

LOSS COSTS – IMPLEMENTATION

JUNE 23, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-219

## NEW HAMPSHIRE REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

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### KEY MESSAGE

Loss costs representing a +1.2% 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 New Hampshire, 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 OCTOBER 31, 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-133706345, 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
- 

## 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:

- The actuarial content of this circular, please contact:  
Gary Kilb  
Actuarial Operations  
201-469-2630  
[Gary.Kilb@verisk.com](mailto:Gary.Kilb@verisk.com)  
[autoactuarial@verisk.com](mailto:autoactuarial@verisk.com)
- The non-actuarial content of this circular, please contact:  
William Jones  
Production Operations, Compliance and Product Services  
201-469-2815  
[prodops@verisk.com](mailto:prodops@verisk.com)

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

E-mail: [info@verisk.com](mailto:info@verisk.com)

Phone: 800-888-4476

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NEW HAMPSHIRE  
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 1.2% statewide change from the loss costs currently in effect.</li><li>• provides the analyses used to derive these advisory loss costs.</li></ul>
DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS	<p>Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”</p>
IMPACTS OF COVID-19 ON ADVISORY PROSPECTIVE LOSS COSTS	<p>There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We are including the pandemic experience in our review without adjustment. We will continue to monitor existing reporting trends, including how new data entering the experience period of our next review reflects COVID-19 impacts. Please feel free to contact us for additional discussion, clarification or questions.</p>
FORMAT	<p>In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through D-9, the exhibits are labeled EXHIBIT A1 through EXHIBIT D13, and the revised prospective loss cost pages are numbered E-1 through E-29.</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	-4.3%	-4.3%	6.9%
Physical Damage			
Other than Collision	7.4%	7.4%	12.3%
Collision	21.2%	21.2%	2.4%
Total Trucks, Tractors & Trailers	0.7%	0.7%	6.4%
<u>Private Passenger Types</u>			
Liability			
Single Limit Liability	5.8%	N.C.	-6.5%
Physical Damage			
Other than Collision	5.9%	5.9%	2.6%
Collision	11.1%	11.1%	17.3%
Total Private Passenger Types	7.4%	4.0%	1.7%
<u>Auto Dealers</u>			
Liability			
Single Limit Liability	24.2%	N.C.	N.C.
Total Auto Dealers	24.2%	N.C.	N.C.
<u>Hired Autos</u>			
Physical Damage			
Other Than Collision	38.2%	38.2%	38.2%
Collision	166.7%	166.7%	166.7%
Total Hired Autos	119.7%	119.7%	119.7%
<u>Grand Total</u>	2.0%	1.2%	5.7%

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 12/1/2023 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: No Change (N.C.) was selected for Private Passenger Types Liability to reflect the recent favorable state experience. No Change (N.C.) was selected for Auto Dealers Liability to reflect the favorable state experience from earlier years.

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	10/1/2021	11/1/2020	10/1/2019
<u>Changes</u>			
Indicated	5.0%	0.1%	-4.2%
Filed	4.2%	-1.8%	-3.9%
Approved	4.2%	-1.8%	-3.9%

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.

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	+8.4%
Private Passenger Types Liability:	
Bodily Injury	+7.8%
Property Damage	+8.4%



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. Liberty Mutual Insurance Company
2. Travelers Indemnity Company
3. Hanover Insurance Company
4. Zurich American Insurance Company
5. Safety Insurance Company
6. Concord Gen'l Mutual Insurance Co.
7. Tokio Marine Companies
8. NGM Insurance Company
9. Selective Ins. Co. of America
10. Old Republic Insurance Company

##### PHYSICAL DAMAGE (ASLOB 21.2)

1. Liberty Mutual Insurance Company
2. Safety Insurance Company
3. Travelers Indemnity Company
4. Concord Gen'l Mutual Insurance Co.
5. NGM Insurance Company
6. Frankenmuth Mutual Insurance Co.
7. Cincinnati Insurance Company
8. Central Mutual Insurance Company
9. Utica Mutual Insurance Company
10. Tokio Marine Companies

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)  
47.2%

Physical Damage (ASLOB 21.2)  
36.7%

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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NEW HAMPSHIRE  
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.

## 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%

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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:

Earned Year Ending	Trucks, Tractors and Trailers	Private Passenger Types
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.

---

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

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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  $> 11,500$ ,  
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  $> 1,380$ ,  
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 > 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 > 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.

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

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

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



ALL LIABILITY COVERAGES  
CREDIBILITY TABLE  
NUMBER OF CLAIMS

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

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

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

PHYSICAL DAMAGE  
CREDIBILITY TABLES  
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

NEW HAMPSHIRE  
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
101	324	48
102	245	76
116	364	71
117	376	50
118	1,032	158
121	294	45
124	97	29
125	74	9
126	20	4
128	609	89
130	440	149
131	444	73
132	131	27
133	1,256	198
SW Total	5,706	1,026

Claims for Trend

BI	PD
<u>117</u>	<u>893</u>

NEW HAMPSHIRE  
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
101	114	153	67	60
102	60	120	58	71
116	125	202	73	79
117	91	145	32	68
118	496	516	214	226
121	171	211	81	80
124	59	76	46	32
125	45	50	26	11
126	15	17	3	2
128	393	465	136	108
130	166	254	141	195
131	186	251	79	87
132	58	101	30	45
133	641	804	210	195
SW Total	2,620	3,365	1,196	1,259

## 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  
NEW HAMPSHIRE

## TRUCKS, TRACTORS, AND TRAILERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG(4) - (4)	(3) x (5)	(2) + (6)
					VARIATION FROM AVG. WIND		
YEAR	OTC WIND	OTC TOTAL	TOTAL -	WIND &		WIND &	ADJ OTC
ENDING	& WATER	LOSSES	WIND&WATER	WATER /	RATIO	WATER	TOTAL
	LOSSES	LOSSES	LOSSES	NON (W&W)		ADJUSTMENT	LOSSES
1987	23,331	898,556	875,225	0.027	0.042	36,759	935,315
1988	13,391	945,136	931,745	0.014	0.055	51,246	996,382
1989	45,125	1,046,721	1,001,596	0.045	0.024	24,038	1,070,759
1990	14,748	1,304,758	1,290,010	0.011	0.058	74,821	1,379,579
1991	3,050	920,282	917,232	0.003	0.066	60,537	980,819
1992	23,793	675,895	652,102	0.036	0.033	21,519	697,414
1993	2,452	666,468	664,016	0.004	0.065	43,161	709,629
1994	8,421	826,981	818,560	0.010	0.059	48,295	875,276
1995	7,930	919,902	911,972	0.009	0.060	54,718	974,620
1996	29,077	1,201,830	1,172,753	0.025	0.044	51,601	1,253,431
1997	57,906	1,676,076	1,618,170	0.036	0.033	53,400	1,729,476
1998	56,775	1,686,786	1,630,011	0.035	0.034	55,420	1,742,206
1999	73,320	1,689,992	1,616,672	0.045	0.024	38,800	1,728,792
2000	37,119	1,911,144	1,874,025	0.020	0.049	91,827	2,002,971
2001	56,094	2,114,684	2,058,590	0.027	0.042	86,461	2,201,145
2002	18,511	1,964,222	1,945,711	0.010	0.059	114,797	2,079,019
2003	64,234	1,540,112	1,475,878	0.044	0.025	36,897	1,577,009
2004	40,463	1,026,165	985,702	0.041	0.028	27,600	1,053,765
2005	30,158	877,524	847,366	0.036	0.033	27,963	905,487
2006	63,464	1,265,359	1,201,895	0.053	0.016	19,230	1,284,589
2007	424,634	1,353,517	928,883	0.457	-0.388	-360,407	993,110
2008	130,387	1,202,013	1,071,626	0.122	-0.053	-56,796	1,145,217
2009	67,493	1,357,315	1,289,822	0.052	0.017	21,927	1,379,242
2010	207,955	1,024,731	816,776	0.255	-0.186	-151,920	872,811
2011	54,322	972,473	918,151	0.059	0.010	9,182	981,655
2012	72,375	1,090,107	1,017,732	0.071	-0.002	-2,035	1,088,072
2013	139,456	874,789	735,333	0.190	-0.121	-88,975	785,814
2014	38,677	590,173	551,496	0.070	-0.001	-551	589,622
2015	78,300	874,805	796,505	0.098	-0.029	-23,099	851,706
2016	33,078	769,268	736,190	0.045	0.024	17,669	786,937
2017	89,056	1,999,012	1,909,956	0.047	0.022	42,019	2,041,031
2018	145,356	849,553	704,197	0.206	-0.137	-96,475	753,078
2019	31,554	1,174,009	1,142,455	0.028	0.041	46,841	1,220,850
2020	150,159	1,020,034	869,875	0.173	-0.104	-90,467	929,567
2021	39,127	868,025	828,898	0.047	0.022	18,236	886,261
2022	42,052	1,298,169	1,256,117	0.033	0.036	45,220	1,343,389

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

0.069

## INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
NEW HAMPSHIRE

## 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	15,264	638,922	623,658	0.024	0.065	40,538	679,460
1988	7,558	493,075	485,517	0.016	0.073	35,443	528,518
1989	9,344	708,897	699,553	0.013	0.076	53,166	762,063
1990	7,392	719,977	712,585	0.010	0.079	56,294	776,271
1991	8,217	406,048	397,831	0.021	0.068	27,053	433,101
1992	35,682	471,501	435,819	0.082	0.007	3,051	474,552
1993	3,273	349,829	346,556	0.009	0.080	27,724	377,553
1994	0	411,212	411,212	0.000	0.089	36,598	447,810
1995	514	449,248	448,734	0.001	0.088	39,489	488,737
1996	33,337	559,539	526,202	0.063	0.026	13,681	573,220
1997	38,433	522,745	484,312	0.079	0.010	4,843	527,588
1998	7,700	523,386	515,686	0.015	0.074	38,161	561,547
1999	120,044	637,560	517,516	0.232	-0.143	-74,005	563,555
2000	39,649	596,304	556,655	0.071	0.018	10,020	606,324
2001	8,814	712,228	703,414	0.013	0.076	53,459	765,687
2002	9,711	606,259	596,548	0.016	0.073	43,548	649,807
2003	19,611	430,473	410,862	0.048	0.041	16,845	447,318
2004	4,877	414,637	409,760	0.012	0.077	31,552	446,189
2005	18,660	359,428	340,768	0.055	0.034	11,586	371,014
2006	68,872	417,395	348,523	0.198	-0.109	-37,989	379,406
2007	413,236	801,198	387,962	1.065	-0.976	-378,651	422,547
2008	21,127	420,709	399,582	0.053	0.036	14,385	435,094
2009	52,533	427,093	374,560	0.140	-0.051	-19,103	407,990
2010	24,090	329,187	305,097	0.079	0.010	3,051	332,238
2011	21,992	269,148	247,156	0.089	0.000	0	269,148
2012	30,063	289,985	259,922	0.116	-0.027	-7,018	282,967
2013	13,696	257,341	243,645	0.056	0.033	8,040	265,381
2014	18,653	234,193	215,540	0.087	0.002	431	234,624
2015	7,488	244,248	236,760	0.032	0.057	13,495	257,743
2016	14,764	220,189	205,425	0.072	0.017	3,492	223,681
2017	18,986	443,628	424,642	0.045	0.044	18,684	462,312
2018	20,567	360,262	339,695	0.061	0.028	9,511	369,773
2019	30,238	368,054	337,816	0.090	-0.001	-338	367,716
2020	4,294	267,950	263,656	0.016	0.073	19,247	287,197
2021	35,074	324,598	289,524	0.121	-0.032	-9,265	315,333
2022	43,952	429,875	385,923	0.114	-0.025	-9,648	420,227

(8) NORMAL WIND TO NON W&amp;W RATIO= AVG. (4) 0.089

## EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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

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### OBJECTIVE

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

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### DESCRIPTION OF TERRITORIAL WIND AND WATER PROCEDURE

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### DETERMINATION OF THE ADVISORY MULTISTATE LIABILITY RELATIVITY FOR RULE 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

NEW HAMPSHIRE  
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	\$ 23,530,199	-4.3%
Physical Damage		
Other Than Collision	1,399,755	7.4%
Collision	5,280,594	21.2%
Combined	6,680,349	18.3%
Total Trucks, Tractors & Trailers	30,210,548	0.7%
<b>PRIVATE PASSENGER TYPES</b>		
Liability		
Single Limit Liability	2,927,923	N.C.
Physical Damage		
Other Than Collision	465,518	5.9%
Collision	1,512,543	11.1%
Combined	1,978,061	9.9%
Total Private Passenger Types	4,905,984	4.0%
<b>AUTO DEALERS</b>		
Liability		
Single Limit Liability	493,648	N.C.
Total Auto Dealers	493,648	N.C.
<b>HIRED AUTOS</b>		
Physical Damage		
Other Than Collision	9,890	38.2%
Collision	17,157	166.7%
Combined	27,047	119.7%
Total Hired Autos	27,047	119.7%
GRAND TOTAL ALL COVERAGES	35,637,227	1.2%
TOTAL LIABILITY	26,951,770	-3.8%
TOTAL PHYSICAL DAMAGE	8,685,457	16.7%

(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

NEW HAMPSHIRE  
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	-2.1%	0.0%
102	-3.0%	0.0%
116	-6.0%	-11.1%
117	-0.7%	0.0%
118	-8.7%	-11.1%
121	-4.0%	0.0%
124	-5.6%	0.0%
125	-5.6%	-12.5%
126	-4.2%	0.0%
128	-4.6%	-12.5%
130	-5.6%	0.0%
131	-3.0%	-11.1%
132	-5.7%	0.0%
133	-0.8%	0.0%

VERISK

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

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	12.1%	33.6%	8.8%
102	6.2%	27.6%	8.1%
116	2.5%	17.5%	2.1%
117	9.7%	20.6%	8.3%
118	15.8%	15.8%	15.2%
121	8.5%	28.2%	7.4%
124	10.0%	23.0%	10.3%
125	10.9%	17.6%	12.9%
126	7.4%	19.9%	7.7%
128	7.8%	16.4%	8.1%
130	2.2%	20.4%	3.8%
131	6.1%	19.5%	7.1%
132	4.2%	19.3%	4.9%
133	3.3%	26.5%	2.9%

VERISK

NEW HAMPSHIRE  
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>
101	550	9	65	406	37
102	485	11	69	388	40
116	457	8	83	436	48
117	432	9	68	363	39
118	464	8	66	351	38
121	288	7	51	314	29
124	270	7	55	332	32
125	201	7	61	301	35
126	250	6	73	326	42
128	186	7	69	284	40
130	371	9	47	295	27
131	321	8	52	312	30
132	246	8	74	327	43
133	255	8	62	320	36

(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

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability <sup>(a)</sup>	\$5,000 Med Pay <sup>(a)</sup>
101		
102		
116		
117		
118		
121		
124		
125		
126		
128		
130		
131		
132		
133		

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



VERISK

NEW HAMPSHIRE  
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	
101	8.6%	11.5%	7.4%
102	4.1%	13.3%	2.3%
116	3.7%	8.8%	2.1%
117	2.2%	13.2%	3.8%
118	7.6%	8.1%	7.9%
121	7.0%	8.4%	6.1%
124	4.8%	10.6%	2.8%
125	6.6%	11.2%	5.7%
126	4.9%	11.1%	5.7%
128	6.8%	11.9%	5.9%
130	1.6%	16.2%	2.8%
131	4.5%	9.4%	2.6%
132	3.4%	12.6%	6.1%
133	8.5%	11.4%	7.3%

VERISK

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	\$5,000 Med Pay <sup>(a)</sup>	Physical Damage Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	Specified Causes of Loss <sup>(d)</sup>
101	468	15	101	446	58
102	370	12	77	374	44
116	385	12	84	419	48
117	293	9	93	430	54
118	362	12	71	375	41
121	251	8	61	298	35
124	248	8	65	291	37
125	261	8	65	347	37
126	331	11	64	509	37
128	188	6	94	347	54
130	258	8	64	337	37
131	284	9	70	325	40
132	262	8	60	313	35
133	221	7	77	343	44

(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

NEW HAMPSHIRE  
 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 <sup>(a)</sup>
101	
102	
116	
117	
118	
121	
124	
125	
126	
128	
130	
131	
132	
133	

(a) For Auto Dealers Liability, No Change (N.C.) was selected to reflect the favorable state experience from earlier years.

VERISK

NEW HAMPSHIRE  
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
101	689
102	528
116	647
117	490
118	498
121	367
124	368
125	300
126	328
128	215
130	381
131	381
132	340
133	344

VERISK

NEW HAMPSHIRE  
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	-2.1%	0.0%
102	-2.9%	0.0%
116	-6.1%	-6.7%
117	-0.7%	0.0%
118	-8.7%	-12.5%
121	-3.9%	0.0%
124	-5.5%	-11.1%
125	-5.4%	0.0%
126	-4.0%	0.0%
128	-4.3%	0.0%
130	-5.6%	-8.3%
131	-2.9%	0.0%
132	-5.6%	0.0%
133	-0.8%	0.0%

VERISK

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

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	12.5%	33.6%	7.7%
102	6.1%	27.6%	8.9%
116	2.4%	17.5%	2.8%
117	9.6%	20.7%	7.3%
118	14.9%	15.8%	16.0%
121	9.9%	28.3%	7.3%
124	10.5%	22.9%	11.4%
125	10.7%	17.5%	12.8%
126	7.8%	19.9%	8.5%
128	8.2%	16.4%	8.9%
130	1.4%	20.5%	2.5%
131	6.8%	19.6%	7.0%
132	3.7%	19.3%	4.8%
133	3.3%	26.5%	3.8%

VERISK

NEW HAMPSHIRE  
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>
101	523	17	99	914	56
102	461	15	105	873	61
116	434	14	126	981	73
117	410	13	103	817	59
118	441	14	100	790	58
121	274	9	78	707	44
124	257	8	84	747	49
125	191	6	93	677	53
126	238	8	111	734	64
128	177	6	105	639	61
130	352	11	71	664	41
131	305	10	79	702	46
132	234	8	112	736	65
133	242	8	94	720	55

- (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

NEW HAMPSHIRE  
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	Med Pay
101	-2.1%	-2.1%
102	-3.0%	-3.6%
116	-6.0%	-6.2%
117	-0.7%	-1.4%
118	-8.7%	-8.2%
121	-4.0%	-4.0%
124	-5.7%	-6.3%
125	-5.6%	-5.6%
126	-4.2%	-4.5%
128	-4.6%	-6.1%
130	-5.6%	-6.1%
131	-3.1%	-1.8%
132	-5.7%	-6.8%
133	-0.8%	0.0%



VERISK

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	12.5%	33.6%	7.7%
102	6.1%	27.6%	8.9%
116	2.4%	17.5%	2.8%
117	9.6%	20.7%	7.3%
118	14.9%	15.8%	16.0%
121	9.9%	28.3%	7.3%
124	10.5%	22.9%	11.4%
125	10.7%	17.5%	12.8%
126	7.8%	19.9%	8.5%
128	8.2%	16.4%	8.9%
130	1.4%	20.5%	2.5%
131	6.8%	19.6%	7.0%
132	3.7%	19.3%	4.8%
133	3.3%	26.5%	3.8%

VERISK

NEW HAMPSHIRE  
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>
101	2211	92	99	914	56
102	1950	81	105	873	61
116	1837	76	126	981	73
117	1737	72	103	817	59
118	1865	78	100	790	58
121	1158	48	78	707	44
124	1085	45	84	747	49
125	808	34	93	677	53
126	1005	42	111	734	64
128	748	31	105	639	61
130	1491	62	71	664	41
131	1290	54	79	702	46
132	989	41	112	736	65
133	1025	43	94	720	55

- (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

NEW HAMPSHIRE  
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	Med Pay
101	-2.3%	0.0%
102	-3.2%	-9.1%
116	-5.9%	-7.7%
117	-0.6%	0.0%
118	-8.8%	-10.0%
121	-4.4%	0.0%
124	-5.5%	-12.5%
125	-6.2%	-16.7%
126	-4.0%	0.0%
128	-4.1%	0.0%
130	-5.4%	-9.1%
131	-3.2%	-11.1%
132	-6.1%	0.0%
133	-1.0%	0.0%

VERISK

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	12.8%	33.3%	8.7%
102	6.8%	27.1%	8.0%
116	1.8%	17.5%	3.1%
117	9.5%	20.5%	12.5%
118	15.4%	15.7%	18.2%
121	9.4%	28.6%	11.1%
124	8.8%	22.9%	10.0%
125	10.8%	18.0%	14.3%
126	8.7%	19.9%	7.4%
128	6.8%	16.2%	8.0%
130	3.2%	20.8%	0.0%
131	6.1%	20.1%	5.3%
132	4.2%	19.1%	3.6%
133	2.4%	27.0%	0.0%

VERISK

NEW HAMPSHIRE  
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>
101	209	15	44	256	25
102	184	10	47	244	27
116	174	12	56	275	33
117	164	12	46	229	27
118	176	9	45	221	26
121	109	8	35	198	20
124	103	7	37	209	22
125	76	5	41	190	24
126	95	7	50	205	29
128	71	7	47	179	27
130	141	10	32	186	18
131	122	8	35	197	20
132	93	7	50	206	29
133	97	7	42	202	24

- (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

NEW HAMPSHIRE  
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR ALL OTHER BUSES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	-2.1%	-1.6%
102	-3.0%	-3.1%
116	-6.0%	-5.7%
117	-0.7%	-1.6%
118	-8.7%	-8.8%
121	-4.0%	-4.0%
124	-5.6%	-5.1%
125	-5.6%	-7.1%
126	-4.2%	-4.3%
128	-4.5%	-4.7%
130	-5.6%	-5.5%
131	-3.1%	-2.2%
132	-5.8%	-7.9%
133	-0.7%	0.0%

VERISK

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

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	12.8%	33.3%	8.7%
102	6.8%	27.1%	8.0%
116	1.8%	17.5%	3.1%
117	9.5%	20.5%	12.5%
118	15.4%	15.7%	18.2%
121	9.4%	28.6%	11.1%
124	8.8%	22.9%	10.0%
125	10.8%	18.0%	14.3%
126	8.7%	19.9%	7.4%
128	6.8%	16.2%	8.0%
130	3.2%	20.8%	0.0%
131	6.1%	20.1%	5.3%
132	4.2%	19.1%	3.6%
133	2.4%	27.0%	0.0%

VERISK

NEW HAMPSHIRE  
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>
101	1738	60	44	256	25
102	1533	62	47	244	27
116	1444	66	56	275	33
117	1365	62	46	229	27
118	1466	52	45	221	26
121	910	48	35	198	20
124	853	37	37	209	22
125	635	39	41	190	24
126	790	45	50	205	29
128	588	41	47	179	27
130	1172	52	32	186	18
131	1014	44	35	197	20
132	777	35	50	206	29
133	806	44	42	202	24

- (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

NEW HAMPSHIRE  
 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	\$13,428,040	\$16,031,088	1.194	10%	1,279
03/31/19	\$13,858,308	\$14,396,014	1.039	15%	1,220
03/31/20	\$14,412,954	\$14,488,875	1.005	20%	1,264
03/31/21	\$14,072,488	\$10,830,780	0.770	25%	923
03/31/22	\$14,435,705	\$11,083,968	0.768	30%	1,020
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)).				0.899
(7)	EXPECTED EXPERIENCE RATIO (D).				1.092
(8)	CREDIBILITY (E).				0.70
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				0.957
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				-4.3%
(11)	FILED CHANGE.				-4.3%
(A)	TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, DIVIDED BY THE PREMIUM TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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

NEW HAMPSHIRE  
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	\$3,784,451	\$4,598,734	
ALLOCATED LOSS	03/31/19	\$3,556,014	\$4,515,622	
ADJUSTMENT EXPENSES	03/31/20	\$3,463,264	\$5,115,123	
	03/31/21	\$2,529,659	\$4,102,509	
	03/31/22	\$2,233,234	\$4,372,078	
(2) DEVELOPED LOSSES AND	03/31/18	\$4,058,653	\$5,091,764	
ALL LOSS ADJUSTMENT	03/31/19	\$3,881,834	\$5,004,732	
EXPENSES (A)	03/31/20	\$3,983,446	\$5,680,472	
	03/31/21	\$3,214,046	\$4,601,272	
	03/31/22	\$3,455,807	\$5,188,651	
(3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		7.8%	8.4%	8.2%
EXHIBIT IN SECTION C)				
(4) TRENDED LOSSES AND	03/31/18	\$6,952,473	\$9,078,615	\$16,031,088
ALL LOSS ADJUSTMENT	03/31/19	\$6,168,234	\$8,227,779	\$14,396,014
EXPENSES (B)	03/31/20	\$5,871,599	\$8,617,276	\$14,488,875
	03/31/21	\$4,393,601	\$6,437,180	\$10,830,780
	03/31/22	\$4,385,419	\$6,698,548	\$11,083,968

(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	1.193	1.015
03/31/22	1.453	1.074

(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

NEW HAMPSHIRE  
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	\$13,049,602
AT CURRENT LEVEL	03/31/19	\$13,520,300
	03/31/20	\$14,116,507
	03/31/21	\$13,837,255
	03/31/22	\$14,250,449
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.4%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	03/31/18	\$13,428,040
LOSS COSTS AT	03/31/19	\$13,858,308
CURRENT LEVEL (A)	03/31/20	\$14,412,954
	03/31/21	\$14,072,488
	03/31/22	\$14,435,705

(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

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

COVERAGE	ACCIDENT YEAR	(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	ENDING					
	03/31/18	\$1,567,610	\$1,330,124	0.849	10%	506
	03/31/19	\$1,567,400	\$2,025,848	1.292	15%	560
	03/31/20	\$1,524,158	\$1,449,830	0.951	20%	517
	03/31/21	\$1,442,603	\$1,297,453	0.899	25%	482
	03/31/22	\$1,399,755	\$1,895,136	1.354	30%	555
COLL.						
	03/31/20	\$5,337,950	\$7,443,277	1.394	20%	698
	03/31/21	\$5,257,045	\$5,662,120	1.077	30%	539
	03/31/22	\$5,280,594	\$7,456,842	1.412	50%	658
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.100	1.308
(7)	EXPECTED EXPERIENCE RATIO (D).				1.052	1.069
(8)	CREDIBILITY (E).				0.45	0.60
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				1.074	1.212
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				7.4%	21.2%
(11)	FILED CHANGE.				7.4%	21.2%
(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

NEW HAMPSHIRE  
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	\$753,078	----
	03/31/19	\$1,220,850	----
	03/31/20	\$929,567	\$4,345,715
	03/31/21	\$886,261	\$3,611,092
	03/31/22	\$1,343,389	\$5,315,038
(2) DEVELOPED LOSSES AND	03/31/18	\$847,213	----
ALL LOSS ADJUSTMENT	03/31/19	\$1,373,456	----
EXPENSES (A)	03/31/20	\$1,046,809	\$4,884,040
	03/31/21	\$998,041	\$4,029,979
	03/31/22	\$1,552,118	\$5,758,179
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.5%	8.5%
(4) TRENDED LOSSES AND	03/31/18	\$1,330,124	----
ALL LOSS ADJUSTMENT	03/31/19	\$2,025,848	----
EXPENSES (B)	03/31/20	\$1,449,830	\$7,443,277
	03/31/21	\$1,297,453	\$5,662,120
	03/31/22	\$1,895,136	\$7,456,842

(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

NEW HAMPSHIRE  
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	\$1,360,773	----
AT CURRENT LEVEL	03/31/19	\$1,387,080	----
	03/31/20	\$1,375,594	\$4,698,900
	03/31/21	\$1,328,364	\$4,744,625
	03/31/22	\$1,314,324	\$4,884,916
(2) SELECTED ANNUAL VVF			
TREND (SEE TREND		2.0%	2.5%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	03/31/18	\$1,567,610	----
LOSS COSTS AT	03/31/19	\$1,567,400	----
CURRENT LEVEL (A)	03/31/20	\$1,524,158	\$5,337,950
	03/31/21	\$1,442,603	\$5,257,045
	03/31/22	\$1,399,755	\$5,280,594

(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

NEW HAMPSHIRE  
 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	\$2,125,413	\$2,202,329	1.036	10%	250
03/31/19	\$2,117,212	\$2,289,186	1.081	15%	248
03/31/20	\$2,074,156	\$2,305,969	1.112	20%	236
03/31/21	\$1,987,746	\$1,734,654	0.873	25%	142
03/31/22	\$1,936,457	\$1,552,837	0.802	30%	150
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.947
(7)	EXPECTED EXPERIENCE RATIO (D).				1.095
(8)	CREDIBILITY (E).				0.25
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.058
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				5.8%
(11)	FILED CHANGE.				N.C.
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 232 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, DIVIDED BY THE PREMIUM TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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

NEW HAMPSHIRE  
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	\$415,341	\$729,760	
ALLOCATED LOSS	03/31/19	\$501,563	\$779,039	
ADJUSTMENT EXPENSES	03/31/20	\$589,577	\$776,789	
	03/31/21	\$594,780	\$461,762	
	03/31/22	\$387,204	\$507,311	
(2) DEVELOPED LOSSES AND	03/31/18	\$446,319	\$806,385	
ALL LOSS ADJUSTMENT	03/31/19	\$549,121	\$861,699	
EXPENSES (A)	03/31/20	\$677,504	\$861,785	
	03/31/21	\$740,492	\$516,370	
	03/31/22	\$614,022	\$599,259	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.8%	8.4%	8.1%
(4) TRENDED LOSSES AND	03/31/18	\$764,544	\$1,437,784	\$2,202,329
ALL LOSS ADJUSTMENT	03/31/19	\$872,553	\$1,416,633	\$2,289,186
EXPENSES (B)	03/31/20	\$998,641	\$1,307,328	\$2,305,969
	03/31/21	\$1,012,253	\$722,402	\$1,734,654
	03/31/22	\$779,194	\$773,643	\$1,552,837
(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	1.169	1.012	
	03/31/22	1.489	1.069	

(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

NEW HAMPSHIRE  
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	\$2,125,413
AT CURRENT LEVEL	03/31/19	\$2,117,212
	03/31/20	\$2,074,156
	03/31/21	\$1,987,746
	03/31/22	\$1,936,457
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.0%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	03/31/18	\$2,125,413
LOSS COSTS AT	03/31/19	\$2,117,212
CURRENT LEVEL (A)	03/31/20	\$2,074,156
	03/31/21	\$1,987,746
	03/31/22	\$1,936,457

(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

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

COVERAGE	ACCIDENT YEAR	(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	ENDING					
	03/31/18	\$546,691	\$653,112	1.195	10%	231
	03/31/19	\$540,082	\$610,179	1.130	15%	266
	03/31/20	\$515,655	\$447,042	0.867	20%	235
	03/31/21	\$472,124	\$460,252	0.975	25%	205
	03/31/22	\$465,518	\$582,429	1.251	30%	259
COLL.	03/31/18	\$1,686,780	\$2,329,478	1.381	10%	300
	03/31/19	\$1,649,626	\$2,081,370	1.262	15%	290
	03/31/20	\$1,586,155	\$1,994,282	1.257	20%	273
	03/31/21	\$1,493,425	\$1,343,003	0.899	25%	179
	03/31/22	\$1,512,543	\$1,671,871	1.105	30%	217
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.082	1.135
(7)	EXPECTED EXPERIENCE RATIO (D).				1.047	1.081
(8)	CREDIBILITY (E).				0.35	0.55
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				1.059	1.111
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				5.9%	11.1%
(11)	FILED CHANGE.				5.9%	11.1%
(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

NEW HAMPSHIRE  
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	\$369,773	\$1,192,769
	03/31/19	\$367,716	\$1,151,280
	03/31/20	\$287,197	\$1,192,520
	03/31/21	\$315,333	\$873,300
	03/31/22	\$420,227	\$1,237,685
(2) DEVELOPED LOSSES AND	03/31/18	\$415,995	\$1,341,865
ALL LOSS ADJUSTMENT	03/31/19	\$413,681	\$1,295,190
EXPENSES (A)	03/31/20	\$322,774	\$1,340,243
	03/31/21	\$354,040	\$974,603
	03/31/22	\$477,010	\$1,310,244
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.5%	8.0%
(4) TRENDED LOSSES AND	03/31/18	\$653,112	\$2,329,478
ALL LOSS ADJUSTMENT	03/31/19	\$610,179	\$2,081,370
EXPENSES (B)	03/31/20	\$447,042	\$1,994,282
	03/31/21	\$460,252	\$1,343,003
	03/31/22	\$582,429	\$1,671,871

(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

NEW HAMPSHIRE  
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	\$461,343	\$1,570,559
AT CURRENT LEVEL	03/31/19	\$466,795	\$1,551,859
	03/31/20	\$456,332	\$1,506,320
	03/31/21	\$427,649	\$1,433,229
	03/31/22	\$431,835	\$1,465,642
(2) SELECTED ANNUAL VVF TREND (SEE TREND EXHIBIT IN SECTION C)		2.4%	1.0%
(3) TRENDED AGGREGATE	03/31/18	\$546,691	\$1,686,780
LOSS COSTS AT	03/31/19	\$540,082	\$1,649,626
CURRENT LEVEL (A)	03/31/20	\$515,655	\$1,586,155
	03/31/21	\$472,124	\$1,493,425
	03/31/22	\$465,518	\$1,512,543

(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

NEW HAMPSHIRE  
 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	\$321,329	\$175,606	0.546	10%	10
03/31/19	\$392,625	\$216,215	0.551	15%	25
03/31/20	\$342,521	\$245,961	0.718	20%	7
03/31/21	\$299,066	\$180,139	0.602	25%	13
03/31/22	\$326,487	\$327,326	1.003	30%	7
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.734
(7)	EXPECTED EXPERIENCE RATIO (D).				1.269
(8)	CREDIBILITY (E).				0.05
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8))) .				1.242
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000) .				24.2%
(11)	FILED CHANGE.				N.C.
(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

NEW HAMPSHIRE  
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	\$70,260	\$23,116	
ALLOCATED LOSS	03/31/19	\$47,837	\$72,088	
ADJUSTMENT EXPENSES	03/31/20	\$83,318	\$58,032	
	03/31/21	\$59,073	\$40,952	
	03/31/22	\$113,085	\$15,032	
(2) DEVELOPED LOSSES AND	03/31/18	\$75,874	\$25,594	
ALL LOSS ADJUSTMENT	03/31/19	\$52,831	\$80,454	
EXPENSES (A)	03/31/20	\$98,494	\$66,434	
	03/31/21	\$82,038	\$48,601	
	03/31/22	\$238,101	\$19,501	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.8%	8.4%	7.8%
(4) TRENDED LOSSES AND	03/31/18	\$129,972	\$45,634	\$175,606
ALL LOSS ADJUSTMENT	03/31/19	\$83,948	\$132,266	\$216,215
EXPENSES (B)	03/31/20	\$145,180	\$100,780	\$245,961
	03/31/21	\$112,146	\$67,993	\$180,139
	03/31/22	\$302,150	\$25,176	\$327,326
(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

NEW HAMPSHIRE  
COMMERCIAL AUTOMOBILE INSURANCE  
SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								BASE	BASE	BASE	
T	EARNED CAR	\$100000	EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	1219	685.01	766.98	1.120	0.15	0.988	1.023	562	550	550	-2.1%
102	979	611.4	683.23	1.117	0.10	0.980	1.014	500	485	485	-3.0%
116	1882	537.75	465.40	0.865	0.15	0.950	0.983	486	457	457	-6.0%
117	1991	460.56	561.53	1.219	0.15	1.003	1.038	435	432	432	-0.7%
118	5800	559.8	445.69	0.796	0.25	0.923	0.955	508	464	464	-8.7%
121	2054	315.95	316.14	1.001	0.15	0.970	1.004	300	288	288	-4.0%
124	683	307.13	213.78	0.696	0.05	0.952	0.986	286	270	270	-5.6%
125	757	215.88	150.60	0.698	0.05	0.952	0.986	213	201	201	-5.6%
126	286	258.42	116.08	0.449	0.00	0.965	0.999	261	250	250	-4.2%
128	6935	192.19	185.37	0.965	0.20	0.965	0.999	195	186	186	-4.6%
130	2815	448.66	397.18	0.885	0.15	0.953	0.987	393	371	371	-5.6%
131	2770	354.01	375.10	1.060	0.15	0.979	1.013	331	321	321	-3.0%
132	1034	277.15	228.65	0.825	0.10	0.951	0.984	261	246	246	-5.7%
133	10931	262.3	285.45	1.088	0.30	1.002	1.037	257	255	255	-0.8%
SW	40136	359.67	346.94	0.965		0.966					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF -4.3 PERCENT.

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

VERISK

NEW HAMPSHIRE  
COMMERCIAL AUTOMOBILE INSURANCE  
SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
								BASE	BASE
T	EARNED CAR	\$100000	EXPER LOSS					CLASS	CLASS
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST
R	03/31/2022	COST	03/31/2022	RATIO	CRED	RATIO	STATE	PRES	IND*
101	353	440.41	166.64	0.378	0.05	0.961	0.963	468	477
102	333	353.86	473.00	1.337	0.05	1.009	1.011	370	396
116	415	370.58	349.11	0.942	0.05	0.990	0.992	385	404
117	315	284.69	287.02	1.008	0.05	0.993	0.995	293	309
118	1223	340.29	285.74	0.840	0.10	0.977	0.979	362	375
121	448	237.73	83.19	0.350	0.05	0.960	0.962	251	256
124	193	233.84	243.53	1.041	0.05	0.994	0.996	248	261
125	105	248.57	74.96	0.302	0.00	0.992	0.994	261	275
126	47	307.79	136.70	0.444	0.00	0.992	0.994	331	348
128	734	179.61	205.99	1.147	0.05	1.000	1.002	188	199
130	813	249.67	338.58	1.356	0.10	1.028	1.030	258	281
131	447	271.68	264.99	0.975	0.05	0.991	0.993	284	298
132	241	252.51	105.36	0.417	0.00	0.992	0.994	262	276
133	1391	211.51	323.76	1.531	0.10	1.046	1.048	221	245
SW	7058	274.36	272.08	0.992		0.998			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 5.8 PERCENT.

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



VERISK

NEW HAMPSHIRE  
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)
			REV	PRES					
T	TTT ACC-YR		TTT	AUTO			CHANGES IN	BASE	
E	03/31/2022	AGG LCCL	BASE	DEALERS	RATIO TO		TERRITORY	CLASS	
R	EARNED	YR ENDED	LOSS	BASE	STATEWIDE		RELATIVITY	LOSS	
R	EXPOS	03/31/2022	COST	LOSS	AVERAGE COLUMNS	REQ	ADJ	COST	
				COST	(3)	(4)	(5) / (6)	0.992	IND*
101	1219	48546	550	689	1.724	1.785	0.966	0.958	820
102	979	38456	485	528	1.520	1.368	1.111	1.102	723
116	1882	13045	457	647	1.433	1.676	0.855	0.848	681
117	1991	17926	432	490	1.354	1.269	1.067	1.058	644
118	5800	34050	464	498	1.455	1.290	1.128	1.119	692
121	2054	17528	288	367	0.903	0.951	0.950	0.942	429
124	683	19403	270	368	0.846	0.953	0.888	0.881	403
125	757	7547	201	300	0.630	0.777	0.811	0.805	300
126	286	9532	250	328	0.784	0.850	0.922	0.915	373
128	6935	18313	186	215	0.583	0.557	1.047	1.039	277
130	2815	24592	371	381	1.163	0.987	1.178	1.169	553
131	2770	37106	321	381	1.006	0.987	1.019	1.011	479
132	1034	4721	246	340	0.771	0.881	0.875	0.868	367
133	10931	35722	255	344	0.799	0.891	0.897	0.890	380
SW	40136	326487	319	386			1.008		

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 24.2 PERCENT.

\*\* TO REFLECT THE FAVORABLE STATE EXPERIENCE IN EARLIER YEARS, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (4) REMAIN IN EFFECT.

VERISK

NEW HAMPSHIRE  
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**
101	890	52.11	82.61	1.585	0.10	1.170	1.040	58	65	65	12.1%
102	776	55.87	44.93	0.804	0.05	1.108	0.985	65	69	69	6.2%
116	1115	77.67	50.00	0.644	0.10	1.076	0.956	81	83	83	2.5%
117	1047	56.51	100.46	1.778	0.05	1.157	1.028	62	68	68	9.7%
118	3923	52.7	83.08	1.576	0.20	1.214	1.079	57	66	66	15.8%
121	1377	43	53.74	1.250	0.10	1.137	1.011	47	51	51	8.5%
124	612	45.35	81.43	1.796	0.05	1.158	1.029	50	55	55	10.0%
125	475	54.14	95.03	1.755	0.05	1.156	1.028	55	61	61	10.9%
126	208	54.11	84.03	1.553	0.00	1.124	0.999	68	73	73	7.4%
128	4043	60.92	72.62	1.192	0.15	1.134	1.008	64	69	69	7.8%
130	1845	45.86	29.35	0.640	0.10	1.076	0.956	46	47	47	2.2%
131	1990	46.51	42.22	0.908	0.10	1.102	0.980	49	52	52	6.1%
132	703	71.24	30.89	0.434	0.05	1.090	0.969	71	74	74	4.2%
133	6083	59.19	55.70	0.941	0.20	1.087	0.966	60	62	62	3.3%
SW	25087	55.80	62.74	1.124		1.125					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.4 PERCENT.

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

VERISK

NEW HAMPSHIRE  
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**
101	924	216.47	505.33	2.334	0.15	1.538	1.101	304	406	406	33.6%
102	769	233.77	439.52	1.880	0.15	1.469	1.052	304	388	388	27.6%
116	1459	273.73	324.52	1.186	0.20	1.355	0.970	371	436	436	17.5%
117	1349	220.19	297.00	1.349	0.15	1.390	0.995	301	363	363	20.6%
118	4092	216.99	257.70	1.188	0.30	1.334	0.955	303	351	351	15.8%
121	1362	166.54	298.83	1.794	0.20	1.476	1.057	245	314	314	28.2%
124	513	178.87	282.66	1.580	0.10	1.415	1.013	270	332	332	23.0%
125	513	201.42	200.61	0.996	0.10	1.357	0.971	256	301	301	17.6%
126	227	171.53	183.72	1.071	0.05	1.381	0.989	272	326	326	19.9%
128	4189	166.80	202.51	1.214	0.30	1.342	0.961	244	284	284	16.4%
130	2148	189.75	258.02	1.360	0.20	1.390	0.995	245	295	295	20.4%
131	2173	189.16	244.54	1.293	0.20	1.376	0.985	261	312	312	19.5%
132	731	209.07	247.24	1.183	0.10	1.376	0.985	274	327	327	19.3%
133	6516	181.93	281.57	1.548	0.40	1.457	1.043	253	320	320	26.5%
SW	26965	195.83	273.67	1.397		1.397					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 21.2 PERCENT.

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

VERISK

NEW HAMPSHIRE  
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**
101	256	112.97	206.12	1.825	0.05	1.146	1.027	93	101	101	8.6%
102	240	92.72	67.82	0.731	0.05	1.091	0.978	74	77	77	4.1%
116	333	106.91	73.29	0.686	0.05	1.089	0.976	81	84	84	3.7%
117	259	111.24	56.10	0.504	0.05	1.080	0.968	91	93	93	2.2%
118	954	79.55	105.17	1.322	0.15	1.142	1.023	66	71	71	7.6%
121	337	67.04	93.49	1.395	0.05	1.124	1.007	57	61	61	7.0%
124	170	66.02	72.17	1.093	0.05	1.109	0.994	62	65	65	4.8%
125	65	70.25	92.73	1.320	0.05	1.121	1.004	61	65	65	6.6%
126	34	53.2	65.82	1.237	0.00	1.110	0.995	61	64	64	4.9%
128	576	94.73	124.23	1.311	0.10	1.130	1.013	88	94	94	6.8%
130	634	83.69	57.12	0.683	0.10	1.067	0.956	63	64	64	1.6%
131	329	84.03	82.92	0.987	0.05	1.104	0.989	67	70	70	4.5%
132	195	74.86	62.86	0.840	0.05	1.097	0.983	58	60	60	3.4%
133	1036	81.08	105.48	1.301	0.15	1.139	1.021	71	77	77	8.5%
SW	5418	85.92	95.41	1.110		1.116					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 5.9 PERCENT.

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

VERISK

NEW HAMPSHIRE  
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**
101	257	363.82	441.65	1.214	0.10	1.193	1.003	400	446	446	11.5%
102	221	311.84	441.54	1.416	0.10	1.214	1.020	330	374	374	13.3%
116	307	372.27	379.35	1.019	0.15	1.165	0.979	385	419	419	8.8%
117	253	354.31	493.17	1.392	0.10	1.211	1.018	380	430	430	13.2%
118	917	315.46	335.07	1.062	0.25	1.159	0.974	347	375	375	8.1%
121	329	240.99	239.88	0.995	0.15	1.162	0.976	275	298	298	8.4%
124	163	210.21	219.73	1.045	0.05	1.184	0.995	263	291	291	10.6%
125	67	258.93	303.06	1.170	0.05	1.190	1.000	312	347	347	11.2%
126	39	352.18	136.87	0.389	0.00	1.191	1.001	458	509	509	11.1%
128	544	260.64	322.60	1.238	0.15	1.198	1.007	310	347	347	11.9%
130	607	292.76	427.38	1.460	0.20	1.245	1.046	290	337	337	16.2%
131	324	270.78	288.54	1.066	0.15	1.172	0.985	297	325	325	9.4%
132	186	267.94	356.66	1.331	0.10	1.205	1.013	278	313	313	12.6%
133	990	257.80	309.21	1.199	0.20	1.193	1.003	308	343	343	11.4%
SW	5204	290.65	346.04	1.191		1.190					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 11.1 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	NEW HAMPSHIRE				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	22723.42	20741.28	4087.83	4147.98	25375.23	24988.29	4731.39	4697.49
9/30/2019	20678.02	21339.85	4194.98	4228.28	25550.44	25460.56	4795.79	4794.07
12/31/2019	20634.01	21955.71	4261.51	4310.15	25955.96	25941.76	4856.55	4892.64
3/31/2020	23755.52	22589.33	4407.93	4393.59	26262.76	26432.06	4938.66	4993.23
6/30/2020	22287.10	23241.25	4582.15	4478.66	26675.57	26931.62	5114.26	5095.89
9/30/2020	22015.15	23911.97	4582.36	4565.36	27182.77	27440.62	5221.67	5200.67
12/31/2020	25391.74	24602.06	4615.87	4653.75	27715.82	27959.24	5357.69	5307.60
3/31/2021	23982.70	25312.06	4836.77	4743.85	28374.83	28487.67	5486.99	5416.72
6/30/2021	27656.03	26042.54	4969.51	4835.70	29124.31	29026.08	5429.80	5528.09
9/30/2021	28352.98	26794.11	4944.82	4929.32	29651.85	29574.67	5583.65	5641.75
12/31/2021	28149.03	27567.37	5068.73	5024.75	30435.98	30133.62	5749.01	5757.75
3/31/2022	27288.05	28362.95	4890.14	5122.03	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) NEW HAMPSHIRE

12.1%

8.0%

(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%

8.4%

(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%

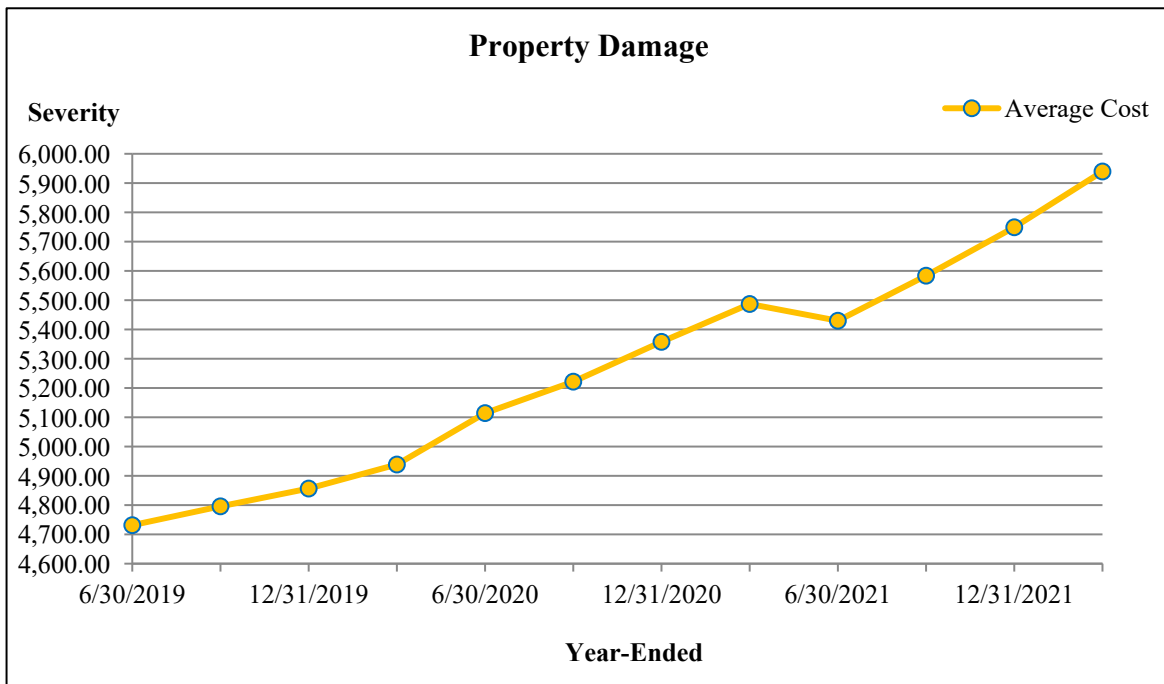
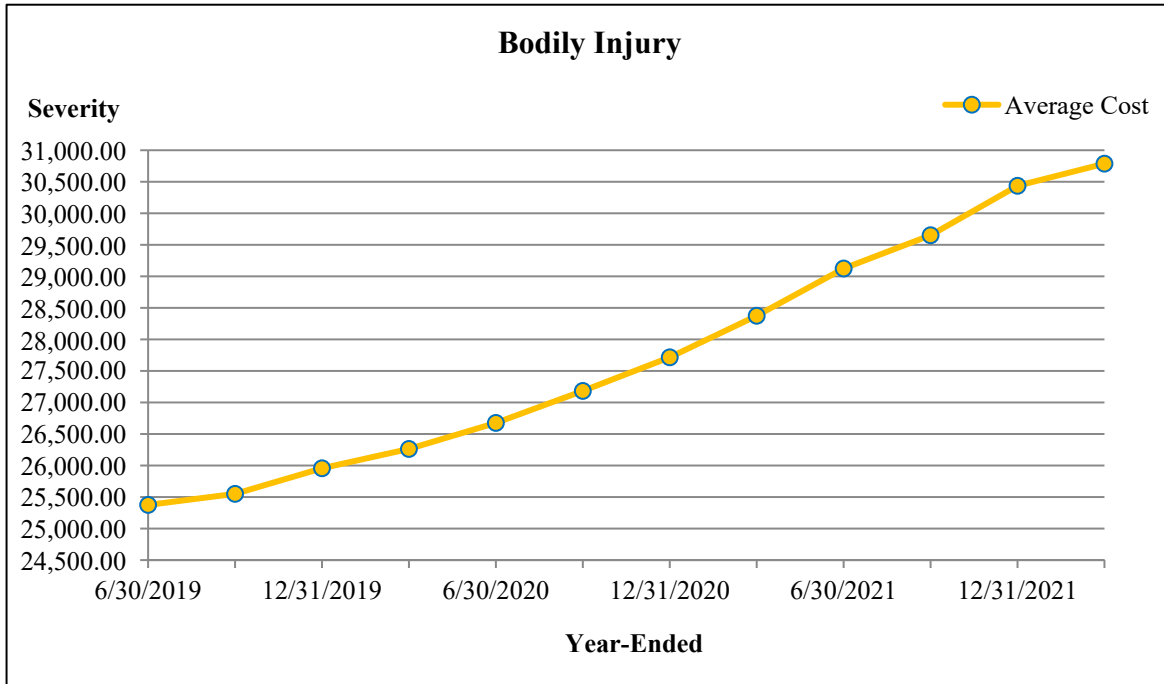
8.4%

\* 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>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	0.7828		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%

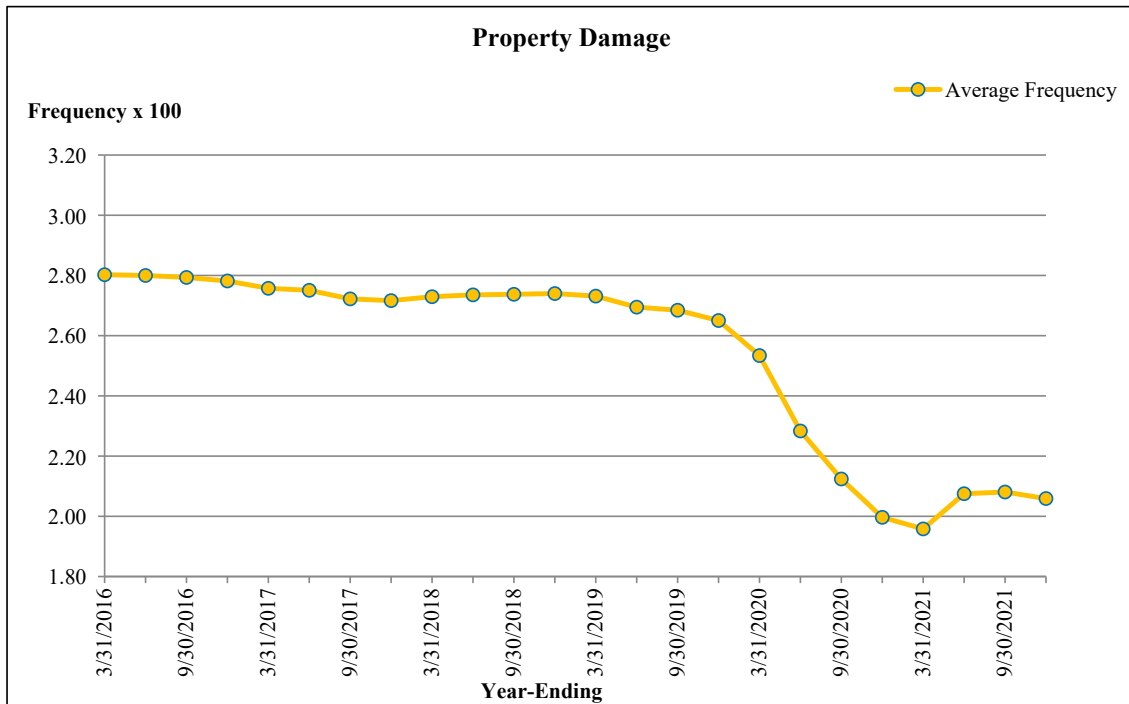
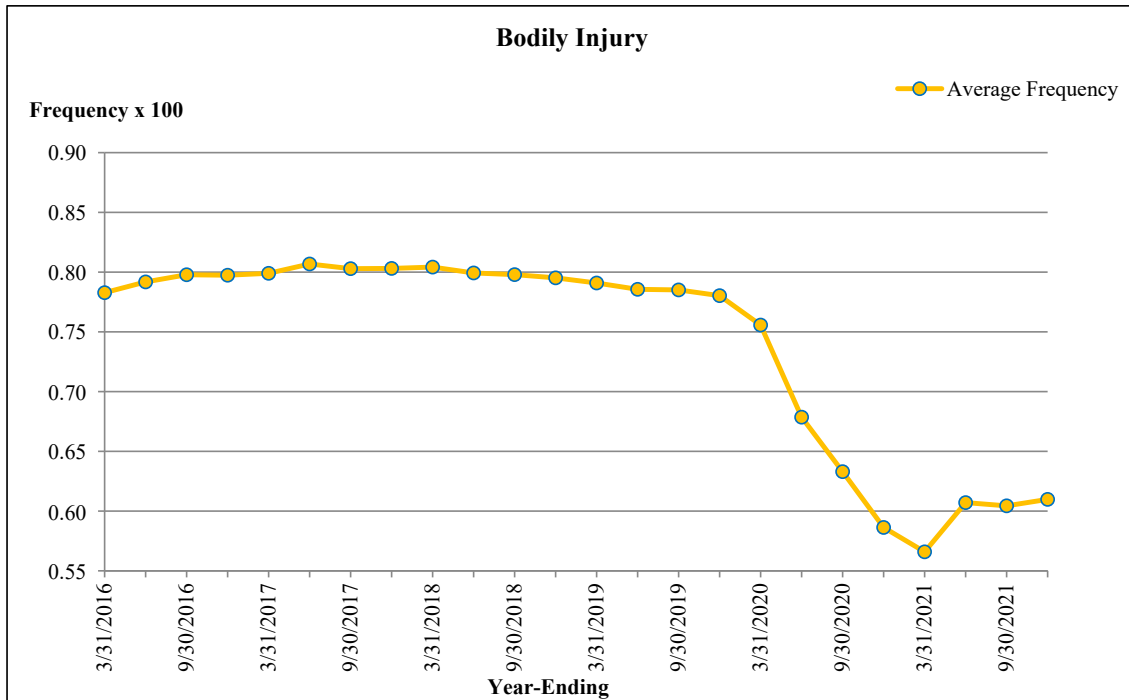
\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

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

VERISK

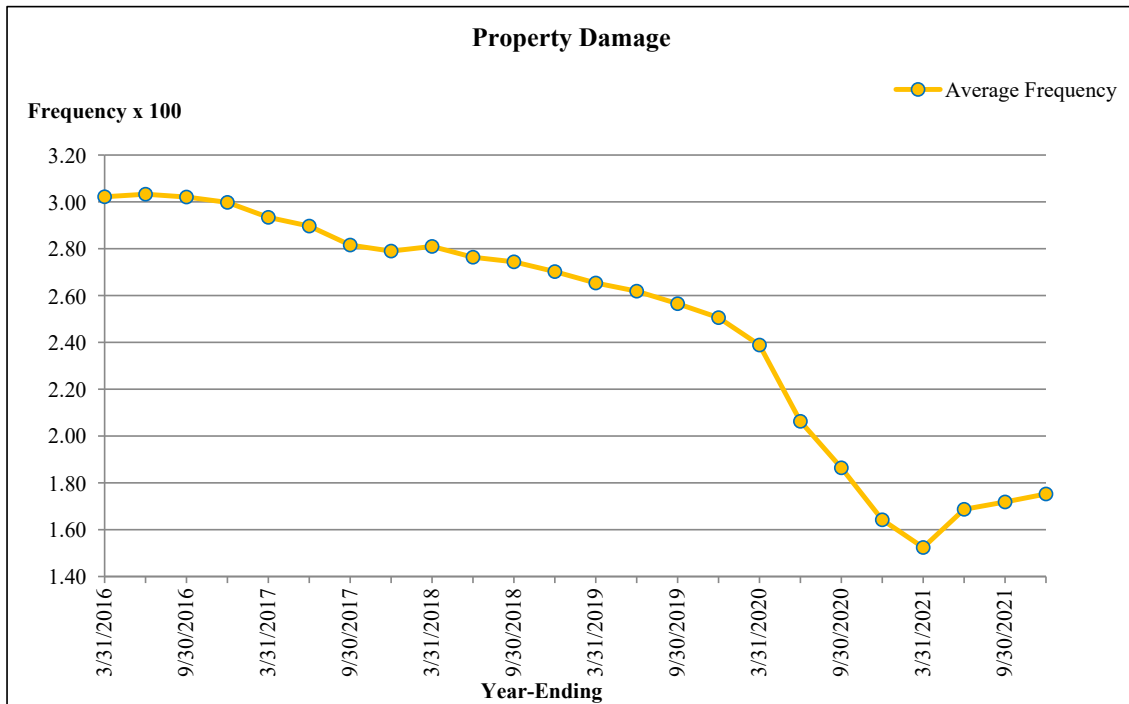
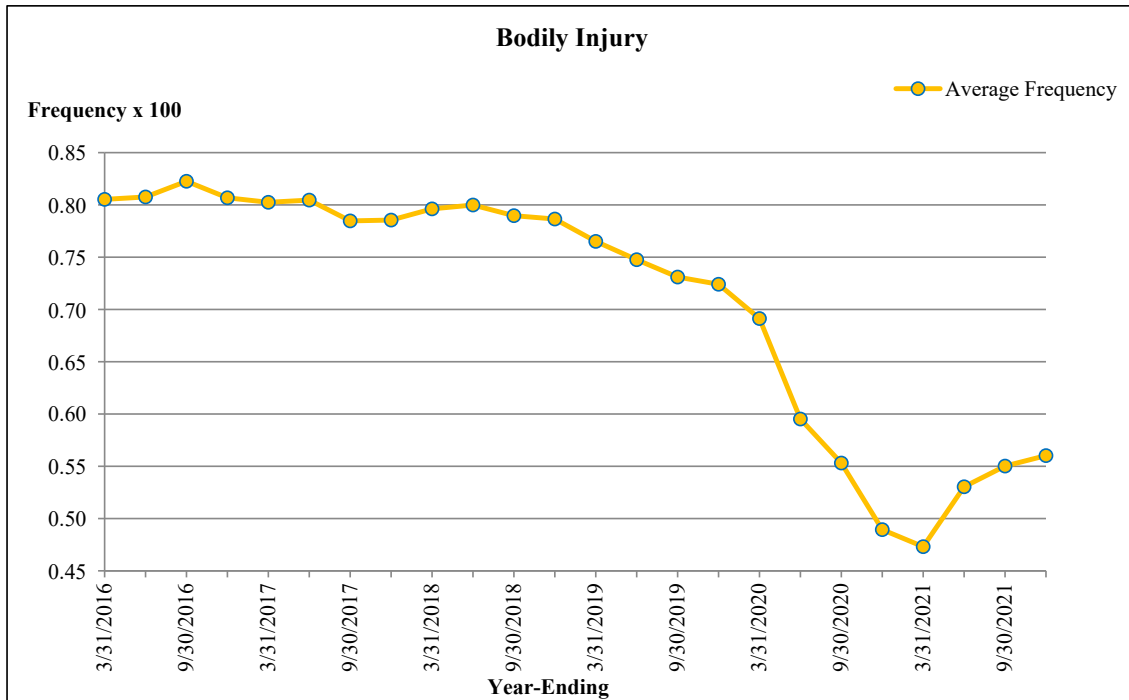
Commercial Automobile Liability  
Incurred Claim Frequency Experience  
Trucks, Tractors, and Trailers  
Multistate\*



\*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%

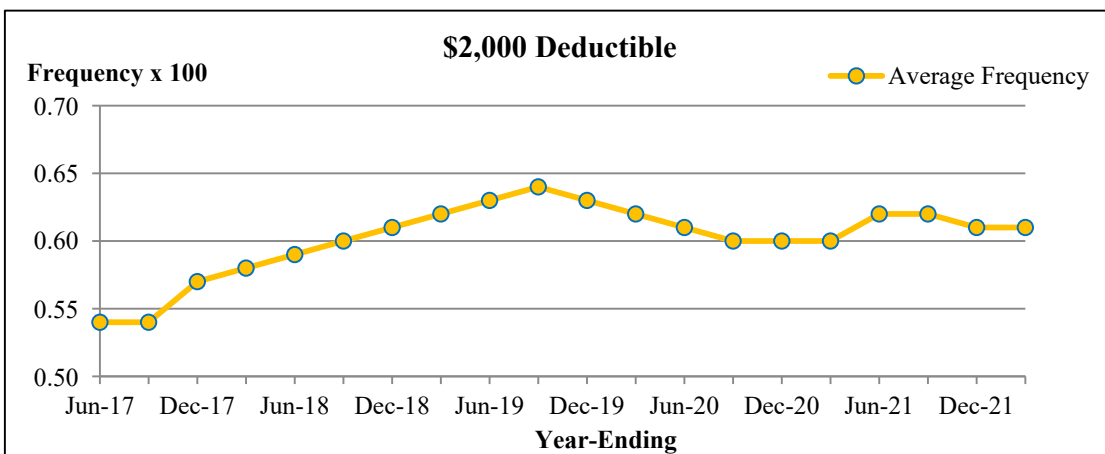
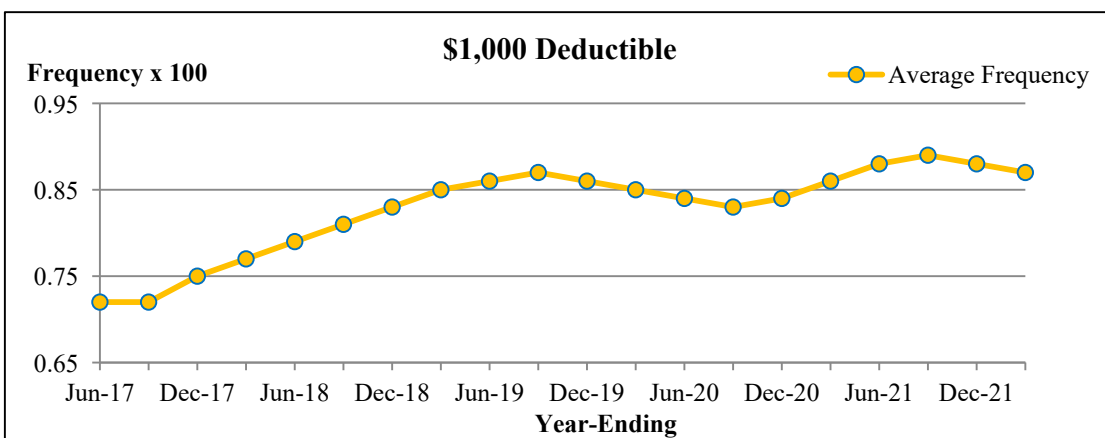
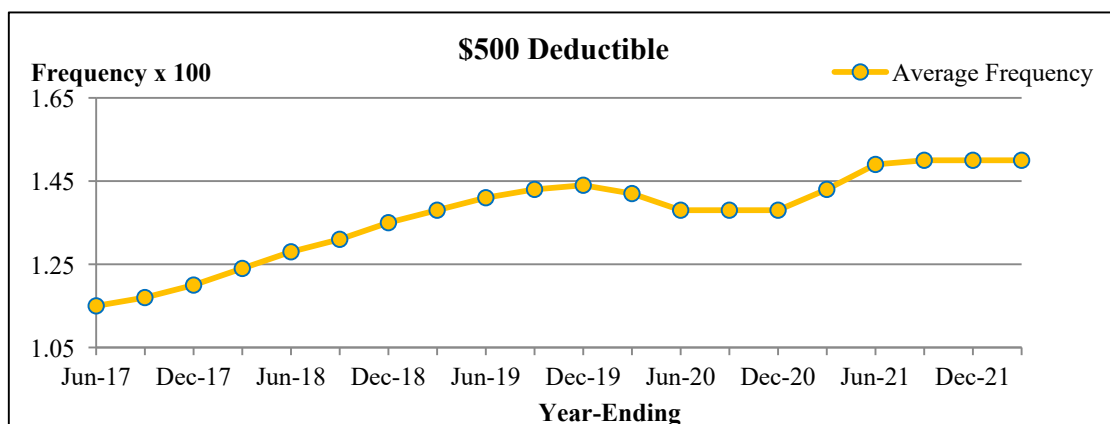
\* Multistate data excludes Massachusetts

\*\* 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%

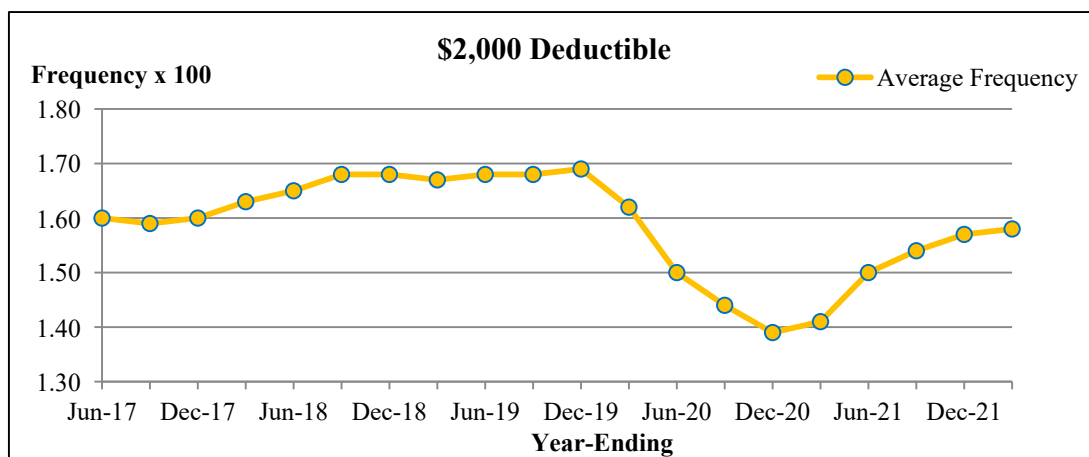
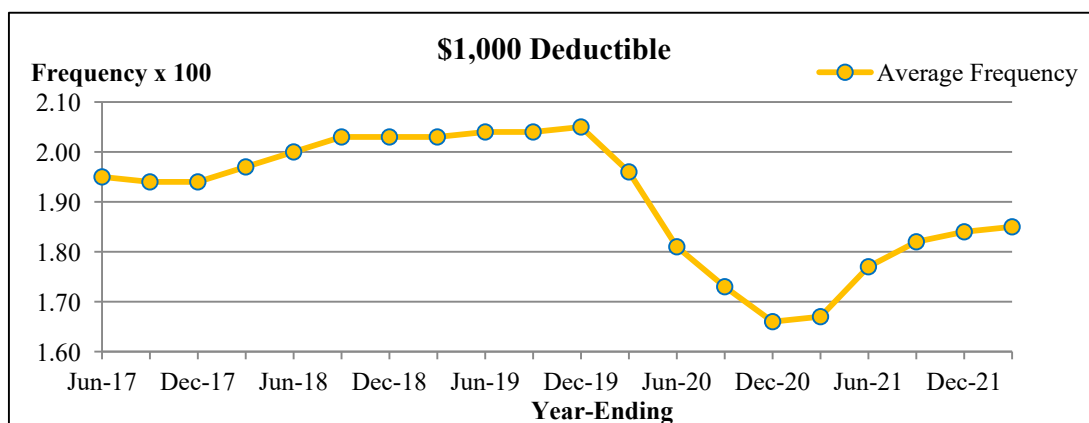
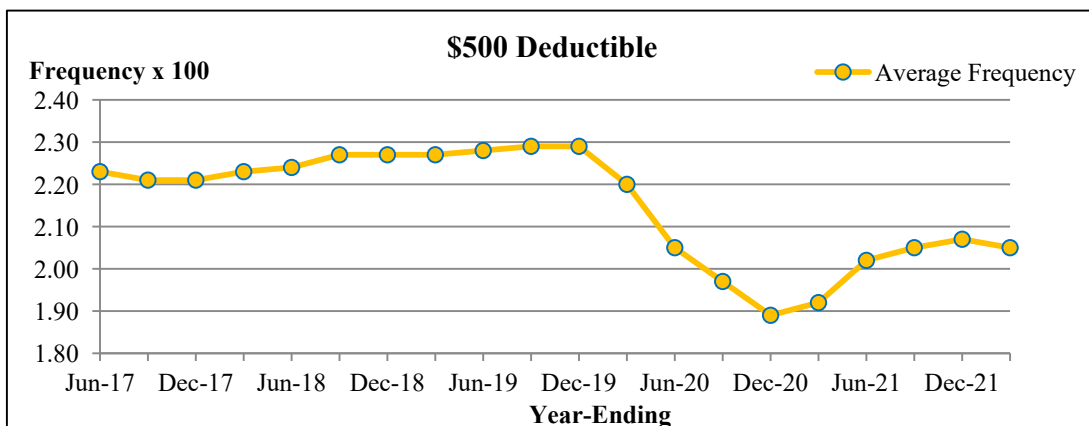
\* Multistate data excludes Massachusetts

\*\* 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%

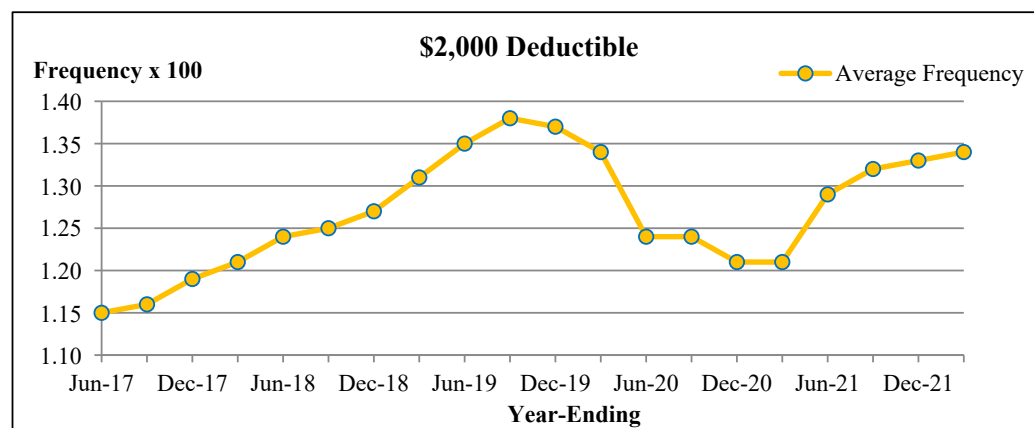
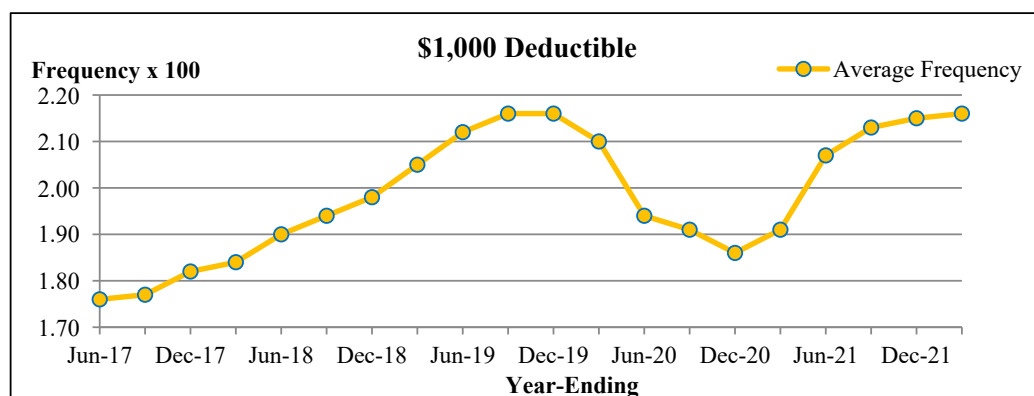
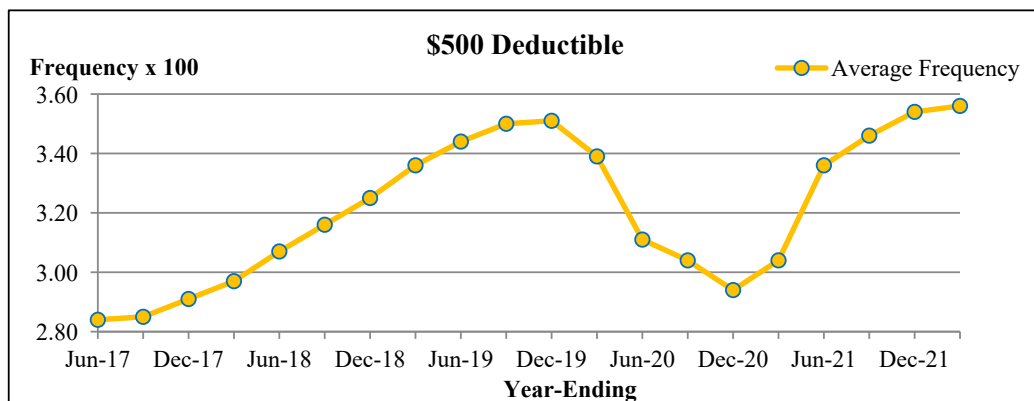
\* Multistate data excludes Massachusetts

\*\* 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%

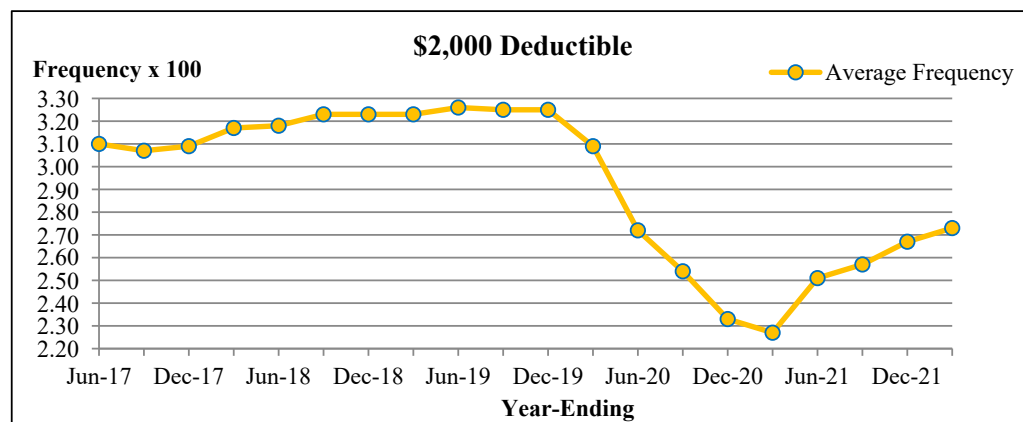
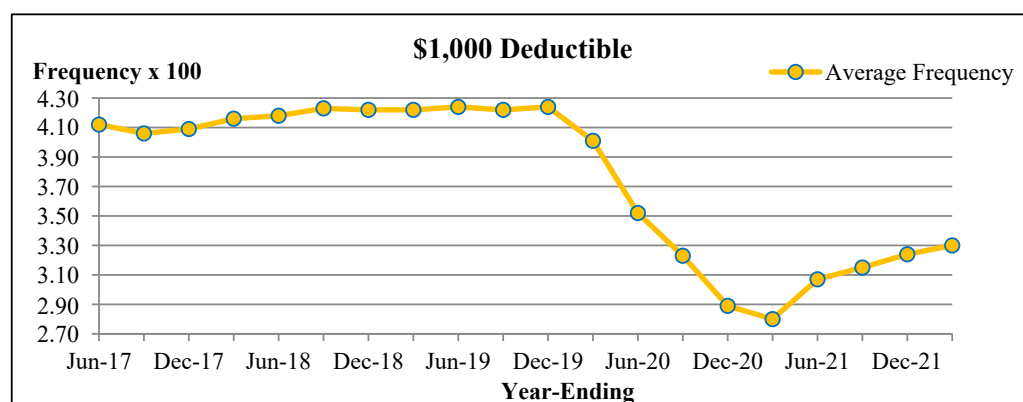
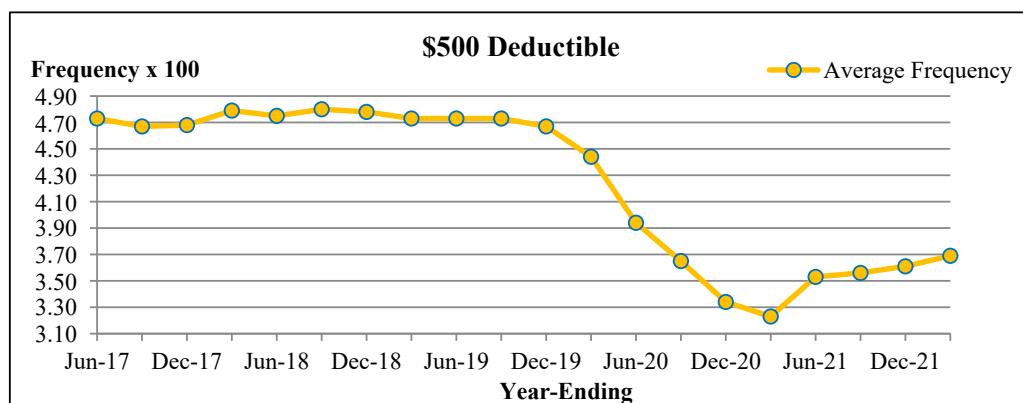
\* Multistate data excludes Massachusetts

\*\* 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

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

Accident				Loss Development Factors	
Year	\$100,000 Basic	Limit		15 to 27	27 to 39
<u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>Months</u>	<u>Months</u>
12/31/2010	1,562,119	2,250,592	2,708,895	1.441	1.204
12/31/2011	2,398,680	2,680,487	2,803,760	1.117	1.046
12/31/2012	1,170,284	1,623,349	1,933,298	1.387	1.191
12/31/2013	2,381,197	3,224,623	3,703,117	1.354	1.148
12/31/2014	1,631,240	2,123,208	2,774,051	1.302	1.307
12/31/2015	2,331,737	2,750,427	2,955,587	1.180	1.075
12/31/2016	2,037,947	2,463,650	2,685,167	1.209	1.090
12/31/2017	2,055,658	2,550,140	2,807,336	1.241	1.101
12/31/2018	2,121,041	2,350,363	2,492,991	1.108	1.061
12/31/2019	2,604,208	3,071,234	3,227,451	1.179	1.051
12/31/2020	1,572,746	1,883,483		1.198	
12/31/2021	2,065,475				
(1) Average Factor (Best 3 of 5) :			(A) State	1.195	1.075
			(B) Multistate	1.276	1.126
(2) Credibility				0.720	0.420
(3) Credibility Weighted Factors				1.218	1.105

## Property Damage

Accident	\$100,000 Basic Limit			Loss Development Factors	
Year				15 to 27	27 to 39
Ending	15 Months	27 Months	39 Months	Months	Months
12/31/2010	3,451,063	3,633,219	3,660,716	1.053	1.008
12/31/2011	3,667,932	3,811,207	3,849,813	1.039	1.010
12/31/2012	2,697,916	2,830,320	2,876,898	1.049	1.016
12/31/2013	3,451,062	3,551,580	3,511,637	1.029	0.989
12/31/2014	3,261,656	3,558,819	3,583,707	1.091	1.007
12/31/2015	3,864,848	4,047,495	4,075,507	1.047	1.007
12/31/2016	3,428,245	3,656,441	3,693,586	1.067	1.010
12/31/2017	4,052,719	4,352,714	4,371,731	1.074	1.004
12/31/2018	3,766,095	4,008,936	4,027,372	1.064	1.005
12/31/2019	4,740,400	4,954,806	4,948,396	1.045	0.999
12/31/2020	3,507,635	3,600,365		1.026	
12/31/2021	4,205,196				
(1) Average Factor (Best 3 of 5) :			(A) State	1.059	1.005
			(B) Multistate	1.050	1.010
(2) Credibility				0.890	0.000
(3) Credibility Weighted Factors				1.058	1.010

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.080	1.005
27 to Ultimate	1.193	1.015
15 to Ultimate	1.453	1.074

\*\* 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

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

Accident	\$100,000 Basic Limit			Loss Development Factors	
Year				15 to 27	27 to 39
<u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>Months</u>	<u>Months</u>
12/31/2010	674,080	1,136,291	1,242,164	1.686	1.093
12/31/2011	408,977	460,224	502,248	1.125	1.091
12/31/2012	554,282	610,062	811,443	1.101	1.330
12/31/2013	774,338	918,359	1,063,246	1.186	1.158
12/31/2014	692,773	798,872	878,975	1.153	1.100
12/31/2015	868,128	967,499	1,032,486	1.114	1.067
12/31/2016	665,432	847,890	775,332	1.274	0.914
12/31/2017	275,353	411,081	422,175	1.493	1.027
12/31/2018	405,884	521,139	501,702	1.284	0.963
12/31/2019	808,869	852,854	875,880	1.054	1.027
12/31/2020	440,666	586,855		1.332	
12/31/2021	680,977				
(1) Average Factor (Best 3 of 5) :			(A) State	1.297	1.006
			(B) Multistate	1.249	1.117
(2) Credibility				0.520	0.310
(3) Credibility Weighted Factors				1.274	1.083

## Property Damage

Accident	\$100,000 Basic Limit			Loss Development Factors	
Year				15 to 27	27 to 39
Ending	15 Months	27 Months	39 Months	Months	Months
12/31/2010	674,729	673,345	673,163	0.998	1.000
12/31/2011	742,967	766,613	764,863	1.032	0.998
12/31/2012	632,304	653,218	657,178	1.033	1.006
12/31/2013	723,671	774,836	775,740	1.071	1.001
12/31/2014	807,994	847,987	854,593	1.049	1.008
12/31/2015	832,159	816,332	822,523	0.981	1.008
12/31/2016	967,366	970,025	984,526	1.003	1.015
12/31/2017	707,497	779,392	789,079	1.102	1.012
12/31/2018	790,328	960,758	963,913	1.216	1.003
12/31/2019	858,844	918,273	968,574	1.069	1.055
12/31/2020	634,875	625,022		0.984	
12/31/2021	628,832				
(1) Average Factor (Best 3 of 5) :			(A) State	1.058	1.012
			(B) Multistate	1.048	1.008
(2) Credibility				0.790	0.000
(3) Credibility Weighted Factors				1.056	1.008

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.079	1.004
27 to Ultimate	1.169	1.012
15 to Ultimate	1.489	1.069

\*\* Multistate factors

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2010	71,868,630	84,356,731	92,579,666	97,303,630	98,869,515
12/31/2011	76,369,478	93,523,574	103,258,442	107,498,826	108,977,532
12/31/2012	75,402,313	93,602,770	101,160,896	105,373,556	107,356,438
12/31/2013	78,419,840	94,350,838	104,862,489	110,557,723	112,312,377
12/31/2014	72,682,846	88,781,711	101,015,878	106,411,078	108,494,745
12/31/2015	74,804,791	93,617,110	104,187,703	109,511,486	111,502,220
12/31/2016	76,293,199	95,918,847	107,604,629	111,702,258	113,894,357
12/31/2017	76,060,845	94,804,812	105,912,071	113,326,646	116,263,914
12/31/2018	79,120,046	98,218,063	109,328,622	113,903,116	
12/31/2019	77,433,516	96,376,461	107,948,250		
12/31/2020	53,723,074	68,610,659			
12/31/2021	61,418,252				

Ratios

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

Summary of Factors

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



## VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2010	99,159,972	98,890,097	98,900,182	98,903,723	98,830,556
12/31/2011	109,611,008	109,747,332	110,170,307	110,293,781	110,315,177
12/31/2012	107,792,115	107,811,916	107,981,773	107,989,444	107,990,143
12/31/2013	112,764,544	112,900,882	112,876,535	113,020,873	
12/31/2014	109,189,726	109,524,062	109,797,241		
12/31/2015	111,587,993	112,089,217			
12/31/2016	115,333,550				

Ratios

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

Summary of Factors

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

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2010	85,598,807	88,581,044	88,839,113	89,016,543	89,004,570
12/31/2011	91,603,582	94,528,429	94,944,002	95,387,876	95,704,397
12/31/2012	94,922,400	98,595,914	99,334,110	99,623,906	99,588,369
12/31/2013	95,114,132	99,243,815	99,983,096	100,151,373	100,207,433
12/31/2014	94,446,294	98,913,777	99,396,711	99,800,188	99,913,351
12/31/2015	97,803,033	101,980,821	102,627,480	102,962,405	103,123,738
12/31/2016	101,082,198	105,499,678	106,486,159	106,469,788	106,620,833
12/31/2017	96,381,696	101,248,370	102,193,292	102,387,256	102,347,373
12/31/2018	100,380,741	105,170,192	105,959,838	106,302,274	
12/31/2019	95,499,436	100,220,198	100,737,682		
12/31/2020	57,824,097	60,578,653			
12/31/2021	67,385,001				

Ratios

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

Summary of Factors

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

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
12/31/2010	89,212,505	89,202,405	89,202,832	89,147,550
12/31/2011	95,789,544	95,858,180	95,858,209	95,858,207
12/31/2012	99,699,852	99,643,171	99,646,404	99,645,136
12/31/2013	100,208,019	100,216,795	100,264,504	100,260,564
12/31/2014	99,901,297	99,883,259	99,905,027	
12/31/2015	103,121,595	103,135,742		
12/31/2016	106,667,969			

Ratios

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

Summary of Factors

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

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2010	11,719,200	14,905,280	19,617,861	21,255,656	21,867,578
12/31/2011	12,689,504	18,813,458	21,781,522	23,558,774	24,743,499
12/31/2012	12,218,923	16,853,219	20,418,224	21,408,692	21,834,666
12/31/2013	11,389,447	15,698,570	18,130,101	19,560,260	20,705,196
12/31/2014	12,814,687	17,049,767	18,475,299	19,782,012	20,330,436
12/31/2015	12,705,580	16,113,299	19,533,094	20,451,203	20,688,942
12/31/2016	10,413,208	16,073,602	20,660,159	22,909,017	23,490,013
12/31/2017	13,114,257	18,366,682	21,240,773	22,709,504	23,070,833
12/31/2018	12,035,951	18,453,075	20,841,424	22,317,893	
12/31/2019	9,504,544	13,969,511	16,144,459		
12/31/2020	6,397,195	10,423,338			
12/31/2021	8,054,936				

Ratios

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

Summary of Factors

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

## VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<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 Ending	<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 Ending	<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

(1)	<b>Public Automobiles Liability</b>	Differentials to Base Loss Cost CSL Liab
	Taxis & Limos	4.02
	School and Church Buses	0.38
	Other Buses	3.16
	Van Pools	0.95
(2)	<b>Public Automobiles Physical Damage</b>	
	Taxis, Limos and Van Pools	
	Other Than Collision:	1.52
	Collision	2.25
	School, Church, and Other Buses	
	Other Than Collision:	0.68
	Collision	0.63
(3)	<b>Medical Payments Relativities</b>	<u><b>EXHIBIT C20</b></u>
(4)	<b>Specified Cause of Loss Relativity</b>	0.576
	This factor is used for Trucks, Tractors, & Trailers and Private Passenger Types.	
(5)	The loss cost for hired autos is set forth in Section D. It applies in all territories and is calculated as 0.25% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.	



VERISK

(3) Medical Payments Relativities		Class of Business					
		Trucks, Tractors, & Trailers	Private Passenger Types	Other Buses	School and Church Buses	Taxicabs and Limousines	Van Pools
Territory		<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>
101		0.0166	0.0318	0.0344	0.0705	0.0416	0.0321
102		0.0221	0.0318	0.0404	0.0559	0.0416	0.0321
116		0.0179	0.0318	0.0455	0.0705	0.0416	0.0321
117		0.0214	0.0318	0.0455	0.0705	0.0416	0.0321
118		0.0182	0.0318	0.0358	0.0498	0.0416	0.0321
121		0.0242	0.0318	0.0523	0.0742	0.0416	0.0321
124		0.0246	0.0318	0.0434	0.0705	0.0416	0.0321
125		0.0360	0.0318	0.0619	0.0705	0.0416	0.0321
126		0.0236	0.0318	0.0573	0.0705	0.0416	0.0321
128		0.0386	0.0318	0.0692	0.0962	0.0416	0.0321
130		0.0241	0.0318	0.0443	0.0705	0.0416	0.0321
131		0.0263	0.0318	0.0433	0.0693	0.0416	0.0321
132		0.0306	0.0318	0.0455	0.0705	0.0416	0.0321
133		0.0298	0.0318	0.0540	0.0742	0.0416	0.0321

## VERISK

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

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

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

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

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

\* EXCLUDES MASSACHUSETTS

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

## VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

## VERISK

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

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

Ratios

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

Summary of Factors

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

## VERISK

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

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

## Ratios

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

## Summary of Factors

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

## VERISK

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

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

## Ratios

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

## Summary of Factors

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

## VERISK

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

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

## Ratios

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

## Summary of Factors

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

## VERISK

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

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

\* EXCLUDES MASSACHUSETTS

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

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



VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

## VERISK

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

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

Ratios

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

Summary of Factors

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

## VERISK

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

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

## Ratios

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

## Summary of Factors

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

## 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%

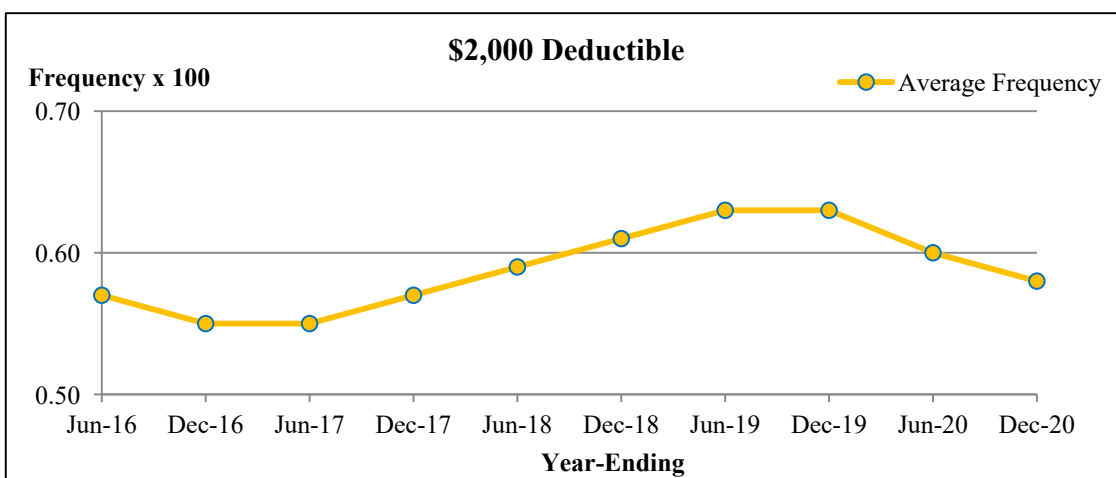
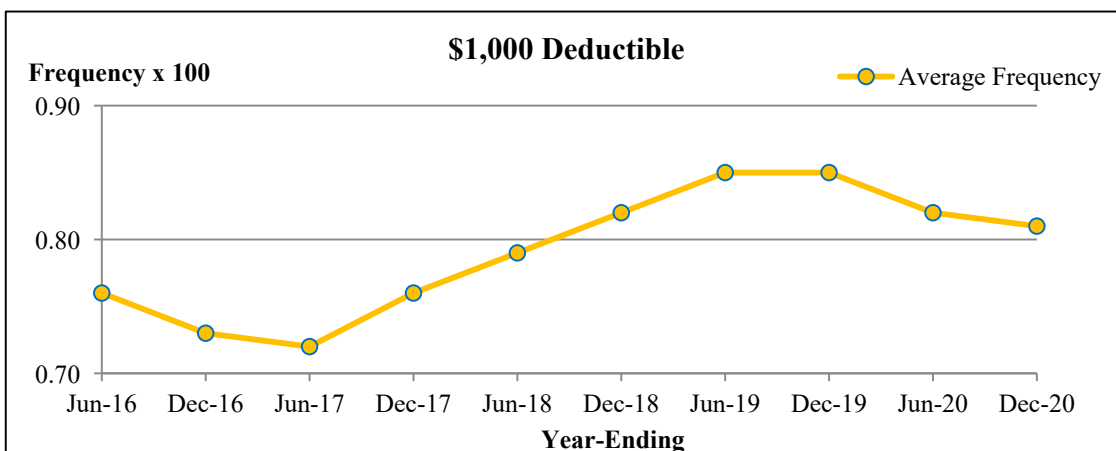
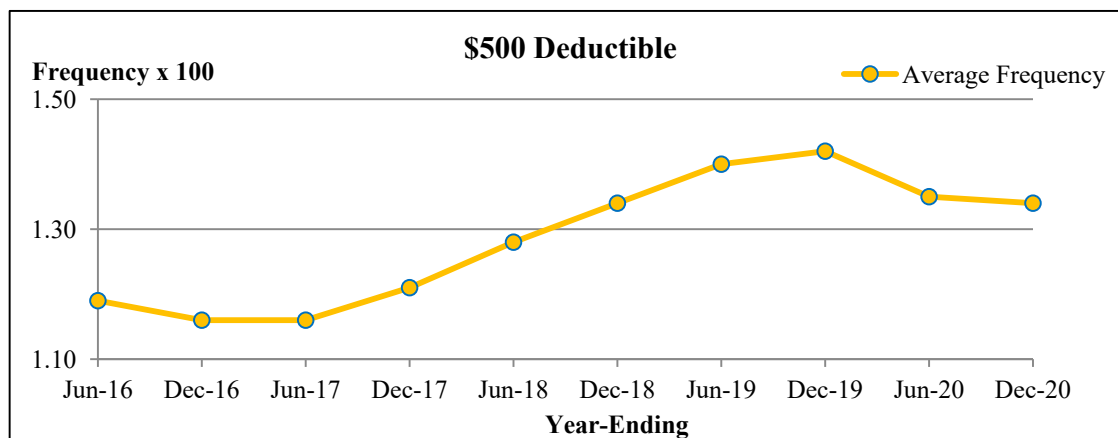
\* Multistate data excludes Massachusetts

\*\* 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%

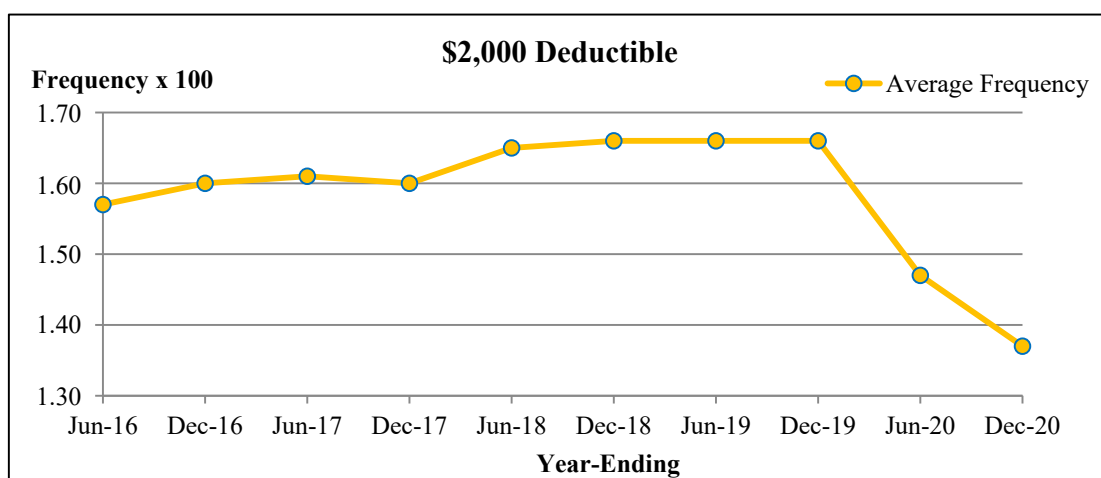
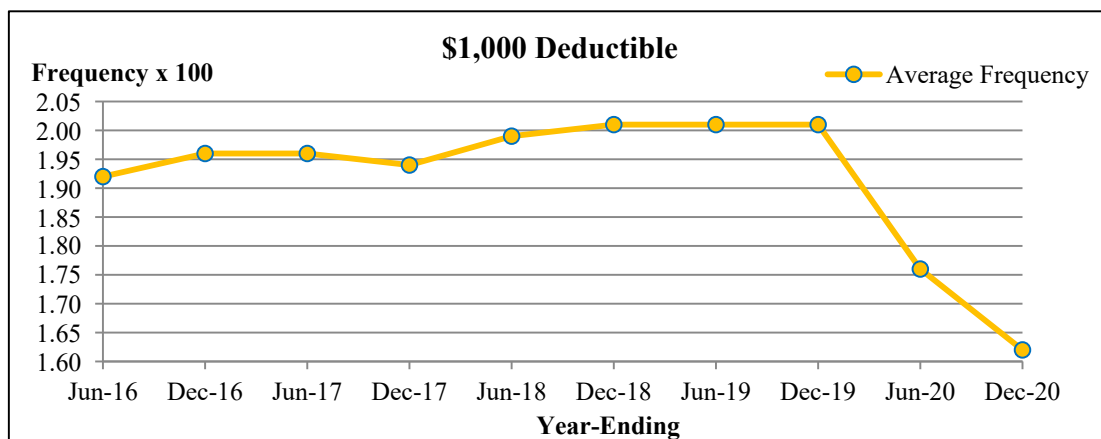
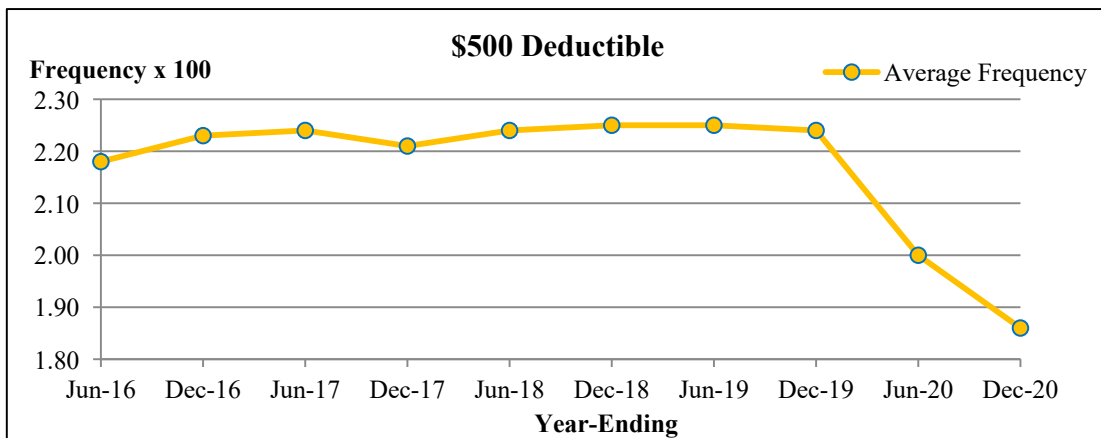
\* Multistate data excludes Massachusetts

\*\* 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

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

## Triangle of Relative Loss Ratios

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

Weighted Aves:

0.992 0.984 0.957 0.943 0.917 0.862 0.875 0.807

Cumulative:

1.000 0.992 0.976 0.934 0.881 0.808 0.696 0.609 0.491

Hired Autos Collision

All Perils

## Triangle of Shifted Losses

	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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**NEW HAMPSHIRE (28)  
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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>		
\$ 550	\$ 9	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 468	\$ 15	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 2211	\$ 92	N/A
– SCHOOL AND CHURCH BUSES		
\$ 209	\$ 15	N/A
– OTHER BUSES		
\$ 1738	\$ 60	N/A
– VAN POOLS		
\$ 523	\$ 17	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 689	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>		

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>		
\$ 485	\$ 11	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 370	\$ 12	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1950	\$ 81	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 184	\$ 10	N/A
<b>– OTHER BUSES</b>		
\$ 1533	\$ 62	N/A
<b>– VAN POOLS</b>		
\$ 461	\$ 15	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 528	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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**NEW HAMPSHIRE (28)  
TERRITORY 116**

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>		
\$ 457	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 385	\$ 12	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1837	\$ 76	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 174	\$ 12	N/A
<b>– OTHER BUSES</b>		
\$ 1444	\$ 66	N/A
<b>– VAN POOLS</b>		
\$ 434	\$ 14	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 647	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>		

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>		
\$ 432	\$ 9	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 293	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1737	\$ 72	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 164	\$ 12	N/A
<b>– OTHER BUSES</b>		
\$ 1365	\$ 62	N/A
<b>– VAN POOLS</b>		
\$ 410	\$ 13	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 490	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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**NEW HAMPSHIRE (28)  
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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>		
\$ 464	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 362	\$ 12	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1865	\$ 78	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 176	\$ 9	N/A
<b>– OTHER BUSES</b>		
\$ 1466	\$ 52	N/A
<b>– VAN POOLS</b>		
\$ 441	\$ 14	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 498	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>		

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>		
\$ 288	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 251	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1158	\$ 48	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 109	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 910	\$ 48	N/A
<b>– VAN POOLS</b>		
\$ 274	\$ 9	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. 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>		
\$ 270	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 248	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1085	\$ 45	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 103	\$ 7	N/A
<b>– OTHER BUSES</b>		
\$ 853	\$ 37	N/A
<b>– VAN POOLS</b>		
\$ 257	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 368	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>		

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>		
\$ 201	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 261	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 808	\$ 34	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 76	\$ 5	N/A
<b>– OTHER BUSES</b>		
\$ 635	\$ 39	N/A
<b>– VAN POOLS</b>		
\$ 191	\$ 6	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.</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>		
\$ 250	\$ 6	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 331	\$ 11	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1005	\$ 42	N/A
– SCHOOL AND CHURCH BUSES		
\$ 95	\$ 7	N/A
– OTHER BUSES		
\$ 790	\$ 45	N/A
– VAN POOLS		
\$ 238	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 328	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>		

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>		
\$ 186	\$ 7	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 188	\$ 6	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 748	\$ 31	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 71	\$ 7	N/A
<b>– OTHER BUSES</b>		
\$ 588	\$ 41	N/A
<b>– VAN POOLS</b>		
\$ 177	\$ 6	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 215	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>		
\$ 371	\$ 9	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 258	\$ 8	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
– TAXICABS AND LIMOUSINES		
\$ 1491	\$ 62	N/A
– SCHOOL AND CHURCH BUSES		
\$ 141	\$ 10	N/A
– OTHER BUSES		
\$ 1172	\$ 52	N/A
– VAN POOLS		
\$ 352	\$ 11	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 381	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>		

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	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 284	\$ 9	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1290	\$ 54	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 122	\$ 8	N/A
<b>– OTHER BUSES</b>		
\$ 1014	\$ 44	N/A
<b>– VAN POOLS</b>		
\$ 305	\$ 10	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 381	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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**NEW HAMPSHIRE (28)  
TERRITORY 132**

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	\$ 8	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>		
\$ 989	\$ 41	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 93	\$ 7	N/A
<b>– OTHER BUSES</b>		
\$ 777	\$ 35	N/A
<b>– VAN POOLS</b>		
\$ 234	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 340	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>		

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>		
\$ 255	\$ 8	N/A
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>		
\$ 221	\$ 7	N/A
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS –</b>		
<b>– TAXICABS AND LIMOUSINES</b>		
\$ 1025	\$ 43	N/A
<b>– SCHOOL AND CHURCH BUSES</b>		
\$ 97	\$ 7	N/A
<b>– OTHER BUSES</b>		
\$ 806	\$ 44	N/A
<b>– VAN POOLS</b>		
\$ 242	\$ 8	N/A
<b>RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT</b>		
\$ 344	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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**NEW HAMPSHIRE (28)  
TERRITORY 101**

<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			
	\$ 37	\$ 65	\$ 406
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 58	\$ 101	\$ 446
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 56	\$ 99	\$ 914
– SCHOOL AND CHURCH BUSES			
	\$ 25	\$ 44	\$ 256
– OTHER BUSES			
	\$ 25	\$ 44	\$ 256
– VAN POOLS			
	\$ 56	\$ 99	\$ 914
<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			
	\$ 40	\$ 69	\$ 388
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 44	\$ 77	\$ 374
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 61	\$ 105	\$ 873
– SCHOOL AND CHURCH BUSES			
	\$ 27	\$ 47	\$ 244
– OTHER BUSES			
	\$ 27	\$ 47	\$ 244
– VAN POOLS			
	\$ 61	\$ 105	\$ 873
<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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**NEW HAMPSHIRE (28)  
TERRITORY 116**

<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	\$ 436
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 48	\$ 84	\$ 419
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 73	\$ 126	\$ 981
– SCHOOL AND CHURCH BUSES			
	\$ 33	\$ 56	\$ 275
– OTHER BUSES			
	\$ 33	\$ 56	\$ 275
– VAN POOLS			
	\$ 73	\$ 126	\$ 981
<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			
	\$ 39	\$ 68	\$ 363
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 54	\$ 93	\$ 430
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 59	\$ 103	\$ 817
– SCHOOL AND CHURCH BUSES			
	\$ 27	\$ 46	\$ 229
– OTHER BUSES			
	\$ 27	\$ 46	\$ 229
– VAN POOLS			
	\$ 59	\$ 103	\$ 817
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			



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**NEW HAMPSHIRE (28)  
TERRITORY 118**

<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			
	\$ 38	\$ 66	\$ 351
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 41	\$ 71	\$ 375
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 58	\$ 100	\$ 790
– SCHOOL AND CHURCH BUSES			
	\$ 26	\$ 45	\$ 221
– OTHER BUSES			
	\$ 26	\$ 45	\$ 221
– VAN POOLS			
	\$ 58	\$ 100	\$ 790
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 29	\$ 51	\$ 314
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 35	\$ 61	\$ 298
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 44	\$ 78	\$ 707
– SCHOOL AND CHURCH BUSES			
	\$ 20	\$ 35	\$ 198
– OTHER BUSES			
	\$ 20	\$ 35	\$ 198
– VAN POOLS			
	\$ 44	\$ 78	\$ 707
<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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**NEW HAMPSHIRE (28)  
TERRITORY 124**

<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			
	\$ 32	\$ 55	\$ 332
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 37	\$ 65	\$ 291
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 49	\$ 84	\$ 747
– SCHOOL AND CHURCH BUSES			
	\$ 22	\$ 37	\$ 209
– OTHER BUSES			
	\$ 22	\$ 37	\$ 209
– VAN POOLS			
	\$ 49	\$ 84	\$ 747
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<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			
	\$ 35	\$ 61	\$ 301
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 37	\$ 65	\$ 347
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 53	\$ 93	\$ 677
– SCHOOL AND CHURCH BUSES			
	\$ 24	\$ 41	\$ 190
– OTHER BUSES			
	\$ 24	\$ 41	\$ 190
– VAN POOLS			
	\$ 53	\$ 93	\$ 677
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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**NEW HAMPSHIRE (28)  
TERRITORY 126**

<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			
	\$ 42	\$ 73	\$ 326
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 37	\$ 64	\$ 509
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 64	\$ 111	\$ 734
– SCHOOL AND CHURCH BUSES			
	\$ 29	\$ 50	\$ 205
– OTHER BUSES			
	\$ 29	\$ 50	\$ 205
– VAN POOLS			
	\$ 64	\$ 111	\$ 734
<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			
	\$ 40	\$ 69	\$ 284
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 54	\$ 94	\$ 347
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 61	\$ 105	\$ 639
– SCHOOL AND CHURCH BUSES			
	\$ 27	\$ 47	\$ 179
– OTHER BUSES			
	\$ 27	\$ 47	\$ 179
– VAN POOLS			
	\$ 61	\$ 105	\$ 639
<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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**NEW HAMPSHIRE (28)  
TERRITORY 130**

<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			
	\$ 27	\$ 47	\$ 295
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 37	\$ 64	\$ 337
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 41	\$ 71	\$ 664
– SCHOOL AND CHURCH BUSES			
	\$ 18	\$ 32	\$ 186
– OTHER BUSES			
	\$ 18	\$ 32	\$ 186
– VAN POOLS			
	\$ 41	\$ 71	\$ 664
<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			
	\$ 30	\$ 52	\$ 312
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 40	\$ 70	\$ 325
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 46	\$ 79	\$ 702
– SCHOOL AND CHURCH BUSES			
	\$ 20	\$ 35	\$ 197
– OTHER BUSES			
	\$ 20	\$ 35	\$ 197
– VAN POOLS			
	\$ 46	\$ 79	\$ 702
<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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**NEW HAMPSHIRE (28)  
TERRITORY 132**

<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			
	\$ 43	\$ 74	\$ 327
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 35	\$ 60	\$ 313
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 65	\$ 112	\$ 736
– SCHOOL AND CHURCH BUSES			
	\$ 29	\$ 50	\$ 206
– OTHER BUSES			
	\$ 29	\$ 50	\$ 206
– VAN POOLS			
	\$ 65	\$ 112	\$ 736
<ul style="list-style-type: none"> <li>• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule <b>222. for premium development.</b></li> <li>• For Private Passenger Types Classifications, refer to Rule <b>232. for premium development.</b></li> <li>• For Other Than Zone-rated Publics Autos, refer to Rule <b>239. for premium development.</b></li> <li>• For Deductible factors, refer to Rule <b>298.</b></li> <li>• For Vehicle Value factors, refer to Rule <b>301.</b></li> </ul>			

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<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			
	\$ 36	\$ 62	\$ 320
<b>RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 44	\$ 77	\$ 343
<b>RULE 240. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 55	\$ 94	\$ 720
– SCHOOL AND CHURCH BUSES			
	\$ 24	\$ 42	\$ 202
– OTHER BUSES			
	\$ 24	\$ 42	\$ 202
– VAN POOLS			
	\$ 55	\$ 94	\$ 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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**290. HIRED AUTOS**

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<b>Cost Of Hire Basis – All Territories Liability Base Loss Cost</b>
\$ 0.86

**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
<b>Specified Causes Of Loss</b>	5,000 Deductible	0.67
	No Deductible	0.22

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

## Supplementary Information – New Hampshire

### 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 New Hampshire

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 – New Hampshire

### **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 – New Hampshire

### New Hampshire 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>
New Hampshire Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+12.1%	-0.4%
Property Damage (\$100,000 Limit)	+8.0%	+7.2%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+7.8%	+5.3%
Property Damage (\$100,000 Limit)	+8.4%	+7.9%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Private Passenger Types		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers		
Bodily Injury (\$100,000 Limit)	+7.8%	+5.3%
Property Damage (\$100,000 Limit)	+8.4%	+7.9%
Private Passenger Types*		
Bodily Injury (\$100,000 Limit)	+7.8%	+5.3%
Property Damage (\$100,000 Limit)	+8.4%	+7.9%

\*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%

New Hampshire 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 -7.1% instead of -4.3%. For the Private Passenger Types coverage, the indication would have been 3.0% instead of 5.8%. For the Auto Dealers coverage, the indication would have been 16.0% instead of 24.2%.

## Supplementary Information – New Hampshire

### Physical Damage Loss Trend

	<u>Coverage</u>	<u>Current Trends</u>	<u>Previous Trends</u>
		<u>Data through 3/31/2022</u>	<u>Data through 12/31/2020</u>
Trucks, Tractors & Trailers	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

	<u>Coverage</u>	<u>Current VVF Trends</u>	<u>Previous OCN Trends</u>
		<u>Data through 3/31/2022</u>	<u>Data through 12/31/2020</u>
Trucks, Tractors & Trailers	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 7.8%, instead of 7.4%, and 11.0%, instead of 5.9%, 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 10.7%, instead of 21.2%, and 3.3%, instead of 11.1%, respectively.

## Supplementary Information – New Hampshire

### Loss Development

#### Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of New Hampshire 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	1.193	1.203
15 to Ultimate	1.453	1.478
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.005	1.004
27 to Ultimate	1.015	1.014
15 to Ultimate	1.074	1.075
Private Passenger Types BI		
39 to Ultimate	1.079	1.080
27 to Ultimate	1.169	1.186
15 to Ultimate	1.489	1.426
Private Passenger Types PD		
39 to Ultimate	1.004	1.003
27 to Ultimate	1.012	1.011
15 to Ultimate	1.069	1.074



## Supplementary Information – New Hampshire

### **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 2.0% 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>
Private Passenger Types Liability	5.8%	N.C.
Auto Dealers Liability	24.2%	N.C.

The overall filed change is 1.2%.

### **Notes**

- The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.
- The high indication for Trucks, Tractors and Trailers Collision is due to the poor experience in two of three years in the review.
- The high indication for Private Passenger Types Collision is due to the poor experience in three of five years in the review.
- The high indication for Auto Dealers Liability is due to a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.