks, Tractors & Trailers Collision and has increased by 3.0 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 16.3%, instead of 28.8%, and 2.8%, instead of 12.1%, respectively.

## Supplementary Information – Wisconsin

### Loss Development

#### Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Wisconsin 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	1.192	1.186
15 to Ultimate	1.448	1.385
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.005	1.004
27 to Ultimate	1.015	1.014
15 to Ultimate	1.043	1.047
Private Passenger Types BI		
39 to Ultimate	1.079	1.080
27 to Ultimate	1.175	1.166
15 to Ultimate	1.370	1.302
Private Passenger Types PD		
39 to Ultimate	1.004	1.003
27 to Ultimate	1.012	1.011
15 to Ultimate	1.041	1.029
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 – Wisconsin

### **Other Factors**

Unallocated Loss Adjustment Expense factors:

	<u>Data through 12/31/2021</u>	<u>Data through 12/31/2020</u>
Bodily Injury	1.065	1.070
Property Damage	1.105	1.100
Physical Damage	1.125	1.130

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

An overall change of 9.6% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 12/01/2023 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Trucks, Tractors and Trailers Liability	1.3%	N.C.

The overall filed change is 8.9%.

### **Notes**

- The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.
- Trucks, Tractors and Trailers Other than Collision (13.3%)- The high indication is due to the poor experience, especially in the most recent year.
- Trucks, Tractors and Trailers Collision (28.8%)- The high indication is due to the poor experience in all years of the review.
- Private Passenger Types Liability (12.7%)- The high indication is due to the poor experience, especially in the earlier 3 years of the review.
- Private Passenger Types Other than Collision (10.0%)- The high indication is due to the poor experience in 4 years of the review.
- Private Passenger Types Collision (12.1%)- The high indication is due to the poor experience in the earlier 3 years of the review.
- Auto Dealers Liability (31.4%)- The high indication is due to the very poor experience in the latest 3 years of the review.