

LOSS COSTS – IMPLEMENTATION

JUNE 21, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-213

MINNESOTA REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

KEY MESSAGE

Loss costs representing a +11.8% statewide change to be implemented.

BACKGROUND

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

CONSIDERATION OF COVID-19

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

ISO ACTION

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

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

SUPPLEMENTARY INFORMATION

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

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

EFFECTIVE DATE

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

IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

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

COMPANY ACTION

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

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

RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

POLICYHOLDER NOTIFICATION

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

FUTURE ISO ACTION

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

REVISION DISTRIBUTION

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

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

ATTACHMENT(S)

- Filing CA-2023-BRLA1
- Supplementary Information

FILES AVAILABLE FOR DOWNLOAD

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

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

DATA QUALITY

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

ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS

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

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

ISO RISK ANALYZER®

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

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

MINNESOTA

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2023-BRLA1

EXECUTIVE SUMMARY

PURPOSE	<p>This document:</p> <ul style="list-style-type: none">• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 11.8% statewide change from the loss costs currently in effect.• provides the analyses used to derive these advisory loss costs.
DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS	<p>Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”</p>
IMPACTS OF COVID-19 ON ADVISORY PROSPECTIVE LOSS COSTS	<p>There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We are including the pandemic experience in our review without adjustment. We will continue to monitor existing reporting trends, including how new data entering the experience period of our next review reflects COVID-19 impacts. Please feel free to contact us for additional discussion, clarification or questions.</p>
FORMAT	<p>In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through D-9, the exhibits are labeled EXHIBIT A1 through EXHIBIT D13, and the revised prospective loss cost pages are numbered E-1 through E-39.</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 & Trailers</u>	<u>Indicated</u>	<u>Filed*</u>	<u>Adjusted**</u>
Liability			
Single Limit Liability	4.0%	4.0%	7.6%
Personal Injury Protection	-4.0%	-4.0%	-4.0%
Physical Damage			
Other than Collision	8.8%	8.8%	3.8%
Collision	39.9%	39.9%	12.3%
Total Trucks, Tractors & Trailers	12.6%	12.6%	7.8%
<u>Private Passenger Types</u>			
Liability			
Single Limit Liability	5.3%	N.C.	-5.0%
Personal Injury Protection	-3.2%	-3.2%	-3.2%
Physical Damage			
Other than Collision	14.0%	14.0%	3.2%
Collision	10.1%	10.1%	10.0%
Total Private Passenger Types	7.6%	5.0%	0.3%
<u>Auto Dealers</u>			
Liability			
Single Limit Liability	26.2%	26.2%	26.2%
Personal Injury Protection	3.0%	N.C.	N.C.
Total Auto Dealers	22.2%	21.7%	21.7%
<u>Hired Autos</u>			
Physical Damage			
Other Than Collision	38.2%	38.2%	38.2%
Collision	166.2%	166.2%	166.2%
Total Hired Autos	126.1%	126.1%	126.1%
<u>Grand Total</u>	12.2%	11.8%	7.1%

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 11/1/2023 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: For Private Passenger Types Liability, No Change (N.C.) was selected to reflect the favorable state experience. For Auto Dealers PIP, No Change (N.C.) was selected due to the modest indication.

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	5.5%	3.0%	5.0%
Filed	5.2%	1.2%	4.8%
Approved	5.2%	1.2%	4.8%

HISTORICAL
SOURCE DATA

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

- ISO companies reporting voluntary automobile experience under the Commercial Automobile modules of ISO's statistical plans.
- Accident year data through year ended 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 REPORTED EXPERIENCE (CONT'D)	Trucks, Tractors & Trailers PIP	+3.9%
	Private Passenger Types PIP	+3.5%
	Trucks, Tractors & Trailers OTC	+6.5%
	Trucks, Tractors & Trailers Collision	+8.5%
	Private Passenger Types OTC	+6.5%
	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. Western National Mutual Insurance Co.
2. Travelers Indemnity Co.
3. Employers Mutual Casualty Co.
4. Federated Mutual Insurance Co.
5. Allstate Insurance Co.
6. Insurance Co. of North America
7. Cincinnati Insurance Co.
8. Hanover Insurance Co.
9. Selective Insurance Co. of America
10. Canal Insurance Co.

PHYSICAL DAMAGE (ASLOB 21.2)

1. Western National Mutual Insurance Co.
2. Travelers Indemnity Co.
3. Federated Mutual Insurance Co.
4. Employers Mutual Casualty Co.
5. Cincinnati Insurance Co.
6. Great American Insurance Co.
7. Westfield Insurance Co.
8. Liberty Mutual Insurance Co.
9. Canal Insurance Co.
10. Motors Insurance Corp.

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)

31.1%

Physical Damage (ASLOB 21.2)

25.6%

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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MINNESOTA
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

INTRODUCTION	Commercial Automobile advisory prospective loss costs are determined by evaluating the adequacy of the current ISO loss costs to pay for our best estimate of losses and all loss adjustment expenses that will be incurred in the prospective (or future) period. This evaluation is done separately by coverage for the major classes.
STEP 1: DETERMINATION OF STATEWIDE LOSS COST INDICATION	The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in Exhibits B1-B5 .
STEP 2: DISTRIBUTION TO TERRITORIES	For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average. See the calculations in Exhibits B6-B15 .
STEP 3: APPLICATION OF PERCENT CHANGES	The last step is the calculation of the ISO advisory prospective loss costs. This is achieved by applying either the filed statewide or territorial changes to the current ISO loss costs. For liability, the percentage change is applied at the basic limit; for physical damage, it is applied at the base OCN, age and deductible. The resulting Loss Costs are displayed in Section E.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

OBJECTIVE	The objective of this procedure is to determine the indicated statewide advisory loss cost level change. This procedure answers the question: what percentage changes must be made on average to the current ISO loss costs in order for them to be adequate to cover indemnity losses and all loss adjustment expenses incurred in the prospective period in which the revised loss costs are assumed to be in effect?
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DESCRIPTION	This procedure compares the developed and trended incurred losses and loss adjustment expenses with the aggregate loss costs at current ISO loss cost level, which is the aggregate amount that would have been collected if the current ISO loss costs were used during the experience period. This experience ratio (losses and all loss adjustment expenses divided by aggregate loss costs) is calculated for several years and a weighted average is calculated. The weights are determined as a function of the credibility or volume of claim experience. The average experience ratio is then credibility weighted with the expected experience ratio in order to minimize the impact of random variation in the observed losses. This credibility weighted experience ratio is the indicated statewide advisory loss cost level change in decimal form. See the calculations in Exhibits B1-B5 .
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EXPERIENCE BASE	The experience used in this review is the latest available as reported under the ISO Commercial Statistical Plan. All coverages are on an accident year basis. For liability, the review is conducted on a \$100,000 basic limits basis - indemnity losses are limited to \$100,000 per occurrence.
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AGGREGATE LOSS COSTS (Item 1)	<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 & 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>
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INCURRED
LOSSES & LAE
(Item 2)

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

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

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

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

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

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

EXPERIENCE
RATIO
(Item 3)

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

YEAR WEIGHTS
(Item 4)

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

EXPECTED
EXPERIENCE
RATIO
(Item 7)

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

CREDIBILITY

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

CREDIBILITY
WEIGHTED
EXPERIENCE
RATIO

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

OBJECTIVE	The objective of this procedure is to distribute the statewide loss cost indication by territory. In other words, what percentage changes by territory should be made in order to equitably achieve an adequate statewide prospective loss cost level?
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TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE	For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost. See the calculations in Exhibits B6-B15 .
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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 AND PIP TERRITORY DEVELOPMENT

COLUMN (1) EARNED CAR YEARS	Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).
COLUMN (2) \$100,000 LIABILITY OR BASIC PIP 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 \$100,000 liability or basic PIP loss cost at present ISO manual level. Liability loss costs are 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 or basic PIP 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 liability or basic PIP 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> $[\text{Terr. Group Col. (4)} \times \text{Terr. Group Col. (5)}] \\ + [\text{SW Total Col. (4)} \times (1.0 - \text{Terr. Group Col. (5)})]$

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.)

COLUMN (8)
BASE CLASS
LOSS COST

Present ISO \$100,000 liability base class loss cost or basic PIP loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

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

COLUMN (10)
REVISED BASE
LOSS COST

Revised \$100,000 liability base loss cost or basic PIP loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

Percentage change from the present base loss cost to the revised base loss cost.

EXPLANATORY MEMORANDUM FOR AUTO DEALERS LIABILITY AND PIP

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 LIABILITY OR BASIC PIP LOSS COST	These are the revised Trucks, Tractors & Trailers \$100,000 liability base loss costs or basic PIP loss costs.
COLUMN (4) AUTO DEALERS PRESENT \$100,000 LIABILITY OR BASIC PIP LOSS COST	Current Auto Dealers \$100,000 liability base loss cost or basic PIP 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 limit base loss cost or basic PIP loss cost.

COLUMN (11)
LOSS COST
CHANGE

Percentage change from the present base loss cost to the revised base loss cost.

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

COLUMN (1) EARNED CAR YEARS	Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).
COLUMN (2) UNDERLYING LOSS COST	Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the present ISO manual loss cost trended to a prospective level by the application of VVF trend factors.
COLUMN (3) 5 YEAR ENDED EXPERIENCE LOSS COST	Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is trended and include all loss adjustment expenses.
COLUMN (4) EXPERIENCE RATIO LOSS COST	For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average loss cost at present ISO manual level. [Col. (3) / Col. (2)]
COLUMN (5) CREDIBILITY	The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).
COLUMN (6) FORMULA EXPERIENCE RATIO	<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.

COLUMN (10)
REVISED BASE
LOSS COST

Revised base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

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

LOSS ADJUSTMENT EXPENSE FACTORS

OBJECTIVE	The reported indemnity losses must be loaded for any loss adjustment expenses (LAE) that are not reported in statistical detail to ISO. See the calculations in Exhibit C1 .
LIABILITY COVERAGES	For the liability coverages, allocated loss adjustment expenses are reported in detail to ISO under the Commercial Statistical Plan. Unallocated loss adjustment expenses must be loaded into the losses. A factor representing the ratio of the sum of the incurred indemnity losses plus all LAE to the sum of the incurred indemnity losses plus allocated LAE was selected based on multistate financial data from a Special Call Submission for available writers.
PHYSICAL DAMAGE COVERAGES	For the physical damage coverages, accident year paid indemnity losses are reported. All loss adjustment expenses must be loaded into the reported losses. A factor representing the ratio of incurred losses plus all LAE to incurred losses was selected based on multistate financial data from the Insurance Expense Exhibits for agency and direct writers.

AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

OBJECTIVE	<p>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.</p>
DETERMINATION OF HISTORICAL AVERAGE CLAIM COST TREND	<p>To determine the historical average claim cost trend, ISO makes use of the Least Squares Method fitted to the reported time series data; specifically, an exponential curve represented by the equation $Y=A(B^X)$ is fitted to the paid claim cost data. The parameters A and B are calculated by regressing Y, which is the applicable claim cost on X, which is the unit of time. The resulting fitted curve allows the determination of a historical average trend for the data under review. See the calculations in Exhibits C2-C3.</p>
LIABILITY LOSS TREND	<p>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.</p>
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

The data underlying the claim frequency trend selections is shown on the attached claim frequency exhibits. See the calculations in **Exhibits C4-C5**. The exhibits include quarterly points for Multistate incurred frequency trend separately for Trucks, Tractors, and Trailers and Private Passenger Types. As can be seen from these exhibits (and corresponding graphs), frequency for both bodily injury and property damage has generally changed from year to year in an unpredictable manner.

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

PHYSICAL
DAMAGE:
LOSS TREND

Data Selections

- In our Physical Damage Trend review, we try to include as much data as possible for each deductible level that we analyze. With this goal in mind, for a given deductible level, we include all losses written at or below that deductible level. For example, consider an event causing \$1,500 of damage on a policy written with a \$250 deductible. This would be reported as a \$1,250 loss. In order to include as much data as possible in our review, we would generate 3 different records for this loss, one at each deductible that we analyze:

At \$250 deductible: \$1,250 loss
At \$500 deductible: \$1,000 loss
At \$1,000 deductible: \$500 loss

Each of these deductible levels is analyzed independently of the other levels, so that there are no instances of double-counting loss records.

- Wind and Water losses are removed from our Other Than Collision trend reviews due to the high variability of these types of losses from year to year.
- Theft losses have been removed from our Other Than Collision trend reviews due to a large increase in small-value theft claims which have caused an inappropriate distortion in severity trend.

Data Adjustments

In our Physical Damage trend review, we employ two adjustments to the data with the objective of diminishing distortions in the trend that we do not wish to measure. Our goal is to only measure inflationary effects.

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

1) All losses are divided by the appropriate class plan and age 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 <u>Pure Premium</u>	Private Passenger Types <u>Pure Premium</u>
OTC:	+6.5%	+6.5%
COLL:	+8.5%	+8.0%

PERSONAL
INJURY
PROTECTION
TREND

The average annual trend for personal injury protection coverage is based on consumer price indices for medical and hospital related services, and wage data from the Bureau of Labor statistics. The average annual claim cost trend uses a weighted average of the medical and wage trends using weights based on type of loss data for this state. The weighted average annual trend in claim cost is then multiplied by the selected average annual trend in claim frequency. The average annual trend in claim frequency for PIP that is used is the same for bodily injury claim frequency.

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>Change</u>
16 Point Fit	<u>R-Squared</u>	
	0.9214	7.0%
12 Point Fit	0.9453	8.9%

LIABILITY PREMIUM TREND

OBJECTIVE

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

DATA LIMITATIONS UNIQUE TO PREMIUM TREND

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

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

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

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

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

<u>Earned Year Ending</u>	<u>Trucks, Tractors and Trailers</u>	<u>Private Passenger Types</u>
3/31/2018	0.0%	0.1%
3/31/2019	0.2%	3.4%
3/31/2020	1.2%	3.8%
3/31/2021	17.9%	7.0%
3/31/2022	48.9%	34.9%

DATA
LIMITATIONS
UNIQUE TO
PREMIUM TREND,
CONTINUED

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

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

In the first cut of data, we display results using only the most recent three and a half years ending 3/31/2022 for Private Passenger Types, and the two and a half most recent years for Trucks, Tractors and Trailers, and to include in both only companies that reported vehicle age codes in full detail during that timeframe. This first cut has a far smaller volume that is typically used for this analysis, and we do not deem the indications to be fully credible. We observe that the significantly greater volume of usable reporting in the most recent year means that we will have available a much more credible version of this review when we next perform an experience review in one year's time.

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

DESCRIPTION
OF DATA

Subject to the unique limitations described immediately above, two measures of the average Liability Rating Factors are displayed on the following exhibits. See the calculations in **Exhibits C6-C7**. The data is displayed by coverage. To determine the historical average trend for Factors, ISO makes use of the Least Squares Method to fit a curve to the reported time series data. Specifically, an exponential curve represented by the equation

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

is fitted to the average vehicle value factors. Based on the results of these curves, and mindful of the data limitations discussed above, ISO has selected annual Liability premium trends of 0.4% and 0.0% for Trucks, Tractors & Trailers and Private Passenger Types respectively.

PHYSICAL DAMAGE VVF TREND

OBJECTIVE

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

DATA LIMITATIONS UNIQUE TO PREMIUM TREND

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

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

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

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

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 Exhibits C14-C16 .
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 & 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 & 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>

STATE
CREDIBILITY
WEIGHTED
FACTORS

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

Trucks, Tractors & Trailers

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

Private Passenger Types

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

TRUCKS,
TRACTORS &
TRAILERS AND
PRIVATE
PASSENGER
TYPES

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

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

AUTO DEALERS

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

LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

OBJECTIVE	The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.
DESCRIPTION OF EXPERIENCE PERIOD DATA	For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of 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 Exhibits C17-C18 .
DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY	For Collision and Other Than Collision coverages, one multistate group is used. Losses are developed to an ultimate settlement basis. Three-year averages are calculated for each age-to-age link ratio. These link ratios are accumulated to develop losses to 123 months. Development beyond 123 months is assumed to be 1.000.

CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

OBJECTIVE	<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, PIP, other than collision and collision respectively. Separate standards by coverage/major class for full credibility were calculated using the Mayerson, Jones and Bowers expansion formula.</p>
CREDIBILITY FOR EXPERIENCE LOSS RATIO	<p>The assignment of credibility to the experience loss ratio is based on the total number of claims for the years used. For liability, the claims are based on BI and PD claims combined. For physical damage, credibility is determined separately for OTC and Collision. Partial credibility (Z), as used for the experience loss ratio, is determined using the square root rule as follows:</p> $Z = \sqrt{\frac{\text{Claims}}{X}}$ <p>Where X equals the full credibility standard, by line and coverage, as shown on the following pages of this section.</p>
YEAR WEIGHTS	<p>The weights assigned to the loss ratio by year are based on the credibility of the average number of claims for the years of experience used. A maximum of five years of experience may be used. This procedure is described in detail in the flow chart on the following page. The claim standard used to determine the year weights is based on the credibility standard for each coverage. The schedules of the number of claims required for the year weight assignments are shown on the following pages.</p>

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

TRUCKS, TRACTORS, & TRAILERS AND PRIVATE PASSENGER TYPES

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

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims \geq 3,000,
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims \geq 350,
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims $<$ 350,
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 PIP FLOWCHART TO DETERMINE
YEAR WEIGHTS AND
EXPERIENCE PERIOD CREDIBILITY

AUTO DEALERS

- Step 1: Determine Number of Years to be used and Year Weights.
1. If Latest Year claims ≥ 683
Assign 100% weight to latest year.
 - 2.A. If Latest Year claims < 683
Then add latest 2 years of claims and
divide by 2 to determine the 2 year average.
 - B. If 2 year Avg. # of claims $\geq 85\%$ of 683
Then assign 85/15 weights.
 - 3.A. If 2 year Avg. # of claims $< 85\%$ of 683
then
 - B.1.a. Use 3 year Avg. # of claims.
 - b. If 3 year Avg. # of claims $\geq 70\%$ of 683
Then assign 70/20/10 weights.
 - c. If 3 year Avg. # of claims $< 70\%$ but $\geq 50\%$ of 683
Then assign 50/30/20 weights.
 - B.2.a. If 3 year Avg. # of claims $< 50\%$ of 683
Sum 3 year total claims and determine the experience
credibility.
 - b. If 3 year Experience Cred. $\geq 50\%$
Use 50/30/20.
 - c. If 3 year Experience Cred. $< 50\%$
Add a 4th Prior Year's claims to determine 4 year
total of claims and determine the experience credibility.
 - d. If 4 year Experience Cred. $\geq 50\%$
Use of 40/30/20/10
 - e. If 4 year Experience Cred. $< 50\%$
Use 5 years of experience with 30/25/20/15/10 weights.
- Step 2: Determine Experience Period Credibility.
Use the total # of claims for the number of years used in the
review as determined from Step 1.

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

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

ALL LIABILITY COVERAGES
CREDIBILITY TABLE
NUMBER OF CLAIMS

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

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

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

PERSONAL INJURY PROTECTION
CREDIBILITY TABLES
NUMBER OF CLAIMS

<u>Credibility</u>	<u>Trucks, Tractors & Trailers and Private Pass Types</u>			<u>Credibility</u>	<u>Auto Dealers</u>		
*0.00	0	-	7	*0.00	0	-	6
0.05	8	-	29	0.10	7	-	27
0.10	30	-	67	0.20	28	-	61
0.15	68	-	119	0.30	62	-	109
0.20	120	-	187	0.40	110	-	170
0.25	188	-	269	0.50	171	-	245
0.30	270	-	367	0.60	246	-	334
0.35	368	-	479	0.70	335	-	437
0.40	480	-	607	0.80	438	-	553
0.45	608	-	749	0.90	554	-	682
0.50	750	-	907	1.00	>		682
0.55	908	-	1,079				
0.60	1,080	-	1,267				
0.65	1,268	-	1,469				
0.70	1,470	-	1,687				
0.75	1,688	-	1,919				
0.80	1,920	-	2,167				
0.85	2,168	-	2,429				
0.90	2,430	-	2,707				
0.95	2,708	-	2,999				
1.00		>	2,999				

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

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

PHYSICAL DAMAGE
CREDIBILITY TABLES
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

MINNESOTA
CLAIMS PER TERRITORY
LIABILITY AND PIP

Territory	Trucks, Tractors & Trailers Incurred Claims 5 Years Ending 3/31/2022		Private Passenger Types Incurred Claims 5 Years Ending 3/31/2022	
	Combined BI and PD	PIP	Combined BI and PD	PIP
101	1,511	42	346	44
103	160	10	25	0
104	107	6	12	0
105	1,252	40	253	48
108	790	16	131	16
109	765	26	111	23
112	794	41	140	17
113	989	54	147	34
114	176	9	22	5
115	212	14	51	4
116	642	37	108	6
117	990	41	129	19
118	19	1	9	0
119	30	1	7	1
120	94	1	11	2
121	64	2	10	1
122	176	8	42	5
123	239	12	39	9
124	35	1	7	1
SW Total	9,045	362	1,600	235

Claims for Trend

BI

PD

330

2,050

MINNESOTA
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	1,034	801	446	440
103	238	123	110	47
104	189	88	53	11
105	1,179	729	439	296
108	549	463	183	148
109	767	503	257	134
112	1,723	838	420	157
113	1,785	733	373	153
114	302	178	74	38
115	640	225	155	40
116	1,139	585	255	117
117	1,182	663	276	176
118	26	17	3	8
119	34	23	4	6
120	213	64	50	15
121	96	52	9	7
122	162	105	33	36
123	267	161	94	47
124	45	26	12	7
SW Total	11,570	6,377	3,246	1,883

WIND AND WATER PROCEDURE OTHER THAN COLLISION

OBJECTIVE

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

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

DESCRIPTION OF WIND AND WATER ADJUSTMENT PROCEDURE

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

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

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

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

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

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MINNESOTA

TRUCKS, TRACTORS, AND TRAILERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	183,023	1,260,909	1,077,886	0.170	0.017	18,324	1,279,233
1988	176,330	1,592,777	1,416,447	0.124	0.063	89,236	1,682,013
1989	93,069	1,848,860	1,755,791	0.053	0.134	235,276	2,084,136
1990	176,463	2,151,999	1,975,536	0.089	0.098	193,603	2,345,602
1991	123,491	2,326,401	2,202,910	0.056	0.131	288,581	2,614,982
1992	187,123	2,545,170	2,358,047	0.079	0.108	254,669	2,799,839
1993	129,062	2,238,477	2,109,415	0.061	0.126	265,786	2,504,263
1994	235,980	2,543,650	2,307,670	0.102	0.085	196,152	2,739,802
1995	194,447	2,877,279	2,682,832	0.072	0.115	308,526	3,185,805
1996	218,741	3,653,144	3,434,403	0.064	0.123	422,432	4,075,576
1997	299,141	4,391,527	4,092,386	0.073	0.114	466,532	4,858,059
1998	768,648	6,257,879	5,489,231	0.140	0.047	257,994	6,515,873
1999	5,495,832	12,096,994	6,601,162	0.833	-0.646	-4,264,351	7,832,643
2000	716,461	7,264,283	6,547,822	0.109	0.078	510,730	7,775,013
2001	1,229,036	8,172,173	6,943,137	0.177	0.010	69,431	8,241,604
2002	1,800,764	7,465,822	5,665,058	0.318	-0.131	-742,123	6,723,699
2003	279,523	4,255,318	3,975,795	0.070	0.117	465,168	4,720,486
2004	142,065	2,262,877	2,120,812	0.067	0.120	254,497	2,517,374
2005	157,374	2,162,989	2,005,615	0.078	0.109	218,612	2,381,601
2006	474,974	3,065,722	2,590,748	0.183	0.004	10,363	3,076,085
2007	897,024	3,361,530	2,464,506	0.364	-0.177	-436,218	2,925,312
2008	969,811	3,620,098	2,650,287	0.366	-0.179	-474,401	3,145,697
2009	1,506,039	4,233,499	2,727,460	0.552	-0.365	-995,523	3,237,976
2010	210,938	3,033,280	2,822,342	0.075	0.112	316,102	3,349,382
2011	1,048,363	4,775,530	3,727,167	0.281	-0.094	-350,354	4,425,176
2012	614,206	3,685,705	3,071,499	0.200	-0.013	-39,929	3,645,776
2013	668,795	3,493,114	2,824,319	0.237	-0.050	-141,216	3,351,898
2014	586,694	2,998,419	2,411,725	0.243	-0.056	-135,057	2,863,362
2015	378,455	4,066,712	3,688,257	0.103	0.084	309,814	4,376,526
2016	541,162	4,973,777	4,432,615	0.122	0.065	288,120	5,261,897
2017	840,164	5,271,891	4,431,727	0.190	-0.003	-13,295	5,258,596
2018	1,750,839	6,518,042	4,767,203	0.367	-0.180	-858,097	5,659,945
2019	712,294	5,662,524	4,950,230	0.144	0.043	212,860	5,875,384
2020	1,532,570	6,917,006	5,384,436	0.285	-0.098	-527,675	6,389,331
2021	919,860	6,429,083	5,509,223	0.167	0.020	110,184	6,539,267
2022	701,651	6,600,713	5,899,062	0.119	0.068	401,136	7,001,849

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.187

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MINNESOTA

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	179,311	1,125,077	945,766	0.190	0.106	100,251	1,225,328
1988	272,279	1,515,364	1,243,085	0.219	0.077	95,718	1,611,082
1989	145,569	1,335,523	1,189,954	0.122	0.174	207,052	1,542,575
1990	215,783	1,548,085	1,332,302	0.162	0.134	178,528	1,726,613
1991	115,081	1,614,521	1,499,440	0.077	0.219	328,377	1,942,898
1992	161,364	1,527,603	1,366,239	0.118	0.178	243,191	1,770,794
1993	82,016	1,443,331	1,361,315	0.060	0.236	321,270	1,764,601
1994	105,933	1,608,374	1,502,441	0.071	0.225	338,049	1,946,423
1995	213,907	1,663,557	1,449,650	0.148	0.148	214,548	1,878,105
1996	191,634	1,655,739	1,464,105	0.131	0.165	241,577	1,897,316
1997	223,512	1,877,412	1,653,900	0.135	0.161	266,278	2,143,690
1998	463,481	2,315,585	1,852,104	0.250	0.046	85,197	2,400,782
1999	4,575,751	7,177,869	2,602,118	1.758	-1.462	-3,804,297	3,373,572
2000	354,974	2,813,501	2,458,527	0.144	0.152	373,696	3,187,197
2001	772,406	3,131,354	2,358,948	0.327	-0.031	-73,127	3,058,227
2002	844,108	3,099,333	2,255,225	0.374	-0.078	-175,908	2,923,425
2003	184,998	1,653,713	1,468,715	0.126	0.170	249,682	1,903,395
2004	58,147	827,502	769,355	0.076	0.220	169,258	996,760
2005	67,649	809,984	742,335	0.091	0.205	152,179	962,163
2006	329,813	1,283,008	953,195	0.346	-0.050	-47,660	1,235,348
2007	475,916	1,290,522	814,606	0.584	-0.288	-234,607	1,055,915
2008	375,583	1,097,658	722,075	0.520	-0.224	-161,745	935,913
2009	848,446	1,726,614	878,168	0.966	-0.670	-588,373	1,138,241
2010	68,467	945,429	876,962	0.078	0.218	191,178	1,136,607
2011	464,471	1,481,462	1,016,991	0.457	-0.161	-163,736	1,317,726
2012	241,892	1,119,644	877,752	0.276	0.020	17,555	1,137,199
2013	335,600	1,399,286	1,063,686	0.316	-0.020	-21,274	1,378,012
2014	552,114	1,424,018	871,904	0.633	-0.337	-293,832	1,130,186
2015	239,997	1,291,266	1,051,269	0.228	0.068	71,486	1,362,752
2016	300,893	1,345,243	1,044,350	0.288	0.008	8,355	1,353,598
2017	182,784	1,207,683	1,024,899	0.178	0.118	120,938	1,328,621
2018	458,803	1,557,328	1,098,525	0.418	-0.122	-134,020	1,423,308
2019	185,331	1,297,469	1,112,138	0.167	0.129	143,466	1,440,935
2020	520,450	2,044,798	1,524,348	0.341	-0.045	-68,596	1,976,202
2021	212,227	1,392,582	1,180,355	0.180	0.116	136,921	1,529,503
2022	96,736	1,260,971	1,164,235	0.083	0.213	247,982	1,508,953

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.296

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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

TERRITORIAL WIND AND WATER PROCEDURE OTHER THAN COLLISION

OBJECTIVE	<p>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.</p>
DESCRIPTION OF TERRITORIAL WIND AND WATER PROCEDURE	<p>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.</p> <p>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.)</p> <p>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.</p> <p>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.</p> <p>$\text{Territorial adjusted total losses} = \text{territorial Wind and Water provision} + \text{territorial non-Wind and Water losses}$</p> <p>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.</p> <p>A sample of the territory Wind and Water procedure is shown on the following page.</p>

METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

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

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

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

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

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

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.

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 & Trailers. This ratio will be used later to determine the indicated multistate advisory liability relativity for Rule 290. - Hired Autos. See the calculations in Exhibits D1-D2.</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">• Incurred indemnity losses are capped at the basic limit;• Developed to an ultimate settlement basis by the application of loss development factors; <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 & 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.

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 Exhibits D3-D4 .
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)

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.

INDICATED
RELATIVITY
(Item 9)

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

SELECTED
RELATIVITY
(Item 10)

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.

FILED
CHANGE
(Item 11)

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

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.
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STEP 1: DETERMINATION OF MULTISTATE LOSS COST INDICATION	The first step in this process is the determination of the multistate loss cost indications for Hired Autos OTC and Collision. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibit labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in Exhibit D5 .
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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.
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STEP 3: REVISED MULTISTATE BASE LOSS COSTS	The multistate OTC and Collision loss costs appearing in this section are calculated by multiplying the current multistate base loss cost by the filed change (from Exhibit D5) and by an off-balance factor. The Deductible Discount Factor changes in this filing will be introduced on a "revenue neutral" basis. That is, an off-balance factor (OBF) will be applied to the base loss costs so that, on average, there is no change to the aggregate loss costs. The off-balance factors are calculated on Exhibit D11 . See the calculation of the revised multistate base loss costs in Exhibit D12 .
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STEP 4:
REVISED
LOSS COSTS BY
DEDUCTIBLE

The revised indicated OTC and Collision loss costs by deductible are determined by multiplying the revised multistate base loss cost (**Exhibit 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.

EXPERIENCE
PERIOD DATA

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 - DETERMINATION OF MULTISTATE ADVISORY LOSS COST LEVEL CHANGE

OBJECTIVE	<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 Exhibit D5.</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">• Developed to an ultimate settlement basis by the application of loss development factors (see Exhibit D6);• Loaded for all loss adjustment expenses (see Section C);• Placed on the prospective cost/frequency levels by the application of trend factors (see Exhibits D7 and D8).
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

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

Coverages	Aggregate Loss Cost at Current Level (B)	Loss Cost Changes (C)
TRUCKS, TRACTORS & TRAILERS (D)		
Liability		
Single Limit Liability	\$ 32,847,458	4.0%
Personal Injury Protection	1,165,942	-4.0%
Combined	34,013,400	3.7%
Physical Damage		
Other Than Collision	9,095,405	8.8%
Collision	12,282,959	39.9%
Combined	21,378,364	26.7%
Total Trucks, Tractors & Trailers	55,391,764	12.6%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	4,281,745	N.C.
Personal Injury Protection	546,651	-3.2%
Combined	4,828,396	-0.4%
Physical Damage		
Other Than Collision	1,693,071	14.0%
Collision	2,045,515	10.1%
Combined	3,738,586	11.9%
Total Private Passenger Types	8,566,982	5.0%
AUTO DEALERS		
Liability		
Single Limit Liability	796,402	26.2%
Personal Injury Protection	164,568	N.C.
Combined	960,970	21.7%
Total Auto Dealers	960,970	21.7%
HIRED AUTOS		
Physical Damage		
Other Than Collision	17,140	38.2%
Collision	37,576	166.2%
Combined	54,716	126.1%
Total Hired Autos	54,716	126.1%
GRAND TOTAL ALL COVERAGES	64,974,432	11.8%
TOTAL LIABILITY	39,802,766	3.7%
TOTAL PHYSICAL DAMAGE	25,171,666	24.7%

(A) An implementation date of 11/01/2023 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

MINNESOTA
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	
Code	Liability	PIP
101	5.4%	-5.4%
103	3.8%	-6.9%
104	4.8%	-3.1%
105	1.9%	-6.5%
108	3.6%	-5.7%
109	3.7%	-5.1%
112	8.8%	-5.9%
113	2.9%	0.0%
114	1.3%	-5.3%
115	8.4%	0.0%
116	3.1%	0.0%
117	2.2%	-3.2%
118	4.1%	-5.3%
119	3.1%	-5.3%
120	2.3%	-5.3%
121	4.4%	-5.3%
122	10.3%	0.0%
123	6.5%	-4.3%
124	1.6%	-5.3%

VERISK

MINNESOTA
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	7.0%	41.0%	6.8%
103	7.1%	37.5%	6.1%
104	6.6%	39.5%	6.7%
105	6.3%	37.8%	6.0%
108	5.8%	41.0%	6.3%
109	5.5%	43.8%	4.7%
112	11.7%	42.8%	11.7%
113	10.1%	37.7%	10.8%
114	4.3%	38.8%	5.0%
115	16.0%	40.7%	16.5%
116	7.6%	39.8%	7.2%
117	8.5%	38.4%	8.5%
118	8.6%	38.6%	8.6%
119	5.7%	38.4%	4.9%
120	11.7%	33.8%	12.7%
121	10.7%	44.5%	11.3%
122	12.2%	33.9%	11.1%
123	6.5%	39.8%	5.6%
124	7.5%	37.7%	7.8%

VERISK

MINNESOTA
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		Physical Damage		Specified Causes
Code	\$100,000 CSL	PIP	Comprehensive ^(a)	Collision ^(b)	of Loss ^(c)
101	408	35	137	354	79
103	217	27	181	385	104
104	176	31	193	364	111
105	371	29	152	339	88
108	320	33	147	361	85
109	365	37	154	374	89
112	149	16	200	337	115
113	216	28	196	318	113
114	161	18	218	333	126
115	142	15	196	294	113
116	168	18	155	341	89
117	319	30	154	328	89
118	203	18	152	316	88
119	234	18	148	328	85
120	175	18	200	277	115
121	189	18	155	302	89
122	192	20	156	308	90
123	246	22	164	330	94
124	196	18	144	285	83

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

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

(c) 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

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability ^(a)	PIP
101		-6.8%
103		-3.7%
104		-4.0%
105		5.0%
108		-5.3%
109		-2.9%
112		-4.3%
113		3.3%
114		-5.0%
115		-5.0%
116		-3.6%
117		-6.5%
118		-4.1%
119		-4.1%
120		-4.1%
121		-4.1%
122		-3.9%
123		-1.6%
124		-4.8%

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

VERISK

MINNESOTA
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	15.3%	11.6%	15.7%
103	13.2%	8.2%	12.6%
104	12.8%	7.5%	12.8%
105	13.9%	9.6%	13.8%
108	15.6%	5.3%	16.3%
109	14.6%	10.9%	15.6%
112	17.1%	9.0%	16.9%
113	11.3%	7.8%	11.4%
114	12.1%	11.1%	11.8%
115	13.0%	13.4%	12.9%
116	9.5%	8.9%	9.6%
117	15.3%	18.7%	15.6%
118	13.7%	9.9%	13.6%
119	13.4%	10.1%	14.3%
120	16.4%	9.9%	17.3%
121	14.0%	10.3%	14.6%
122	13.3%	13.1%	13.2%
123	11.5%	6.5%	11.3%
124	13.4%	10.1%	14.3%

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory	Liability		Physical Damage		Specified Causes
Code	\$100,000 CSL	PIP	Comprehensive ^(a)	Collision ^(b)	of Loss ^(c)
101	294	82	166	413	96
103	219	52	249	408	143
104	177	72	290	343	167
105	243	63	172	298	99
108	288	90	185	421	107
109	227	68	180	296	104
112	173	45	301	279	173
113	187	62	256	305	147
114	167	57	297	320	171
115	188	57	304	262	175
116	168	53	219	244	126
117	227	86	219	292	126
118	229	47	174	255	100
119	226	47	152	273	88
120	198	47	199	255	115
121	217	47	204	247	118
122	242	49	238	371	137
123	218	63	223	326	128
124	228	59	152	294	88

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

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

(c) 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

MINNESOTA
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	PIP ^(a)
101	34.3%	
103	18.0%	
104	26.9%	
105	30.8%	
108	2.3%	
109	31.1%	
112	24.0%	
113	19.5%	
114	18.7%	
115	27.0%	
116	28.0%	
117	24.2%	
118	24.1%	
119	22.1%	
120	30.4%	
121	20.7%	
122	27.1%	
123	28.3%	
124	18.8%	

(a) For Auto Dealers PIP, No Change (N.C.) was selected due to the modest indication.

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR AUTO DEALERS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	PIP
101	579	43
103	308	31
104	250	35
105	526	34
108	454	41
109	518	44
112	212	20
113	306	33
114	229	22
115	202	17
116	238	21
117	452	35
118	288	21
119	332	21
120	249	21
121	268	21
122	272	22
123	349	26
124	278	21

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory	\$100,000 CSL	
Code	Liability	PIP
101	5.4%	-4.3%
103	3.5%	-5.6%
104	4.4%	-5.0%
105	1.7%	-5.3%
108	3.4%	-9.1%
109	3.9%	-4.2%
112	9.2%	-9.1%
113	2.5%	0.0%
114	1.3%	-8.3%
115	8.9%	0.0%
116	3.2%	0.0%
117	2.4%	0.0%
118	4.3%	-8.3%
119	2.8%	-8.3%
120	2.5%	-8.3%
121	4.7%	-8.3%
122	10.3%	0.0%
123	6.8%	0.0%
124	1.6%	-8.3%

VERISK

MINNESOTA
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	6.7%	41.1%	7.1%
103	7.0%	37.5%	6.0%
104	6.5%	39.5%	7.0%
105	6.5%	37.7%	6.3%
108	5.7%	41.0%	5.7%
109	5.4%	43.9%	4.7%
112	11.8%	42.7%	11.5%
113	10.0%	37.7%	11.0%
114	4.1%	38.7%	5.5%
115	16.0%	40.9%	17.0%
116	7.8%	39.7%	7.1%
117	8.3%	38.5%	8.0%
118	8.5%	38.6%	8.9%
119	5.6%	38.5%	4.9%
120	11.8%	33.7%	12.9%
121	10.8%	44.7%	10.7%
122	12.3%	33.8%	11.4%
123	6.4%	39.9%	5.9%
124	7.4%	37.6%	7.7%

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR VAN POOLS POLICY COVERAGES

Territory	Liability		Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	PIP ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	388	22	208	797	120
103	206	17	275	866	158
104	167	19	293	819	169
105	352	18	231	763	134
108	304	20	223	812	129
109	347	23	234	842	135
112	142	10	304	758	175
113	205	17	298	716	172
114	153	11	331	749	192
115	135	9	298	662	172
116	160	11	236	767	135
117	303	19	234	738	135
118	193	11	231	711	134
119	222	11	225	738	129
120	166	11	304	623	175
121	180	11	236	680	135
122	182	12	237	693	137
123	234	14	249	743	143
124	186	11	219	641	126

(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 PIP have been calculated by a relativity of 0.62 to the Trucks, Tractors, and Trailers PIP loss costs.

(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

MINNESOTA
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	
Code	Liability	PIP
101	5.4%	-5.7%
103	3.8%	-6.6%
104	4.9%	-3.3%
105	1.9%	-6.2%
108	3.5%	-5.5%
109	3.7%	-4.9%
112	8.7%	-6.3%
113	2.8%	0.0%
114	1.3%	-5.6%
115	8.3%	0.0%
116	3.1%	0.0%
117	2.2%	-2.8%
118	4.1%	-5.6%
119	3.1%	-5.6%
120	2.5%	-5.6%
121	4.4%	-5.6%
122	10.4%	0.0%
123	6.5%	-4.6%
124	1.5%	-5.6%

VERISK

MINNESOTA
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	6.7%	41.1%	7.1%
103	7.0%	37.5%	6.0%
104	6.5%	39.5%	7.0%
105	6.5%	37.7%	6.3%
108	5.7%	41.0%	5.7%
109	5.4%	43.9%	4.7%
112	11.8%	42.7%	11.5%
113	10.0%	37.7%	11.0%
114	4.1%	38.7%	5.5%
115	16.0%	40.9%	17.0%
116	7.8%	39.7%	7.1%
117	8.3%	38.5%	8.0%
118	8.5%	38.6%	8.9%
119	5.6%	38.5%	4.9%
120	11.8%	33.7%	12.9%
121	10.8%	44.7%	10.7%
122	12.3%	33.8%	11.4%
123	6.4%	39.9%	5.9%
124	7.4%	37.6%	7.7%

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory	Liability		Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	PIP ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	1640	164	208	797	120
103	872	127	275	866	158
104	708	145	293	819	169
105	1491	136	231	763	134
108	1286	155	223	812	129
109	1467	174	234	842	135
112	599	75	304	758	175
113	868	131	298	716	172
114	647	84	331	749	192
115	571	70	298	662	172
116	675	84	236	767	135
117	1282	141	234	738	135
118	816	84	231	711	134
119	941	84	225	738	129
120	704	84	304	623	175
121	760	84	236	680	135
122	772	94	237	693	137
123	989	103	249	743	143
124	788	84	219	641	126

- (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 PIP have been calculated by a relativity of 4.69 to the Trucks, Tractors, and Trailers PIP loss costs.
- (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

MINNESOTA
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	
Code	Liability	PIP
101	5.4%	-4.8%
103	3.8%	-11.8%
104	4.7%	0.0%
105	2.2%	-5.6%
108	4.3%	-5.0%
109	3.7%	-4.5%
112	9.6%	-10.0%
113	2.5%	0.0%
114	1.7%	-9.1%
115	8.0%	0.0%
116	3.2%	0.0%
117	1.7%	-5.6%
118	4.1%	-9.1%
119	3.5%	-9.1%
120	3.1%	-9.1%
121	4.3%	-9.1%
122	10.6%	0.0%
123	5.7%	0.0%
124	1.4%	-9.1%

VERISK

MINNESOTA
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	6.9%	41.1%	8.0%
103	7.0%	38.1%	6.0%
104	6.5%	39.6%	5.6%
105	6.2%	38.1%	7.1%
108	5.3%	41.0%	7.4%
109	6.1%	43.9%	5.2%
112	11.5%	42.3%	11.4%
113	9.9%	37.0%	11.6%
114	4.2%	39.1%	4.9%
115	15.7%	40.2%	16.7%
116	7.1%	39.6%	8.9%
117	8.2%	38.9%	8.9%
118	8.4%	38.2%	9.1%
119	6.3%	38.9%	5.5%
120	11.5%	34.6%	13.0%
121	10.5%	43.9%	13.0%
122	11.6%	33.8%	10.9%
123	6.7%	39.6%	4.9%
124	7.7%	38.5%	7.7%

VERISK

MINNESOTA
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		Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	PIP ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	155	20	93	223	54
103	82	15	123	243	71
104	67	18	131	229	75
105	141	17	103	214	60
108	122	19	100	227	58
109	139	21	105	236	61
112	57	9	136	212	78
113	82	16	133	200	77
114	61	10	148	210	86
115	54	9	133	185	77
116	64	10	105	215	61
117	121	17	105	207	61
118	77	10	103	199	60
119	89	10	101	207	58
120	67	10	136	175	78
121	72	10	105	190	61
122	73	11	106	194	61
123	93	13	112	208	64
124	74	10	98	180	56

(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 PIP have been calculated by a relativity of 0.57 to the Trucks, Tractors, and Trailers PIP loss costs.

(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

MINNESOTA
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	
Code	Liability	PIP
101	5.4%	-5.4%
103	3.9%	-7.0%
104	4.7%	-3.4%
105	1.9%	-6.5%
108	3.6%	-5.8%
109	3.7%	-5.2%
112	8.8%	-6.5%
113	2.9%	0.0%
114	1.4%	-5.8%
115	8.5%	0.0%
116	3.1%	0.0%
117	2.2%	-3.0%
118	4.1%	-5.8%
119	3.1%	-5.8%
120	2.4%	-5.8%
121	4.4%	-5.8%
122	10.4%	0.0%
123	6.4%	-4.8%
124	1.5%	-5.8%

VERISK

MINNESOTA
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	6.9%	41.1%	8.0%
103	7.0%	38.1%	6.0%
104	6.5%	39.6%	5.6%
105	6.2%	38.1%	7.1%
108	5.3%	41.0%	7.4%
109	6.1%	43.9%	5.2%
112	11.5%	42.3%	11.4%
113	9.9%	37.0%	11.6%
114	4.2%	39.1%	4.9%
115	15.7%	40.2%	16.7%
116	7.1%	39.6%	8.9%
117	8.2%	38.9%	8.9%
118	8.4%	38.2%	9.1%
119	6.3%	38.9%	5.5%
120	11.5%	34.6%	13.0%
121	10.5%	43.9%	13.0%
122	11.6%	33.8%	10.9%
123	6.7%	39.6%	4.9%
124	7.7%	38.5%	7.7%

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR ALL OTHER BUSES POLICY COVERAGES

Territory	Liability		Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	PIP ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	1289	191	93	223	54
103	686	147	123	243	71
104	556	169	131	229	75
105	1172	158	103	214	60
108	1011	180	100	227	58
109	1153	202	105	236	61
112	471	87	136	212	78
113	683	153	133	200	77
114	509	98	148	210	86
115	449	82	133	185	77
116	531	98	105	215	61
117	1008	164	105	207	61
118	641	98	103	199	60
119	739	98	101	207	58
120	553	98	136	175	78
121	597	98	105	190	61
122	607	109	106	194	61
123	777	120	112	208	64
124	619	98	98	180	56

(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 PIP have been calculated by a relativity of 5.46 to the Trucks, Tractors, and Trailers PIP loss costs.

(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

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

	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) \$100,000 INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF INCURRED CLAIMS
ACCIDENT YEAR ENDING					
03/31/20	\$21,488,889	\$21,466,908	0.999	20%	1,829
03/31/21	\$20,711,156	\$18,687,526	0.902	30%	1,303
03/31/22	\$20,151,815	\$21,756,255	1.080	50%	1,526
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.011
(7)	EXPECTED EXPERIENCE RATIO (D).				1.084
(8)	CREDIBILITY (E).				0.60
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.040
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				4.0%
(11)	FILED CHANGE.				4.0%
(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 11/01/23 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 1.083 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 3 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

VERISK

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES				
	03/31/20	\$4,709,069	\$7,989,122	
	03/31/21	\$4,842,134	\$6,529,605	
	03/31/22	\$4,973,138	\$7,951,542	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)				
	03/31/20	\$5,526,705	\$8,872,120	
	03/31/21	\$6,260,443	\$7,323,442	
	03/31/22	\$7,891,624	\$9,208,204	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)				
		7.8%	8.4%	8.1%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)				
	03/31/20	\$8,096,623	\$13,370,285	\$21,466,908
	03/31/21	\$8,507,942	\$10,179,584	\$18,687,526
	03/31/22	\$9,951,338	\$11,804,918	\$21,756,255
(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.	
	03/31/20	1.102	1.005	
	03/31/21	1.214	1.015	
	03/31/22	1.490	1.048	
(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.				

	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/20	10/1/19	5.083
03/31/21	10/1/20	4.083
03/31/22	10/1/21	3.083

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS AT CURRENT LEVEL		
	03/31/20	\$21,067,538
	03/31/21	\$20,384,996
	03/31/22	\$19,912,861
(2) SELECTED ANNUAL PREMIUM TREND (SEE TREND EXHIBIT IN SECTION C)		
		0.4%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)		
	03/31/20	\$21,488,889
	03/31/21	\$20,711,156
	03/31/22	\$20,151,815
(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 11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.		
YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
03/31/20	4/1/19	5.083
03/31/21	4/1/20	4.083
03/31/22	4/1/21	3.083

VERISK

MINNESOTA
 AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 PERSONAL INJURY PROTECTION

ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF INCURRED CLAIMS
03/31/18	\$1,122,355	\$902,335	0.804	10%	83
03/31/19	\$1,123,531	\$1,455,051	1.295	15%	108
03/31/20	\$1,103,486	\$884,857	0.802	20%	63
03/31/21	\$1,143,406	\$591,830	0.518	25%	49
03/31/22	\$1,165,942	\$787,196	0.675	30%	59
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)).				0.767
(7)	EXPECTED EXPERIENCE RATIO (D).				1.042
(8)	CREDIBILITY (E).				0.30
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))).				0.960
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				-4.0%
(11)	FILED CHANGE.				-4.0%
(A)	TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.				
(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 PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE 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 11/01/23 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 1.083 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 3,000 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

VERISK

MINNESOTA
TRUCKS, TRACTORS, AND TRAILERS
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	03/31/18	\$646,272
ALLOCATED LOSS	03/31/19	\$1,079,365
ADJUSTMENT EXPENSES	03/31/20	\$687,956
	03/31/21	\$474,896
	03/31/22	\$600,570
(2) DEVELOPED LOSSES AND	03/31/18	\$688,280
ALL LOSS ADJUSTMENT	03/31/19	\$1,152,972
EXPENSES (A)	03/31/20	\$728,277
	03/31/21	\$506,270
	03/31/22	\$699,730
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		3.9%
(4) TRENDED LOSSES AND	03/31/18	\$902,335
ALL LOSS ADJUSTMENT	03/31/19	\$1,455,051
EXPENSES (B)	03/31/20	\$884,857
	03/31/21	\$591,830
	03/31/22	\$787,196

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

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.065
2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	PIP
03/31/18	1.000
03/31/19	1.003
03/31/20	0.994
03/31/21	1.001
03/31/22	1.094

(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 11/01/23
WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.083
03/31/19	10/1/18	6.083
03/31/20	10/1/19	5.083
03/31/21	10/1/20	4.083
03/31/22	10/1/21	3.083

VERISK

MINNESOTA
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					
	03/31/20	\$8,748,685	\$9,907,770	1.132	20%	2,402
	03/31/21	\$8,516,652	\$9,521,693	1.118	30%	2,086
	03/31/22	\$9,095,405	\$9,820,970	1.080	50%	2,500
COLL.	03/31/20	\$12,561,175	\$18,779,441	1.495	20%	1,321
	03/31/21	\$12,807,677	\$15,684,853	1.225	30%	1,133
	03/31/22	\$12,282,959	\$18,882,469	1.537	50%	1,272
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.101	1.436
(7)	EXPECTED EXPERIENCE RATIO (D).				1.048	1.064
(8)	CREDIBILITY (E).				0.75	0.90
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.088	1.399
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				8.8%	39.9%
(11)	FILED CHANGE.				8.8%	39.9%
(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 11/01/23 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 1.083 YEAR(S).					
(E)	CREDIBILITY IS BASED ON A 3 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES			
	03/31/20	\$6,389,331	\$11,036,688
	03/31/21	\$6,539,267	\$10,074,930
	03/31/22	\$7,001,849	\$13,553,111
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	03/31/20	\$7,195,185	\$12,403,858
	03/31/21	\$7,364,032	\$11,243,622
	03/31/22	\$8,089,761	\$14,683,102
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.5%	8.5%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	03/31/20	\$9,907,770	\$18,779,441
	03/31/21	\$9,521,693	\$15,684,853
	03/31/22	\$9,820,970	\$18,882,469
(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.
	03/31/20	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 11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.			
	AVERAGE DATE	PROJECTION	PROJECTION
YEAR ENDING	OF ACCIDENT	PERIOD OTC	PERIOD COLL
03/31/20	10/1/19	5.083	5.083
03/31/21	10/1/20	4.083	4.083
03/31/22	10/1/21	3.083	3.083

VERISK

MINNESOTA
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 AT CURRENT LEVEL			
	03/31/20	\$7,910,203	\$11,076,874
	03/31/21	\$7,856,690	\$11,580,178
	03/31/22	\$8,556,355	\$11,383,651
(2) SELECTED ANNUAL VVF TREND (SEE TREND EXHIBIT IN SECTION C)			
		2.0%	2.5%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)			
	03/31/20	\$8,748,685	\$12,561,175
	03/31/21	\$8,516,652	\$12,807,677
	03/31/22	\$9,095,405	\$12,282,959
(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 11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.			
YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/20	4/1/19	5.083	5.083
03/31/21	4/1/20	4.083	4.083
03/31/22	4/1/21	3.083	3.083

VERISK

MINNESOTA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT	AGGREGATE	\$100,000			
YEAR	LOSS COST AT	INCURRED	EXPERIENCE	ACCIDENT YEAR	NUMBER OF
ENDING	CURRENT	LOSSES	RATIO	WEIGHTS	INCURRED
	LEVEL (B)	(C)	(2) / (1)		CLAIMS
03/31/18	\$3,593,413	\$4,530,807	1.261	10%	445
03/31/19	\$3,478,260	\$5,267,198	1.514	15%	427
03/31/20	\$3,276,649	\$3,226,047	0.985	20%	340
03/31/21	\$2,968,914	\$2,204,319	0.742	25%	190
03/31/22	\$2,831,842	\$2,367,108	0.836	30%	198
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.987
(7)	EXPECTED EXPERIENCE RATIO (D).				1.089
(8)	CREDIBILITY (E).				0.35
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.053
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				5.3%
(11)	FILED CHANGE.				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 11/01/23 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 1.083 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

MINNESOTA
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	\$997,055	\$1,390,787	
ALLOCATED LOSS	03/31/19	\$1,298,847	\$1,685,073	
ADJUSTMENT EXPENSES	03/31/20	\$745,113	\$1,176,516	
	03/31/21	\$543,333	\$795,351	
	03/31/22	\$473,238	\$934,399	
(2) DEVELOPED LOSSES AND	03/31/18	\$1,062,925	\$1,536,820	
ALL LOSS ADJUSTMENT	03/31/19	\$1,408,171	\$1,863,868	
EXPENSES (A)	03/31/20	\$859,410	\$1,305,250	
	03/31/21	\$712,318	\$889,409	
	03/31/22	\$753,982	\$1,104,787	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.8%	8.4%	8.2%
(4) TRENDED LOSSES AND	03/31/18	\$1,809,098	\$2,721,708	\$4,530,807
ALL LOSS ADJUSTMENT	03/31/19	\$2,223,502	\$3,043,696	\$5,267,198
EXPENSES (B)	03/31/20	\$1,259,036	\$1,967,012	\$3,226,047
	03/31/21	\$968,040	\$1,236,279	\$2,204,319
	03/31/22	\$950,771	\$1,416,337	\$2,367,108
(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	1.001	1.000	
	03/31/19	1.018	1.001	
	03/31/20	1.083	1.004	
	03/31/21	1.231	1.012	
	03/31/22	1.496	1.070	

(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 11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.083
03/31/19	10/1/18	6.083
03/31/20	10/1/19	5.083
03/31/21	10/1/20	4.083
03/31/22	10/1/21	3.083

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	03/31/18	\$3,593,413
AT CURRENT LEVEL	03/31/19	\$3,478,260
	03/31/20	\$3,276,649
	03/31/21	\$2,968,914
	03/31/22	\$2,831,842
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.0%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	03/31/18	\$3,593,413
LOSS COSTS AT	03/31/19	\$3,478,260
CURRENT LEVEL (A)	03/31/20	\$3,276,649
	03/31/21	\$2,968,914
	03/31/22	\$2,831,842

(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
11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
03/31/18	4/1/17	7.083
03/31/19	4/1/18	6.083
03/31/20	4/1/19	5.083
03/31/21	4/1/20	4.083
03/31/22	4/1/21	3.083

VERISK

MINNESOTA
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 PERSONAL INJURY PROTECTION

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
03/31/18	\$652,314	\$681,185	1.044	10%	61
03/31/19	\$624,657	\$665,313	1.065	15%	71
03/31/20	\$576,248	\$479,731	0.833	20%	45
03/31/21	\$568,714	\$336,862	0.592	25%	24
03/31/22	\$546,651	\$324,029	0.593	30%	34
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.757
(7)	EXPECTED EXPERIENCE RATIO (D).				1.038
(8)	CREDIBILITY (E).				0.25
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				0.968
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				-3.2%
(11)	FILED CHANGE.				-3.2%
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 232 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.				
(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 PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE 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 11/01/23 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 1.083 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 3,000 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

VERISK

MINNESOTA
PRIVATE PASSENGER TYPES
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	03/31/18	\$501,262
ALLOCATED LOSS	03/31/19	\$505,141
ADJUSTMENT EXPENSES	03/31/20	\$374,468
	03/31/21	\$265,257
	03/31/22	\$269,035
(2) DEVELOPED LOSSES AND	03/31/18	\$533,844
ALL LOSS ADJUSTMENT	03/31/19	\$539,589
EXPENSES (A)	03/31/20	\$402,797
	03/31/21	\$292,669
	03/31/22	\$291,393
(3) SELECTED ANNUAL LOSS		
TREND (SEE TREND		3.5%
EXHIBIT IN SECTION C)		
(4) TRENDED LOSSES AND	03/31/18	\$681,185
ALL LOSS ADJUSTMENT	03/31/19	\$665,313
EXPENSES (B)	03/31/20	\$479,731
	03/31/21	\$336,862
	03/31/22	\$324,029

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

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.065
2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	PIP
03/31/18	1.000
03/31/19	1.003
03/31/20	1.010
03/31/21	1.036
03/31/22	1.017

(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 11/01/23
WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.083
03/31/19	10/1/18	6.083
03/31/20	10/1/19	5.083
03/31/21	10/1/20	4.083
03/31/22	10/1/21	3.083

VERISK

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

COVERAGE	ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF PAID CLAIMS
O.T.C	03/31/18	\$2,403,449	\$2,501,109	1.041	10%	668
	03/31/19	\$2,216,772	\$2,378,083	1.073	15%	672
	03/31/20	\$2,143,397	\$3,058,323	1.427	20%	736
	03/31/21	\$1,943,244	\$2,220,403	1.143	25%	582
	03/31/22	\$1,693,071	\$2,079,400	1.228	30%	588
COLL.	03/31/18	\$2,753,473	\$3,294,169	1.196	10%	450
	03/31/19	\$2,598,006	\$3,611,614	1.390	15%	495
	03/31/20	\$2,452,767	\$3,069,351	1.251	20%	416
	03/31/21	\$2,275,344	\$1,902,239	0.836	25%	251
	03/31/22	\$2,045,515	\$2,211,911	1.081	30%	271
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.204	1.112
(7)	EXPECTED EXPERIENCE RATIO (D).				1.043	1.075
(8)	CREDIBILITY (E).				0.60	0.70
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.140	1.101
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				14.0%	10.1%
(11)	FILED CHANGE.				14.0%	10.1%
(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 11/01/23 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 1.083 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/18	\$1,423,308	\$1,697,478
	03/31/19	\$1,440,935	\$2,010,221
	03/31/20	\$1,976,202	\$1,846,547
	03/31/21	\$1,529,503	\$1,245,081
	03/31/22	\$1,508,953	\$1,647,806
(2) DEVELOPED LOSSES AND	03/31/18	\$1,601,222	\$1,909,663
ALL LOSS ADJUSTMENT	03/31/19	\$1,621,052	\$2,261,499
EXPENSES (A)	03/31/20	\$2,221,004	\$2,075,288
	03/31/21	\$1,717,249	\$1,389,510
	03/31/22	\$1,712,850	\$1,744,409
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.5%	8.0%
(4) TRENDED LOSSES AND	03/31/18	\$2,501,109	\$3,294,169
ALL LOSS ADJUSTMENT	03/31/19	\$2,378,083	\$3,611,614
EXPENSES (B)	03/31/20	\$3,058,323	\$3,069,351
	03/31/21	\$2,220,403	\$1,902,239
	03/31/22	\$2,079,400	\$2,211,911

(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 11/01/23 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	7.083	7.083
03/31/19	10/1/18	6.083	6.083
03/31/20	10/1/19	5.083	5.083
03/31/21	10/1/20	4.083	4.083
03/31/22	10/1/21	3.083	3.083

VERISK

MINNESOTA
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	\$2,031,656	\$2,566,144
AT CURRENT LEVEL	03/31/19	\$1,919,283	\$2,446,333
	03/31/20	\$1,900,175	\$2,331,528
	03/31/21	\$1,763,379	\$2,185,729
	03/31/22	\$1,573,486	\$1,984,011
(2) SELECTED ANNUAL VVF			
TREND (SEE TREND		2.4%	1.0%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	03/31/18	\$2,403,449	\$2,753,473
LOSS COSTS AT	03/31/19	\$2,216,772	\$2,598,006
CURRENT LEVEL (A)	03/31/20	\$2,143,397	\$2,452,767
	03/31/21	\$1,943,244	\$2,275,344
	03/31/22	\$1,693,071	\$2,045,515

(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
11/01/23 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	7.083	7.083
03/31/19	4/1/18	6.083	6.083
03/31/20	4/1/19	5.083	5.083
03/31/21	4/1/20	4.083	4.083
03/31/22	4/1/21	3.083	3.083

VERISK

MINNESOTA
 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	\$671,461	\$814,846	1.214	10%	42
03/31/19	\$689,349	\$173,586	0.252	15%	25
03/31/20	\$674,535	\$817,813	1.212	20%	35
03/31/21	\$591,491	\$496,519	0.839	25%	18
03/31/22	\$526,721	\$991,362	1.882	30%	24
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.176
(7)	EXPECTED EXPERIENCE RATIO (D).				1.271
(8)	CREDIBILITY (E).				0.10
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.262
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				26.2%
(11)	FILED CHANGE.				26.2%
(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 11/01/23 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 3.083 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

MINNESOTA
 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	\$203,551	\$224,380	
ALLOCATED LOSS	03/31/19	\$0	\$95,246	
ADJUSTMENT EXPENSES	03/31/20	\$140,566	\$325,561	
	03/31/21	\$0	\$300,992	
	03/31/22	\$177,500	\$286,208	
(2) DEVELOPED LOSSES AND	03/31/18	\$220,250	\$248,436	
ALL LOSS ADJUSTMENT	03/31/19	\$0	\$106,299	
EXPENSES (A)	03/31/20	\$174,853	\$372,696	
	03/31/21	\$0	\$357,208	
	03/31/22	\$408,699	\$371,289	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.8%	8.4%	8.1%
(4) TRENDED LOSSES AND	03/31/18	\$374,866	\$439,980	\$814,846
ALL LOSS ADJUSTMENT	03/31/19	\$0	\$173,586	\$173,586
EXPENSES (B)	03/31/20	\$256,160	\$561,653	\$817,813
	03/31/21	\$0	\$496,519	\$496,519
	03/31/22	\$515,369	\$475,992	\$991,362
(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	1.016	1.002	
	03/31/19	1.072	1.010	
	03/31/20	1.168	1.036	
	03/31/21	1.405	1.074	
	03/31/22	2.162	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 11/01/23
 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.083
03/31/19	10/1/18	6.083
03/31/20	10/1/19	5.083
03/31/21	10/1/20	4.083
03/31/22	10/1/21	3.083

VERISK

MINNESOTA
 AUTOMOBILE LIABILITY INSURANCE - AUTO DEALERS (A)
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES
 PERSONAL INJURY PROTECTION

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
03/31/18	\$172,470	\$4,323	0.025	10%	1
03/31/19	\$203,892	\$8,826	0.043	15%	2
03/31/20	\$192,319	\$148,461	0.772	20%	7
03/31/21	\$186,130	\$27,554	0.148	25%	3
03/31/22	\$164,568	\$47,833	0.291	30%	3
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.287
(7)	EXPECTED EXPERIENCE RATIO (D).				1.112
(8)	CREDIBILITY (E).				0.10
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.030
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				3.0%
(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 PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE 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 11/01/23 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 3.083 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 683 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

VERISK

MINNESOTA
 AUTO DEALERS
 AUTOMOBILE LIABILITY INSURANCE
 DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	03/31/18	\$3,181
ALLOCATED LOSS	03/31/19	\$6,721
ADJUSTMENT EXPENSES	03/31/20	\$117,044
	03/31/21	\$22,478
	03/31/22	\$41,088
 (2) DEVELOPED LOSSES AND	03/31/18	\$3,388
ALL LOSS ADJUSTMENT	03/31/19	\$7,158
EXPENSES (A)	03/31/20	\$124,652
	03/31/21	\$23,939
	03/31/22	\$43,015
 (3) SELECTED ANNUAL LOSS		
TREND (SEE TREND		3.5%
EXHIBIT IN SECTION C)		
 (4) TRENDED LOSSES AND	03/31/18	\$4,323
ALL LOSS ADJUSTMENT	03/31/19	\$8,826
EXPENSES (B)	03/31/20	\$148,461
	03/31/21	\$27,554
	03/31/22	\$47,833

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

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.065
 2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	PIP
03/31/18	1.000
03/31/19	1.000
03/31/20	1.000
03/31/21	1.000
03/31/22	0.983

(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 11/01/23 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/18	10/1/17	7.083
03/31/19	10/1/18	6.083
03/31/20	10/1/19	5.083
03/31/21	10/1/20	4.083
03/31/22	10/1/21	3.083

VERISK

MINNESOTA
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	7914	426.93	500.42	1.172	0.35	1.147	1.013	387	408	408	5.4%
103	1893	204.23	223.04	1.092	0.10	1.129	0.997	209	217	217	3.8%
104	1283	161.3	198.10	1.228	0.05	1.138	1.005	168	176	176	4.8%
105	7808	360.53	378.81	1.051	0.30	1.108	0.979	364	371	371	1.9%
108	4622	306.31	340.89	1.113	0.25	1.128	0.996	309	320	320	3.6%
109	5060	352.81	392.88	1.114	0.25	1.128	0.996	352	365	365	3.7%
112	13383	116.7	157.29	1.348	0.25	1.187	1.049	137	149	149	8.8%
113	12724	194.7	209.44	1.076	0.25	1.119	0.989	210	216	216	2.9%
114	3109	143.49	117.15	0.816	0.10	1.101	0.973	159	161	161	1.3%
115	4932	110.16	174.66	1.586	0.10	1.178	1.041	131	142	142	8.4%
116	10362	144.81	156.22	1.079	0.20	1.122	0.991	163	168	168	3.1%
117	8779	276.62	292.50	1.057	0.25	1.114	0.984	312	319	319	2.2%
118	334	172.18	97.04	0.564	0.00	1.133	1.001	195	203	203	4.1%
119	373	220.32	199.19	0.904	0.05	1.122	0.991	227	234	234	3.1%
120	1396	153.57	116.03	0.756	0.05	1.114	0.984	171	175	175	2.3%
121	566	156.19	196.97	1.261	0.05	1.139	1.006	181	189	189	4.4%
122	1652	159.51	287.25	1.801	0.10	1.200	1.060	174	192	192	10.3%
123	2040	204.46	289.62	1.417	0.10	1.161	1.026	231	246	246	6.5%
124	419	197.71	124.44	0.629	0.05	1.108	0.979	193	196	196	1.6%
SW	88649	227.32	257.62	1.133		1.132					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 4.0 PERCENT.

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

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE
PERSONAL INJURY PROTECTION

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	P.I.P.	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	7183	20.8	15.00	0.721	0.10	0.782	0.985	37	35	35	-5.4%
103	1527	15.77	8.01	0.508	0.05	0.775	0.976	29	27	27	-6.9%
104	1370	16.69	2.70	0.162	0.00	0.789	0.994	32	31	31	-3.1%
105	8032	16.32	11.87	0.727	0.10	0.783	0.986	31	29	29	-6.5%
108	5722	17.27	7.00	0.405	0.05	0.770	0.970	35	33	33	-5.7%
109	4870	21.11	10.91	0.517	0.05	0.775	0.976	39	37	37	-5.1%
112	13889	8.8	7.92	0.900	0.10	0.800	1.008	17	16	16	-5.9%
113	11265	13.9	15.20	1.094	0.10	0.820	1.033	28	28	28	0.0%
114	2921	9.47	7.65	0.808	0.05	0.790	0.995	19	18	18	-5.3%
115	4740	7.94	9.99	1.258	0.05	0.812	1.023	15	15	15	0.0%
116	9283	9.59	10.29	1.073	0.10	0.817	1.029	18	18	18	0.0%
117	8163	16.03	14.20	0.886	0.10	0.799	1.006	31	30	30	-3.2%
118	318	10.81	1.57	0.145	0.00	0.789	0.994	19	18	18	-5.3%
119	391	9.92	13.15	1.326	0.00	0.789	0.994	19	18	18	-5.3%
120	1379	9.88	0.22	0.022	0.00	0.789	0.994	19	18	18	-5.3%
121	686	9.65	0.19	0.020	0.00	0.789	0.994	19	18	18	-5.3%
122	1401	10.77	14.85	1.379	0.05	0.819	1.031	20	20	20	0.0%
123	2107	12.03	8.98	0.746	0.05	0.787	0.991	23	22	22	-4.3%
124	446	11.01	0.18	0.016	0.00	0.789	0.994	19	18	18	-5.3%
SW	85693	13.61	10.74	0.789		0.794					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -4.0 PERCENT.

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

VERISK

MINNESOTA
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	1981	285.7	344.55	1.206	0.15	1.114	1.013	294	314
103	262	207.85	133.06	0.640	0.00	1.098	0.998	219	230
104	136	164.73	89.33	0.542	0.00	1.098	0.998	177	186
105	1662	231.9	286.50	1.235	0.10	1.112	1.011	243	259
108	906	275.98	234.10	0.848	0.10	1.073	0.975	288	296
109	836	219.03	245.99	1.123	0.05	1.099	0.999	227	239
112	1934	161.13	128.30	0.796	0.10	1.068	0.971	173	177
113	1483	176.03	245.35	1.394	0.10	1.128	1.025	187	202
114	262	156.69	385.41	2.460	0.00	1.098	0.998	167	176
115	738	170.23	182.77	1.074	0.05	1.097	0.997	188	197
116	1278	160.47	111.82	0.697	0.05	1.078	0.980	168	173
117	980	219.07	268.12	1.224	0.10	1.111	1.010	227	242
118	45	225.38	233.03	1.034	0.00	1.098	0.998	229	241
119	55	220.04	98.67	0.448	0.00	1.098	0.998	226	238
120	165	190.23	81.28	0.427	0.00	1.098	0.998	198	208
121	57	206.82	265.37	1.283	0.00	1.098	0.998	217	228
122	236	225.88	522.02	2.311	0.05	1.159	1.054	242	269
123	374	205.33	134.57	0.655	0.05	1.076	0.978	218	225
124	75	210.79	199.61	0.947	0.00	1.098	0.998	228	240
SW	13465	210.31	230.96	1.098		1.100			

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

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

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE
PERSONAL INJURY PROTECTION

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	P.I.P.	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	1924	58.13	37.17	0.639	0.10	0.806	0.968	88	82	82	-6.8%
103	251	33.43	0.00	0.000	0.00	0.824	0.989	54	52	52	-3.7%
104	119	49.44	0.00	0.000	0.00	0.824	0.989	75	72	72	-4.0%
105	1591	38.09	62.97	1.653	0.10	0.907	1.089	60	63	63	5.0%
108	957	63.83	36.25	0.568	0.05	0.811	0.974	95	90	90	-5.3%
109	772	45.1	47.54	1.054	0.05	0.836	1.004	70	68	68	-2.9%
112	1554	31.18	22.30	0.715	0.05	0.819	0.983	47	45	45	-4.3%
113	1248	41.4	58.26	1.407	0.10	0.882	1.059	60	62	62	3.3%
114	221	40.03	34.42	0.860	0.00	0.824	0.989	60	57	57	-5.0%
115	543	40.92	26.96	0.659	0.00	0.824	0.989	60	57	57	-5.0%
116	1141	39.64	5.02	0.127	0.00	0.824	0.989	55	53	53	-3.6%
117	879	61.12	28.21	0.462	0.05	0.806	0.968	92	86	86	-6.5%
118	36	32.08	0.00	0.000	0.00	0.824	0.989	49	47	47	-4.1%
119	53	35.66	14.95	0.419	0.00	0.824	0.989	49	47	47	-4.1%
120	163	34.88	43.12	1.236	0.00	0.824	0.989	49	47	47	-4.1%
121	52	31.33	13.26	0.423	0.00	0.824	0.989	49	47	47	-4.1%
122	210	33.26	85.57	2.573	0.00	0.824	0.989	51	49	49	-3.9%
123	316	42.85	60.07	1.402	0.05	0.853	1.024	64	63	63	-1.6%
124	72	41.81	24.02	0.575	0.00	0.824	0.989	62	59	59	-4.8%
SW	12102	45.17	37.22	0.824		0.833					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -3.2 PERCENT.

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

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
AUTO DEALERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
			REV				CHANGES IN		BASE	BASE	
T	TTT ACC-YR		TTT	PRES AUTO			TERRITORY		CLASS	CLASS	ADV
E	03/31/2022	AGG LCCL	BASE	DEALERS			RELATIVITY		LOSS	LOSS	LOSS
R	EARNED	YR ENDED	LOSS	BASE LOSS	AVERAGE	COLUMNS	REQ	ADJ	COST	COST	COST
R	EXPOS	03/31/2022	COST	COST	(3)	(4)	(5) / (6)	0.989	IND*	REV	CHG**
101	7914	76702	408	431	1.645	1.528	1.077	1.065	579	579	34.3%
103	1893	2711	217	261	0.875	0.926	0.945	0.935	308	308	18.0%
104	1283	0	176	197	0.710	0.699	1.016	1.005	250	250	26.9%
105	7808	74917	371	402	1.496	1.426	1.049	1.037	526	526	30.8%
108	4622	33982	320	444	1.290	1.574	0.820	0.811	454	454	2.3%
109	5060	66367	365	395	1.472	1.401	1.051	1.039	518	518	31.1%
112	13383	49335	149	171	0.601	0.606	0.992	0.981	212	212	24.0%
113	12724	76891	216	256	0.871	0.908	0.959	0.948	306	306	19.5%
114	3109	3511	161	193	0.649	0.684	0.949	0.939	229	229	18.7%
115	4932	16770	142	159	0.573	0.564	1.016	1.005	202	202	27.0%
116	10362	49385	168	186	0.677	0.660	1.026	1.015	238	238	28.0%
117	8779	29336	319	364	1.286	1.291	0.996	0.985	452	452	24.2%
118	334	255	203	232	0.819	0.823	0.995	0.984	288	288	24.1%
119	373	4276	234	272	0.944	0.965	0.978	0.967	332	332	22.1%
120	1396	8609	175	191	0.706	0.677	1.043	1.032	249	249	30.4%
121	566	0	189	222	0.762	0.787	0.968	0.957	268	268	20.7%
122	1652	2101	192	214	0.774	0.759	1.020	1.009	272	272	27.1%
123	2040	31015	246	272	0.992	0.965	1.028	1.017	349	349	28.3%
124	419	558	196	234	0.790	0.830	0.952	0.942	278	278	18.8%
SW	88649	526721	248	282			1.011				

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 26.2 PERCENT.

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

VERISK

MINNESOTA
COMMERCIAL AUTOMOBILE INSURANCE
PERSONAL INJURY PROTECTION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
AUTO DEALERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	TTT ACC-YR	AGG LCCL	REV	PRES AUTO	RATIO TO		CHANGES IN		BASE
T	03/31/2022		TTT	DEALERS	STATEWIDE		TERRITORY		CLASS
E	EARNED	YR ENDED	BASE	BASE LOSS	AVERAGE	COLUMNS	RELATIVITY	REQ	LOSS
R	EXPOS	03/31/2022	LOSS	COST	(3)	(4)	(5) / (6)	ADJ	COST
R			COST					0.989	IND*
101	7183	30611	35	43	1.400	1.433	0.977	0.966	43
103	1527	1856	27	31	1.080	1.033	1.045	1.034	33
104	1370	364	31	35	1.240	1.167	1.063	1.051	38
105	8032	31606	29	34	1.160	1.133	1.024	1.013	35
108	5722	8385	33	41	1.320	1.367	0.966	0.955	40
109	4870	13230	37	44	1.480	1.467	1.009	0.998	45
112	13889	7683	16	20	0.640	0.667	0.960	0.949	20
113	11265	19054	28	33	1.120	1.100	1.018	1.007	34
114	2921	1236	18	22	0.720	0.733	0.982	0.971	22
115	4740	1918	15	17	0.600	0.567	1.058	1.046	18
116	9283	9747	18	21	0.720	0.700	1.029	1.018	22
117	8163	16469	30	35	1.200	1.167	1.028	1.017	37
118	318	2365	18	21	0.720	0.700	1.029	1.018	22
119	391	282	18	21	0.720	0.700	1.029	1.018	22
120	1379	2232	18	21	0.720	0.700	1.029	1.018	22
121	686	26	18	21	0.720	0.700	1.029	1.018	22
122	1401	7199	20	22	0.800	0.733	1.091	1.079	24
123	2107	10255	22	26	0.880	0.867	1.015	1.004	27
124	446	50	18	21	0.720	0.700	1.029	1.018	22
SW	85693	164568	25	30			1.011		

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 3.0 PERCENT.

** DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE
INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (4) REMAIN IN EFFECT.

VERISK

MINNESOTA
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	6581	104.46	110.09	1.054	0.30	1.095	0.982	128	137	137	7.0%
103	1452	128.82	124.14	0.964	0.10	1.098	0.985	169	181	181	7.1%
104	1121	146.61	134.53	0.918	0.10	1.094	0.981	181	193	193	6.6%
105	6964	119.63	122.93	1.028	0.30	1.088	0.976	143	152	152	6.3%
108	3695	111.39	105.67	0.949	0.20	1.080	0.969	139	147	147	5.8%
109	4417	135.12	133.21	0.986	0.25	1.081	0.970	146	154	154	5.5%
112	12052	121.27	146.53	1.208	0.35	1.146	1.028	179	200	200	11.7%
113	10547	135.19	156.17	1.155	0.40	1.130	1.013	178	196	196	10.1%
114	2667	152.25	124.34	0.817	0.15	1.069	0.959	209	218	218	4.3%
115	4440	104.69	157.27	1.502	0.20	1.191	1.068	169	196	196	16.0%
116	8436	108.42	116.24	1.072	0.30	1.101	0.987	144	155	155	7.6%
117	8172	106.76	119.30	1.117	0.30	1.114	0.999	142	154	154	8.5%
118	248	156.54	218.55	1.396	0.00	1.113	0.998	140	152	152	8.6%
119	287	95.29	53.22	0.559	0.05	1.085	0.973	140	148	148	5.7%
120	1166	130.91	187.81	1.435	0.10	1.145	1.027	179	200	200	11.7%
121	600	114.39	173.17	1.514	0.05	1.133	1.016	140	155	155	10.7%
122	1410	98.23	146.49	1.491	0.10	1.151	1.032	139	156	156	12.2%
123	1857	110.34	109.76	0.995	0.15	1.095	0.982	154	164	164	6.5%
124	405	95.89	83.99	0.876	0.05	1.101	0.987	134	144	144	7.5%
SW	76517	118.87	132.33	1.113		1.115					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 8.8 PERCENT.

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

VERISK

MINNESOTA
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	6684	187.44	286.42	1.528	0.40	1.503	1.009	251	354	354	41.0%
103	1340	177.46	235.42	1.327	0.15	1.463	0.982	280	385	385	37.5%
104	1064	178.00	263.10	1.478	0.10	1.486	0.997	261	364	364	39.5%
105	6960	170.03	245.06	1.441	0.40	1.469	0.986	246	339	339	37.8%
108	3534	181.68	279.24	1.537	0.30	1.502	1.008	256	361	361	41.0%
109	4370	205.20	336.63	1.640	0.30	1.533	1.029	260	374	374	43.8%
112	11753	139.67	218.62	1.565	0.40	1.518	1.019	236	337	337	42.8%
113	10502	155.97	223.06	1.430	0.40	1.464	0.983	231	318	318	37.7%
114	2629	160.93	230.06	1.430	0.15	1.478	0.992	240	333	333	38.8%
115	4409	130.21	202.72	1.557	0.20	1.501	1.007	209	294	294	40.7%
116	8279	165.42	247.31	1.495	0.35	1.490	1.000	244	341	341	39.8%
117	7979	167.17	243.45	1.456	0.35	1.476	0.991	237	328	328	38.4%
118	251	226.26	285.53	1.262	0.05	1.476	0.991	228	316	316	38.6%
119	278	161.43	193.11	1.196	0.05	1.472	0.988	237	328	328	38.4%
120	1144	127.85	112.29	0.878	0.10	1.426	0.957	207	277	277	33.8%
121	590	160.59	319.29	1.988	0.10	1.537	1.032	209	302	302	44.5%
122	1365	128.07	136.84	1.068	0.15	1.424	0.956	230	308	308	33.9%
123	1851	180.05	271.75	1.509	0.15	1.490	1.000	236	330	330	39.8%
124	412	121.05	136.80	1.130	0.05	1.469	0.986	207	285	285	37.7%
SW	75394	162.92	242.23	1.487		1.490					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 39.9 PERCENT.

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

VERISK

MINNESOTA
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)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	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	1521	148.21	193.57	1.306	0.20	1.249	1.009	144	166	166	15.3%
103	203	214.06	246.61	1.152	0.10	1.227	0.991	220	249	249	13.2%
104	103	242.09	255.35	1.055	0.05	1.226	0.990	257	290	290	12.8%
105	1335	173.81	219.26	1.261	0.20	1.240	1.002	151	172	172	13.9%
108	691	150.34	216.02	1.437	0.10	1.255	1.014	160	185	185	15.6%
109	686	171.3	225.02	1.314	0.15	1.247	1.007	157	180	180	14.6%
112	952	240.2	341.25	1.421	0.20	1.272	1.027	257	301	301	17.1%
113	917	215.42	238.74	1.108	0.20	1.210	0.977	230	256	256	11.3%
114	160	244.35	214.98	0.880	0.05	1.217	0.983	265	297	297	12.1%
115	323	226.61	260.70	1.150	0.10	1.227	0.991	269	304	304	13.0%
116	742	193.43	176.63	0.913	0.15	1.187	0.959	200	219	219	9.5%
117	783	196.51	262.85	1.338	0.15	1.250	1.010	190	219	219	15.3%
118	27	137.01	50.18	0.366	0.00	1.235	0.998	153	174	174	13.7%
119	30	95.62	75.04	0.785	0.00	1.235	0.998	134	152	152	13.4%
120	120	168.49	295.64	1.755	0.05	1.261	1.019	171	199	199	16.4%
121	43	147.71	120.74	0.817	0.00	1.235	0.998	179	204	204	14.0%
122	128	212	237.28	1.119	0.05	1.229	0.993	210	238	238	13.3%
123	268	160.68	161.80	1.007	0.10	1.212	0.979	200	223	223	11.5%
124	64	103.18	88.18	0.855	0.00	1.235	0.998	134	152	152	13.4%
SW	9096	186.13	229.78	1.235		1.238					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 14.0 PERCENT.

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

VERISK

MINNESOTA
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	1563	294.65	366.02	1.242	0.35	1.212	1.013	370	413	413	11.6%
103	201	268.77	263.62	0.981	0.10	1.175	0.982	377	408	408	8.2%
104	100	215.72	135.61	0.629	0.05	1.168	0.977	319	343	343	7.5%
105	1336	243.80	285.49	1.171	0.25	1.190	0.995	272	298	298	9.6%
108	682	302.73	282.35	0.933	0.20	1.143	0.956	400	421	421	5.3%
109	671	224.90	280.53	1.247	0.15	1.204	1.007	267	296	296	10.9%
112	928	181.34	204.42	1.127	0.20	1.182	0.988	256	279	279	9.0%
113	876	207.74	222.42	1.071	0.20	1.171	0.979	283	305	305	7.8%
114	173	201.67	265.73	1.318	0.10	1.208	1.010	288	320	320	11.1%
115	314	148.27	232.65	1.569	0.10	1.233	1.031	231	262	262	13.4%
116	744	161.65	179.32	1.109	0.15	1.183	0.989	224	244	244	8.9%
117	765	189.18	315.10	1.666	0.20	1.290	1.079	246	292	292	18.7%
118	23	196.83	645.77	3.281	0.00	1.196	1.000	232	255	255	9.9%
119	30	128.23	424.33	3.309	0.00	1.196	1.000	248	273	273	10.1%
120	117	167.28	200.81	1.200	0.05	1.196	1.000	232	255	255	9.9%
121	44	138.58	134.93	0.974	0.00	1.196	1.000	224	247	247	10.3%
122	127	257.99	388.35	1.505	0.10	1.227	1.026	328	371	371	13.1%
123	263	202.68	163.61	0.807	0.10	1.157	0.967	306	326	326	6.5%
124	61	155.65	314.62	2.021	0.00	1.196	1.000	267	294	294	10.1%
SW	9018	226.83	271.39	1.196		1.196					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 10.1 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	MINNESOTA				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	23825.17	23358.78	4681.54	4483.09	25375.23	24988.29	4731.39	4697.49
9/30/2019	23026.13	23963.16	4665.11	4567.82	25550.44	25460.56	4795.79	4794.07
12/31/2019	24552.02	24583.18	4630.66	4654.16	25955.96	25941.76	4856.55	4892.64
3/31/2020	26146.81	25219.23	4727.31	4742.13	26262.76	26432.06	4938.66	4993.23
6/30/2020	26711.59	25871.75	4773.10	4831.76	26675.57	26931.62	5114.26	5095.89
9/30/2020	26681.07	26541.15	4774.63	4923.08	27182.77	27440.62	5221.67	5200.67
12/31/2020	26065.31	27227.86	4904.12	5016.13	27715.82	27959.24	5357.69	5307.60
3/31/2021	26840.06	27932.35	4922.61	5110.95	28374.83	28487.67	5486.99	5416.72
6/30/2021	27591.08	28655.06	5030.69	5207.55	29124.31	29026.08	5429.80	5528.09
9/30/2021	31073.09	29396.47	5313.61	5305.98	29651.85	29574.67	5583.65	5641.75
12/31/2021	31044.86	30157.07	5495.98	5406.26	30435.98	30133.62	5749.01	5757.75
3/31/2022	30475.05	30937.34	5869.10	5508.45	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) MINNESOTA				10.8%		7.8%	
	(B) MULTISTATE				7.8%		8.5%	
(10)	CREDIBILITY				0.00		0.15	
(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

CLAIM COST TREND DATA FOR PIP
TRUCKS, TRACTORS, & TRAILERS
MINNESOTA

QUARTER ENDING	MEDICAL INDEX*		HOSPITAL AND RELATED SERVICES*		INCOME LOSSES**	
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
12/31/2019	507.8	508.7	899.7	901.3	801.17	806.14
3/31/2020	513.9	511.9	913.8	908.8	806.90	817.75
6/30/2020	519.0	515.1	919.8	916.5	842.47	829.53
9/30/2020	522.8	518.3	923.6	924.2	844.60	841.48
12/31/2020	519.8	521.5	927.1	932.0	857.90	853.60
3/31/2021	523.7	524.8	940.0	939.8	859.53	865.89
6/30/2021	523.8	528.0	945.0	947.7	882.70	878.36
9/30/2021	524.7	531.3	954.4	955.7	893.93	891.01
12/31/2021	528.8	534.6	960.6	963.7	906.47	903.85
3/31/2022	537.2	538.0	972.5	971.8	914.93	916.87
6/30/2022	543.9	541.3	980.8	980.0	929.57	930.07
9/30/2022	553.1	544.7	992.6	988.3	938.07	943.47

	(A) MEDICAL	(B) HOSPITAL	(C) COMBINED+	(D) INCOME
(1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT)	2.5%	3.4%	3.0%	5.9%
(2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST $0.68*(1C) + 0.32*(1D)$. BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING.				3.9%
(3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%
(4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS $(1.0 + (2)) * (1.0 + (3))$				3.9%
* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX BASED ON CONSUMER PRICE INDEX.				
** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.				
+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE IN INDEX = $\{(1A) * .5\} + \{(1B) * .5\}$.				

VERISK

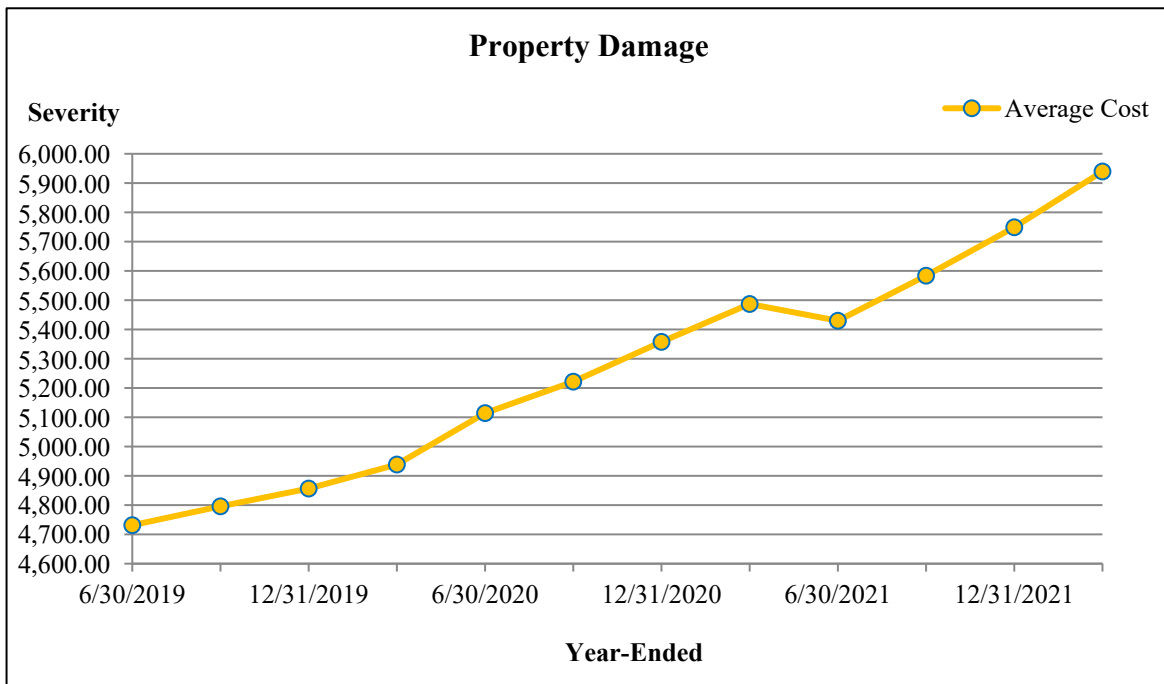
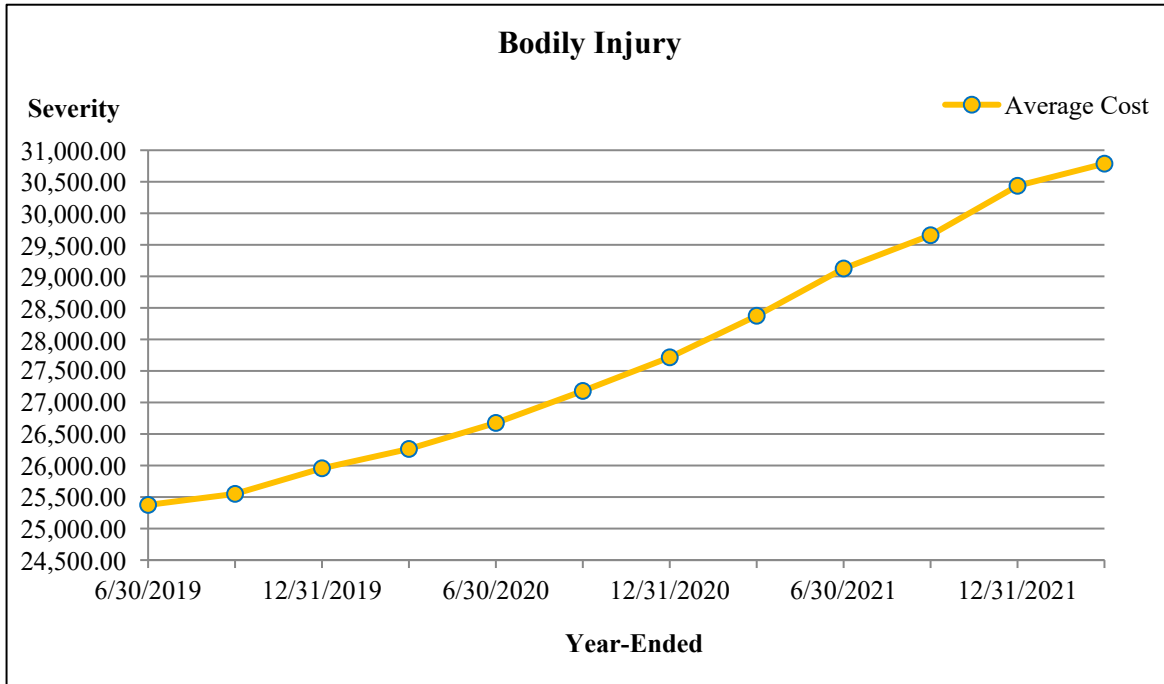
CLAIM COST TREND DATA FOR PIP
PRIVATE PASSENGER TYPES
MINNESOTA

QUARTER ENDING	MEDICAL INDEX*		HOSPITAL AND RELATED SERVICES*		INCOME LOSSES**	
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
12/31/2019	507.8	508.7	899.7	901.3	801.17	806.14
3/31/2020	513.9	511.9	913.8	908.8	806.90	817.75
6/30/2020	519.0	515.1	919.8	916.5	842.47	829.53
9/30/2020	522.8	518.3	923.6	924.2	844.60	841.48
12/31/2020	519.8	521.5	927.1	932.0	857.90	853.60
3/31/2021	523.7	524.8	940.0	939.8	859.53	865.89
6/30/2021	523.8	528.0	945.0	947.7	882.70	878.36
9/30/2021	524.7	531.3	954.4	955.7	893.93	891.01
12/31/2021	528.8	534.6	960.6	963.7	906.47	903.85
3/31/2022	537.2	538.0	972.5	971.8	914.93	916.87
6/30/2022	543.9	541.3	980.8	980.0	929.57	930.07
9/30/2022	553.1	544.7	992.6	988.3	938.07	943.47

	(A) MEDICAL	(B) HOSPITAL	(C) COMBINED+	(D) INCOME
(1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT)	2.5%	3.4%	3.0%	5.9%
(2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST $0.84*(1C) + 0.16*(1D)$. BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING.				3.5%
(3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%
(4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS $(1.0 + (2)) * (1.0 + (3))$				3.5%
* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX BASED ON CONSUMER PRICE INDEX.				
** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.				
+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE IN INDEX = $\{(1A) * .5\} + \{(1B) * .5\}$.				

VERISK

Commercial Automobile Liability
Average Paid Claim Cost Experience
Multistate*



*Excludes Massachusetts

VERISK

COMMERCIAL AUTO LIABILITY
INCURRED CLAIM FREQUENCY

MULTISTATE*

TRUCKS, TRACTORS, AND TRAILERS

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

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

& 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>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
3/31/2016	0.8053		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%

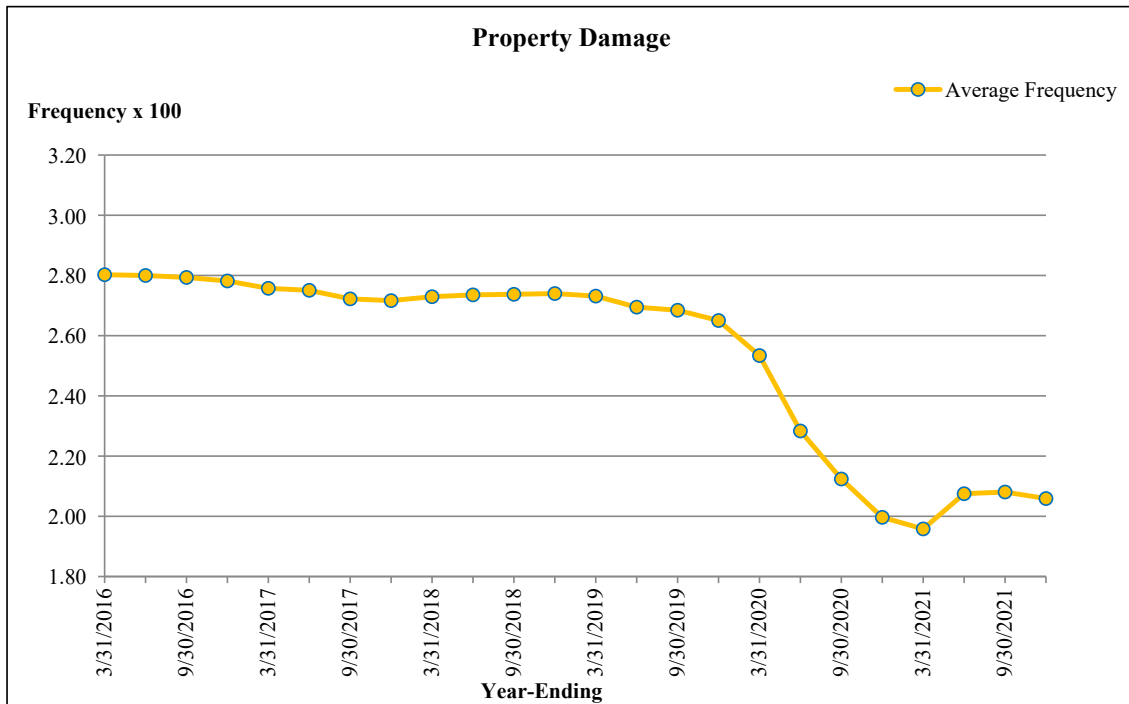
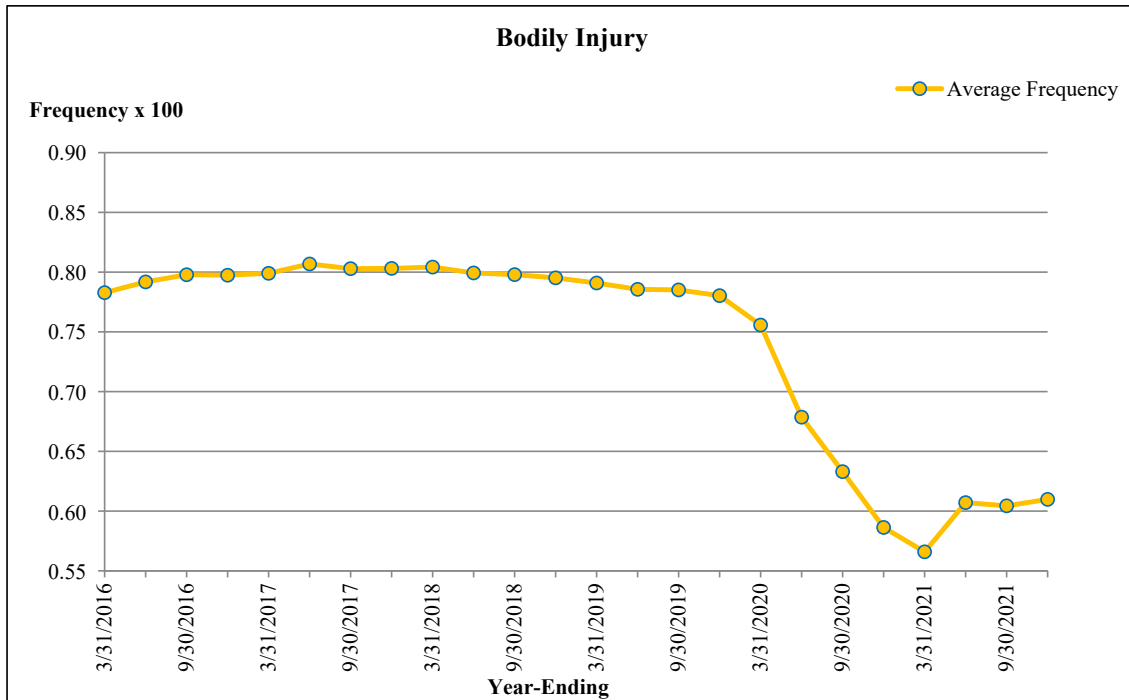
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 12/31/XXXX

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

VERISK

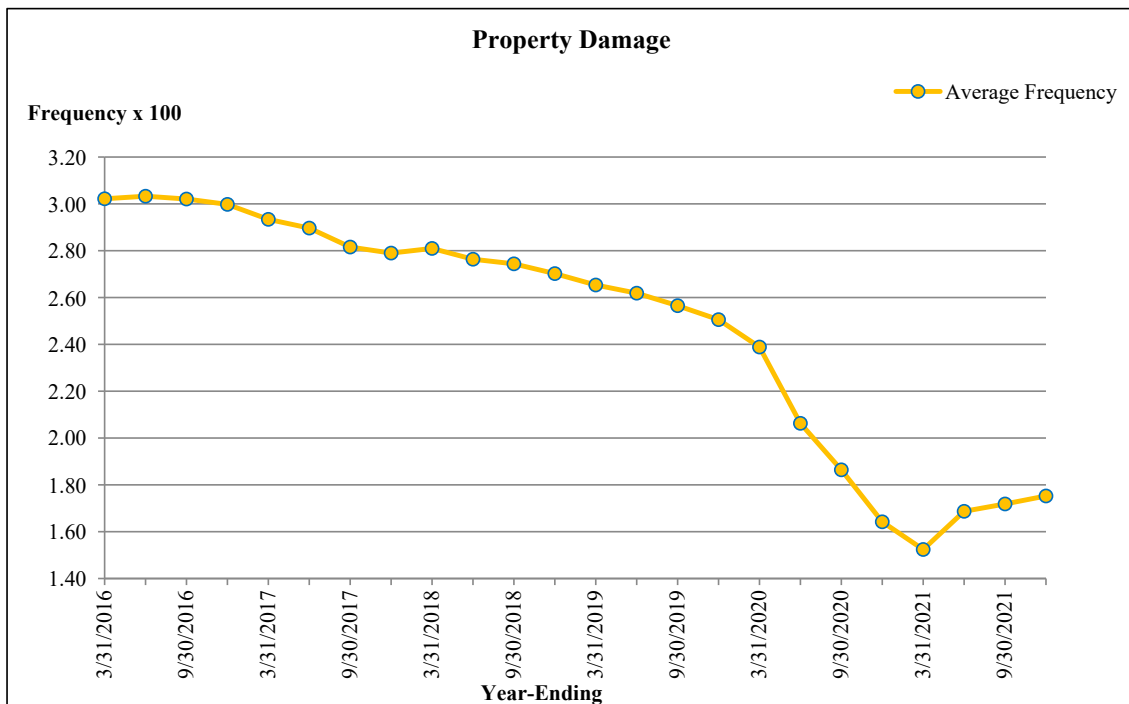
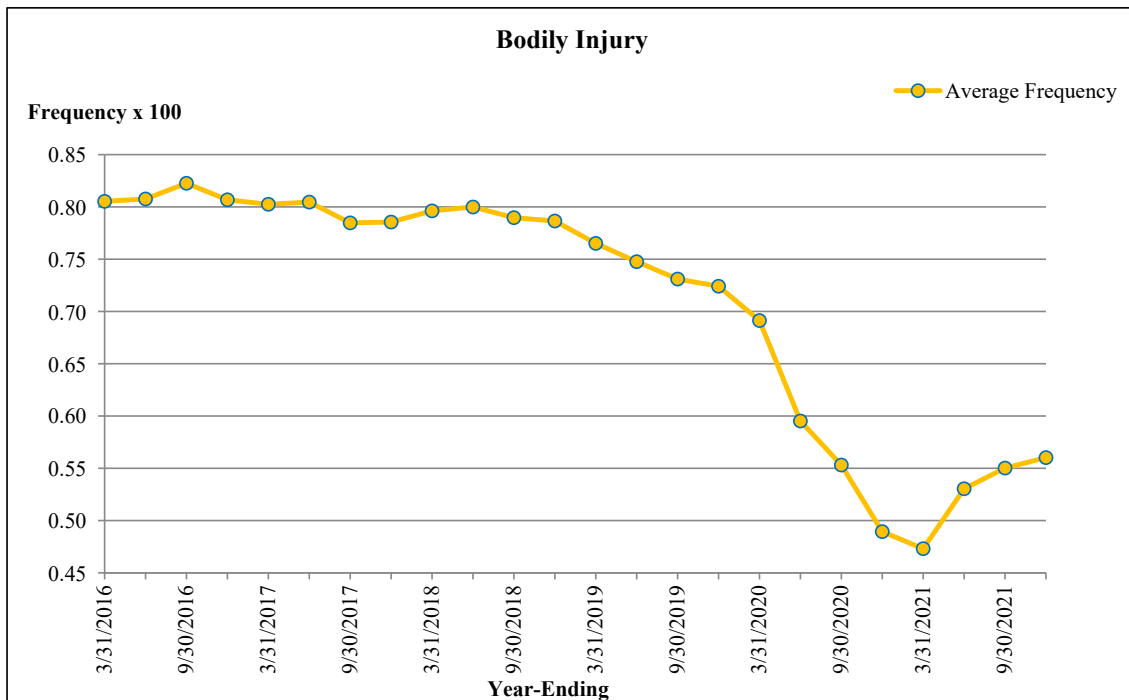
Commercial Automobile Liability
Incurred Claim Frequency Experience
Trucks, Tractors, and Trailers
Multistate*



*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%

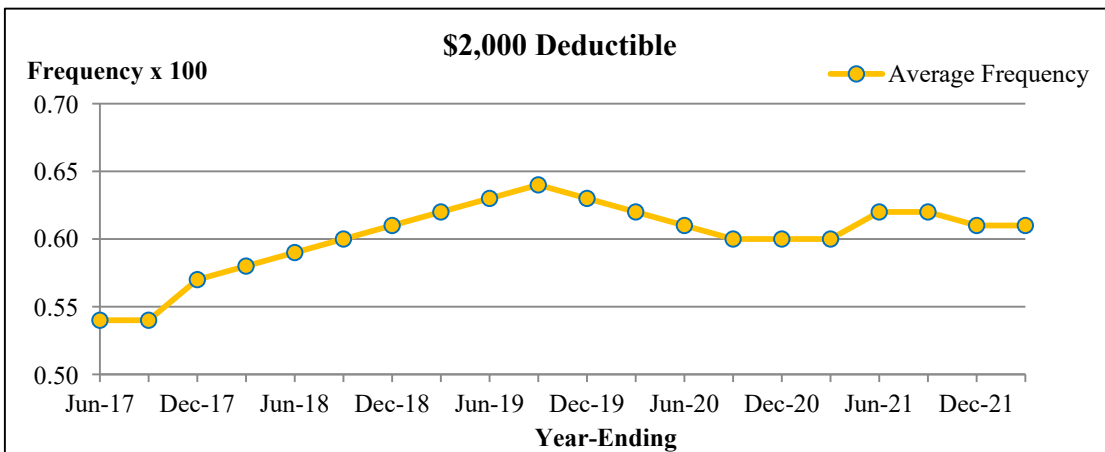
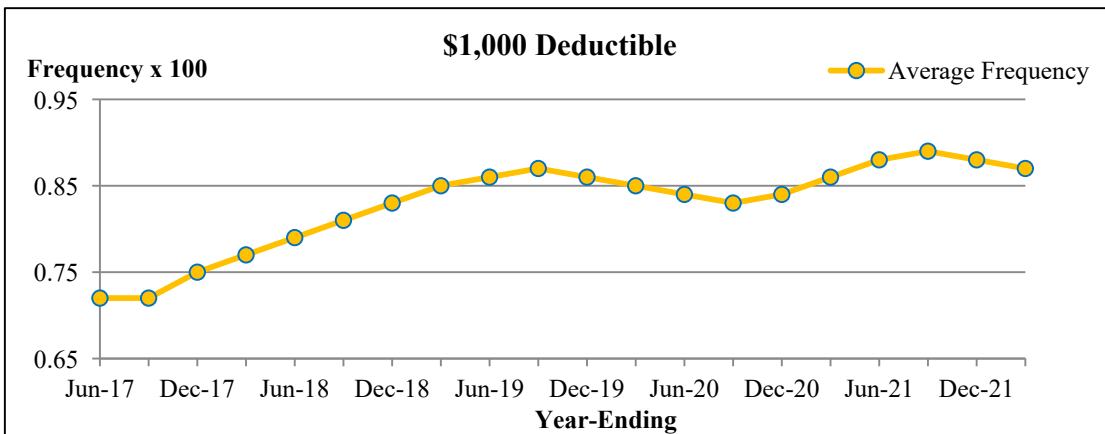
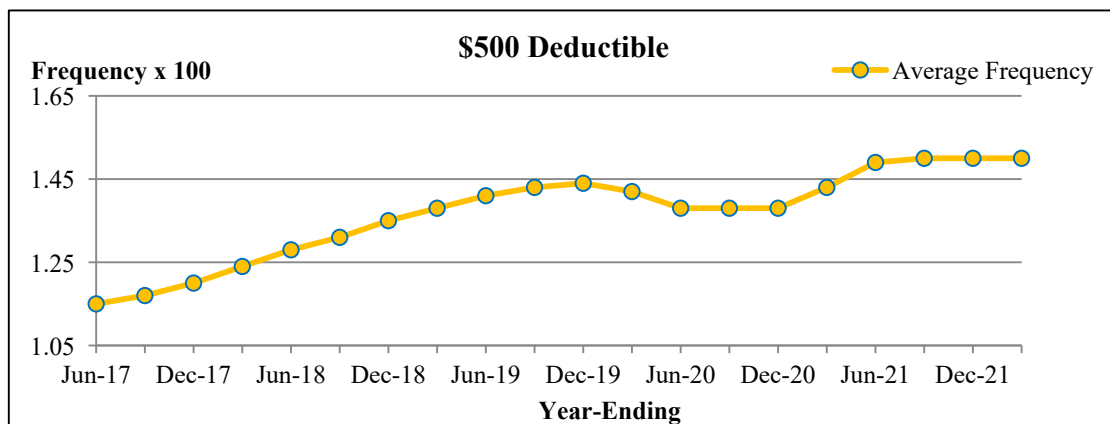
* Multistate data excludes Massachusetts

** 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%

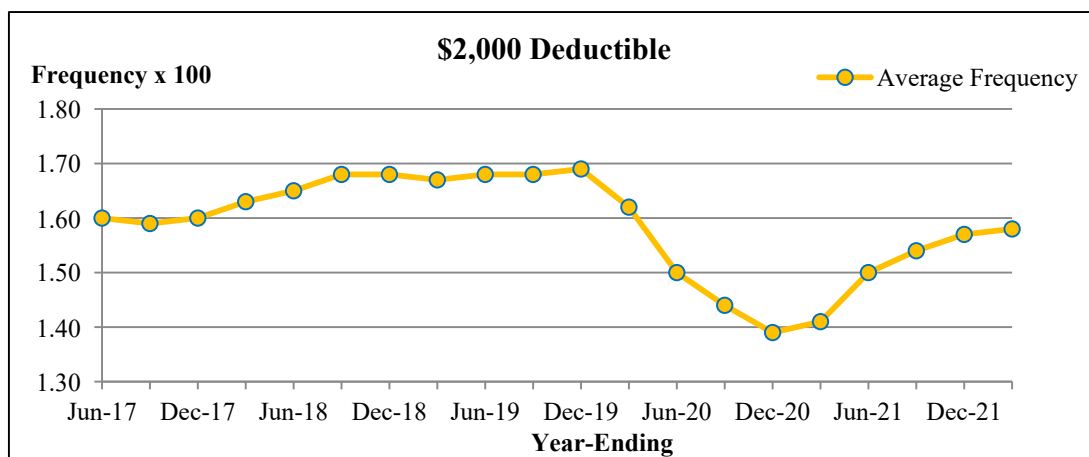
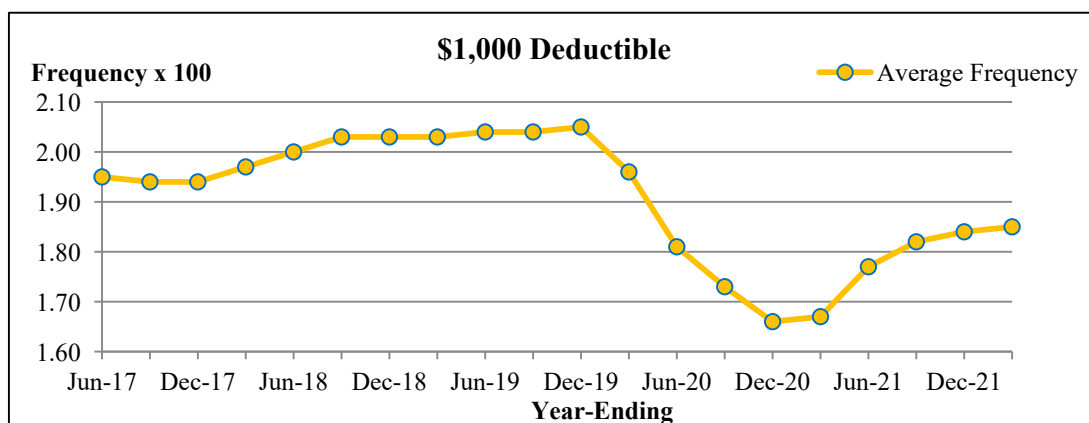
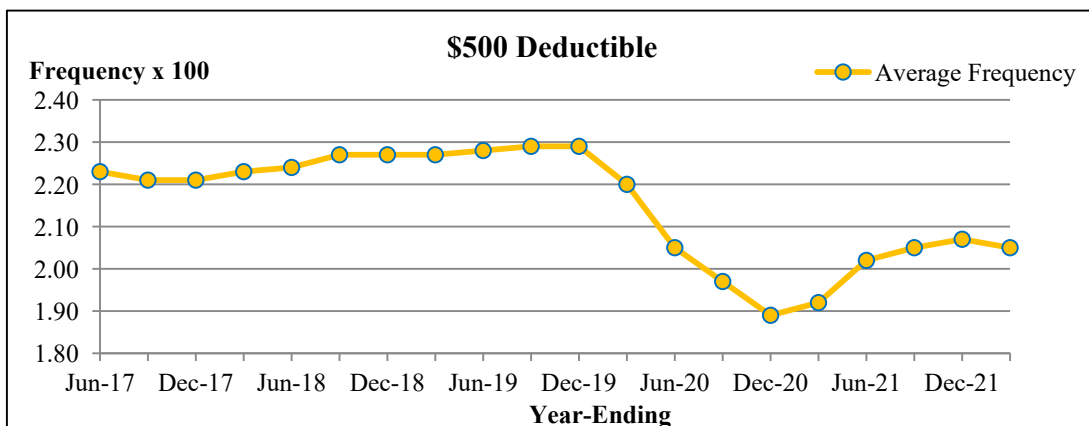
* Multistate data excludes Massachusetts

** 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:

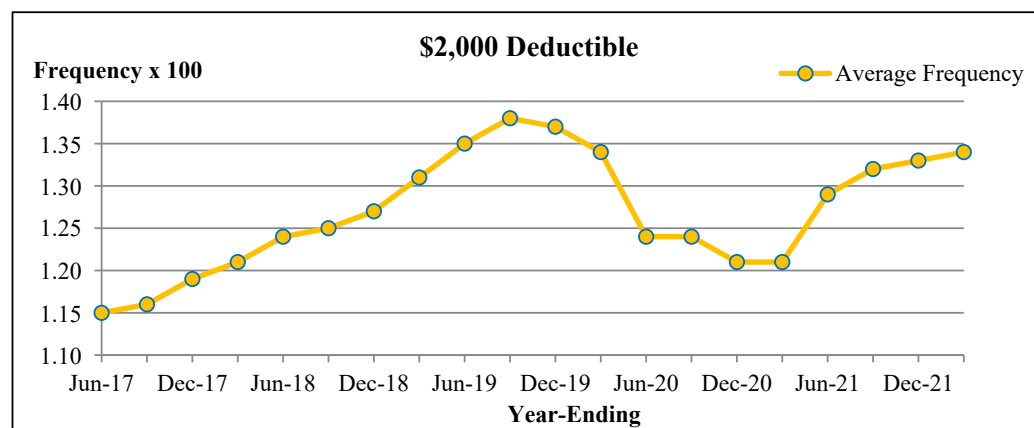
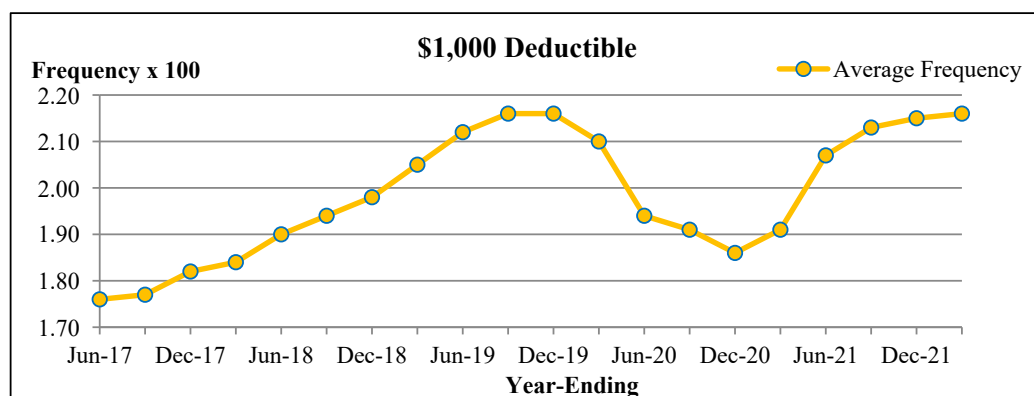
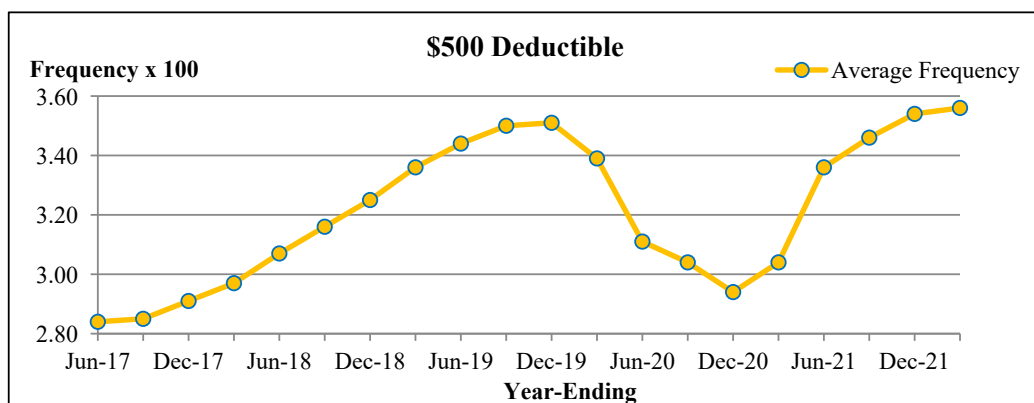
Deductible:	Percent of Losses
Full	0.6%
\$50	0.4%
\$100	2.8%
\$200	0.5%
\$250	11.1%
\$500	37.4%
\$1,000	42.3%
\$2,000	3.2%
\$3,000	0.8%
\$5,000	1.0%

* 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%

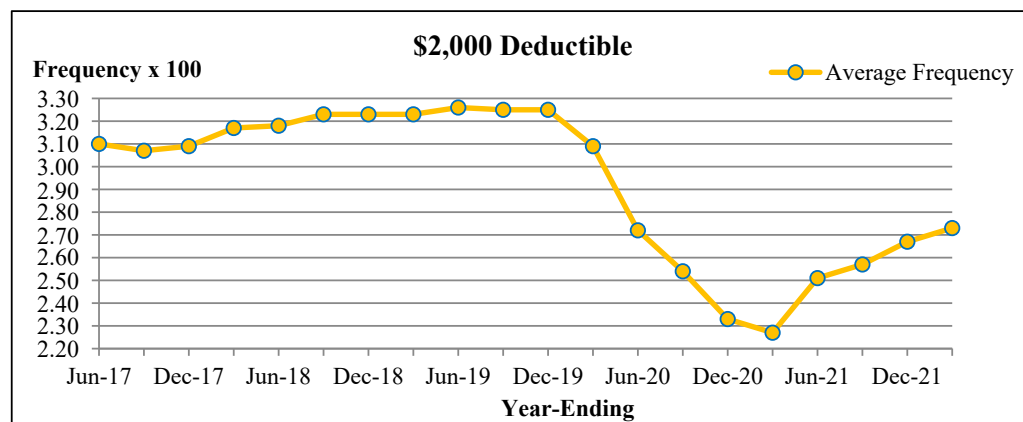
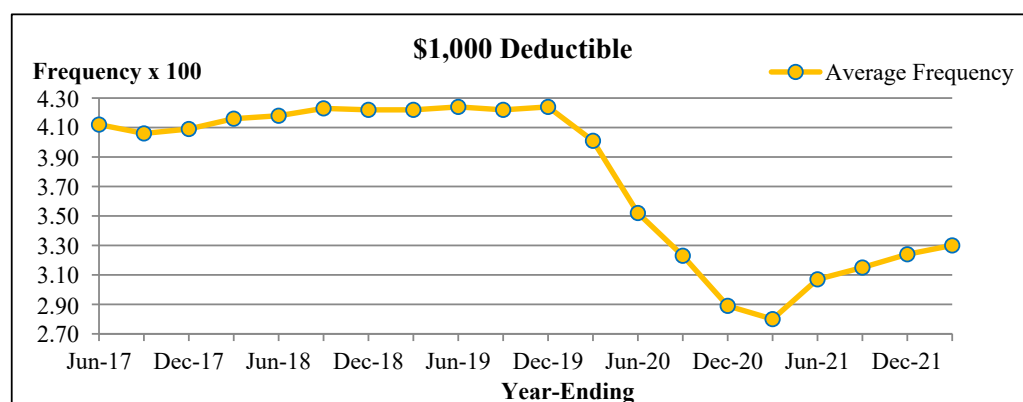
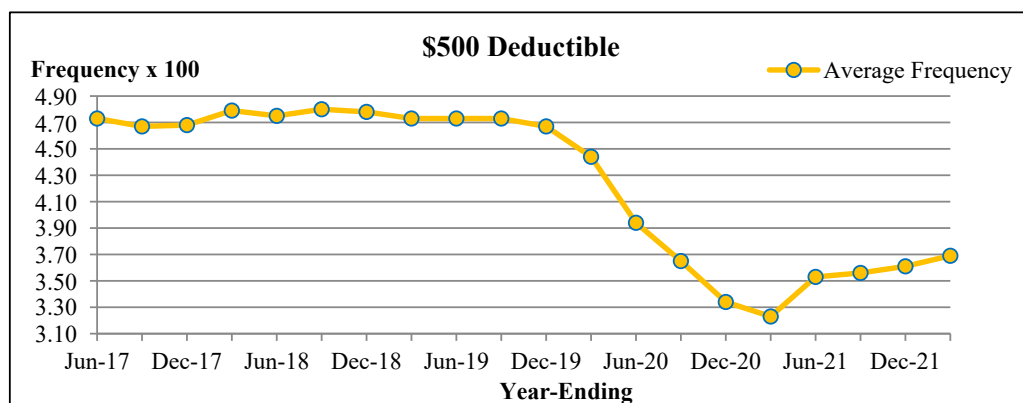
* Multistate data excludes Massachusetts

** 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

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
12/31/2010	3,884,231	5,239,499	5,420,903	1.349	1.035
12/31/2011	4,079,912	4,765,452	5,617,124	1.168	1.179
12/31/2012	4,187,228	5,630,323	5,927,890	1.345	1.053
12/31/2013	5,159,653	5,908,452	6,174,881	1.145	1.045
12/31/2014	4,993,519	5,245,926	5,917,200	1.051	1.128
12/31/2015	5,157,092	5,583,182	5,967,870	1.083	1.069
12/31/2016	5,820,435	6,895,146	7,382,784	1.185	1.071
12/31/2017	4,257,841	5,232,167	5,906,499	1.229	1.129
12/31/2018	4,383,476	5,385,197	6,201,815	1.229	1.152
12/31/2019	4,504,972	4,997,586	5,216,735	1.109	1.044
12/31/2020	3,023,656	4,256,469		1.408	
12/31/2021	4,888,156				
(1) Average Factor (Best 3 of 5) :				(A) State	1.214
				(B) Multistate	1.398
(2) Credibility					0.930
(3) Credibility Weighted Factors					1.227

Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
12/31/2010	5,710,426	5,982,450	6,045,885	1.048	1.011
12/31/2011	6,657,004	6,670,494	6,700,967	1.002	1.005
12/31/2012	5,584,563	5,860,720	5,844,996	1.049	0.997
12/31/2013	7,269,811	7,580,477	7,567,645	1.043	0.998
12/31/2014	6,610,451	6,790,900	6,770,413	1.027	0.997
12/31/2015	7,263,962	7,609,399	7,697,075	1.048	1.012
12/31/2016	8,027,551	8,454,772	8,438,257	1.053	0.998
12/31/2017	7,139,230	7,344,515	7,349,952	1.029	1.001
12/31/2018	8,186,312	8,424,879	8,514,837	1.029	1.011
12/31/2019	8,778,676	8,839,912	8,850,105	1.007	1.001
12/31/2020	5,917,151	6,142,496		1.038	
12/31/2021	7,342,658				
(1) Average Factor (Best 3 of 5) :				(A) State	1.032
				(B) Multistate	1.050
(2) Credibility					0.940
(3) Credibility Weighted Factors					1.033

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.102	1.005
27 to Ultimate	1.214	1.015
15 to Ultimate	1.490	1.048

** Multistate factors

VERISK

Basic Limits Loss Development
Trucks, Tractors and Trailers - Bodily Injury
No Fault States
Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2010	119,738,260	165,819,387	188,600,502	201,148,710	205,281,870
12/31/2011	130,380,740	177,238,151	203,726,086	217,589,490	221,667,284
12/31/2012	126,219,920	179,937,936	206,287,308	217,322,351	220,498,920
12/31/2013	135,609,371	188,306,717	217,494,063	235,204,730	240,605,555
12/31/2014	143,255,220	198,913,277	232,052,779	246,166,932	251,282,802
12/31/2015	148,395,105	219,144,582	252,923,929	267,729,463	273,127,285
12/31/2016	168,745,437	233,246,579	273,477,708	291,452,528	297,856,646
12/31/2017	171,948,658	240,806,934	282,490,796	300,626,818	305,386,668
12/31/2018	185,679,021	261,913,036	309,321,219	327,454,643	
12/31/2019	193,836,296	273,497,135	313,548,984		
12/31/2020	159,722,045	206,185,410			
12/31/2021	175,935,657				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2010	1.385	1.137	1.067	1.021
12/31/2011	1.359	1.149	1.068	1.019
12/31/2012	1.426	1.146	1.053	1.015
12/31/2013	1.389	1.155	1.081	1.023
12/31/2014	1.389	1.167	1.061	1.021
12/31/2015	1.477	1.154	1.059	1.020
12/31/2016	1.382	1.172	1.066	1.022
12/31/2017	1.400	1.173	1.064	1.016
12/31/2018	1.411	1.181	1.059	
12/31/2019	1.411	1.146		
12/31/2020	1.291			
Average Factor: (Best 3 of 5)	1.398	1.166	1.061	1.021

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.017
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.038
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.102
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.285
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.796

VERISK

Basic Limits Loss Development
Trucks, Tractors and Trailers - Bodily Injury
No Fault 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	205,988,801	206,654,357	206,918,868	207,387,938	207,564,760
12/31/2011	222,662,154	222,720,902	223,264,888	223,533,076	223,734,923
12/31/2012	222,095,209	223,123,251	223,200,010	223,089,446	223,152,399
12/31/2013	243,229,612	243,905,041	244,542,830	244,866,163	
12/31/2014	254,520,197	254,889,865	255,865,356		
12/31/2015	274,718,640	276,091,281			
12/31/2016	301,227,013				

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	1.003	1.001	1.002	1.001
12/31/2011	1.004	1.000	1.002	1.001	1.001
12/31/2012	1.007	1.005	1.000	1.000	1.000
12/31/2013	1.011	1.003	1.003	1.001	
12/31/2014	1.013	1.001	1.004		
12/31/2015	1.006	1.005			
12/31/2016	1.011				
Average Factor: (Best 3 of 5)	1.010	1.003	1.002	1.001	1.001

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.001
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.002
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.004
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.007

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
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

MINNESOTA
No-Fault Insurance - Trucks, Tractors and Trailers (A)
Loss Development

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
03/31/2013	758,349	706,868	751,305	810,927	803,110
03/31/2014	1,032,812	1,022,108	1,019,462	1,011,167	1,022,126
03/31/2015	558,548	599,920	652,185	668,009	667,009
03/31/2016	1,008,955	1,061,172	1,054,220	1,101,796	1,099,184
03/31/2017	747,062	865,175	796,310	753,649	753,649
03/31/2018	666,152	669,064	661,939	639,018	646,272
03/31/2019	922,466	1,035,705	1,095,336	1,079,365	
03/31/2020	575,427	662,713	687,956		
03/31/2021	585,899	474,896			
03/31/2022	600,570				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
03/31/2013	0.932	1.063	1.079	0.990
03/31/2014	0.990	0.997	0.992	1.011
03/31/2015	1.074	1.087	1.024	0.999
03/31/2016	1.052	0.993	1.045	0.998
03/31/2017	1.158	0.920	0.946	1.000
03/31/2018	1.004	0.989	0.965	1.011
03/31/2019	1.123	1.058	0.985	
03/31/2020	1.152	1.038		
03/31/2021	0.811			

Average Factor:

(Best 3 of 5)	1.093	1.007	0.991	1.003
(Latest 3)	1.029	1.028	0.965	1.003
(Latest 5)	1.050	1.000	0.993	1.004

Selected Factor:	1.093	1.007	0.991	1.003
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Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.994
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) =	1.094

(A) Includes Basic Benefits Losses.

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
12/31/2010	898,967	1,394,362	1,584,959	1.551	1.137
12/31/2011	979,264	957,918	962,183	0.978	1.004
12/31/2012	724,947	1,071,572	1,403,492	1.478	1.310
12/31/2013	956,740	1,337,175	1,366,476	1.398	1.022
12/31/2014	771,482	822,191	923,109	1.066	1.123
12/31/2015	1,010,110	935,227	1,075,379	0.926	1.150
12/31/2016	1,308,974	1,246,386	1,255,141	0.952	1.007
12/31/2017	754,127	1,019,468	1,287,533	1.352	1.263
12/31/2018	887,872	983,460	1,177,036	1.108	1.197
12/31/2019	968,002	997,031	988,960	1.030	0.992
12/31/2020	428,871	555,156		1.294	
12/31/2021	471,266				
(1) Average Factor (Best 3 of 5) :				(A) State	1.144
				(B) Multistate	1.452
(2) Credibility					0.770
(3) Credibility Weighted Factors					1.215

Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors	
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
12/31/2010	1,342,272	1,417,616	1,425,337	1.056	1.005
12/31/2011	1,506,156	1,516,773	1,517,632	1.007	1.001
12/31/2012	1,381,912	1,398,881	1,400,832	1.012	1.001
12/31/2013	1,504,070	1,580,749	1,589,643	1.051	1.006
12/31/2014	1,317,227	1,378,183	1,378,183	1.046	1.000
12/31/2015	1,404,435	1,526,705	1,527,442	1.087	1.000
12/31/2016	1,328,521	1,391,450	1,392,546	1.047	1.001
12/31/2017	1,184,817	1,312,998	1,323,692	1.108	1.008
12/31/2018	1,544,515	1,576,898	1,576,634	1.021	1.000
12/31/2019	1,330,070	1,416,355	1,398,514	1.065	0.987
12/31/2020	955,406	1,013,925		1.061	
12/31/2021	810,085				
(1) Average Factor (Best 3 of 5) :				(A) State	1.058
				(B) Multistate	1.048
(2) Credibility					0.860
(3) Credibility Weighted Factors					1.057

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.083	1.004
27 to Ultimate	1.231	1.012
15 to Ultimate	1.496	1.070

** Multistate factors

VERISK

Basic Limits Loss Development
Private Passenger Types - Bodily Injury
No Fault 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	35,011,000	49,525,577	55,609,471	59,684,249	61,674,992
12/31/2011	34,835,820	50,150,194	56,462,285	59,199,384	60,522,982
12/31/2012	38,188,322	51,165,520	60,830,751	64,276,713	65,953,054
12/31/2013	37,697,244	53,346,387	60,748,136	66,511,687	68,424,432
12/31/2014	36,017,482	51,651,792	61,145,636	64,465,008	65,432,725
12/31/2015	33,986,744	50,097,137	57,405,057	60,907,863	62,273,221
12/31/2016	38,860,532	53,248,369	62,773,705	66,762,467	67,407,971
12/31/2017	34,932,604	49,796,653	58,219,404	62,045,378	62,853,658
12/31/2018	33,044,180	49,188,262	58,190,601	62,241,416	
12/31/2019	32,235,876	48,118,477	55,850,116		
12/31/2020	21,706,985	31,295,131			
12/31/2021	26,398,585				

Ratios

Accident Year Ending				
	27:15	39:27	51:39	63:51
12/31/2010	1.415	1.123	1.073	1.033
12/31/2011	1.440	1.126	1.048	1.022
12/31/2012	1.340	1.189	1.057	1.026
12/31/2013	1.415	1.139	1.095	1.029
12/31/2014	1.434	1.184	1.054	1.015
12/31/2015	1.474	1.146	1.061	1.022
12/31/2016	1.370	1.179	1.064	1.010
12/31/2017	1.426	1.169	1.066	1.013
12/31/2018	1.489	1.183	1.070	
12/31/2019	1.493	1.161		
12/31/2020	1.442			
Average Factor: (Best 3 of 5)	1.452	1.170	1.064	1.017

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.018
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) =	1.267
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.840

VERISK

Basic Limits Loss Development
Private Passenger Types - Bodily Injury
No Fault 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	61,876,013	61,957,654	61,891,461	61,969,273	61,915,244
12/31/2011	60,475,325	60,547,775	60,540,456	60,405,385	60,451,738
12/31/2012	66,733,950	66,422,040	66,302,736	66,227,972	66,141,622
12/31/2013	68,001,550	67,952,614	68,041,851	68,004,249	
12/31/2014	65,799,612	66,060,470	66,092,464		
12/31/2015	62,732,404	62,709,297			
12/31/2016	66,929,835				

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	1.001	0.999	1.001	0.999
12/31/2011	0.999	1.001	1.000	0.998	1.001
12/31/2012	1.012	0.995	0.998	0.999	0.999
12/31/2013	0.994	0.999	1.001	0.999	
12/31/2014	1.006	1.004	1.000		
12/31/2015	1.007	1.000			
12/31/2016	0.993				
Average Factor: (Best 3 of 5)	1.002	1.000	1.000	0.999	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)	=	0.999
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	0.999
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.999

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

MINNESOTA
No-Fault Insurance - Private Passenger Types (A)
Loss Development

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
03/31/2013	605,336	668,570	625,311	640,529	642,845
03/31/2014	397,167	420,775	420,099	415,778	415,778
03/31/2015	342,825	373,538	401,060	405,660	408,997
03/31/2016	586,924	652,002	664,115	671,567	665,707
03/31/2017	439,993	420,271	432,192	418,195	432,222
03/31/2018	507,597	484,943	500,166	501,261	501,262
03/31/2019	485,248	482,433	501,715	505,141	
03/31/2020	348,942	392,026	374,468		
03/31/2021	266,926	265,257			
03/31/2022	269,035				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
03/31/2013	1.104	0.935	1.024	1.004
03/31/2014	1.059	0.998	0.990	1.000
03/31/2015	1.090	1.074	1.011	1.008
03/31/2016	1.111	1.019	1.011	0.991
03/31/2017	0.955	1.028	0.968	1.034
03/31/2018	0.955	1.031	1.002	1.000
03/31/2019	0.994	1.040	1.007	
03/31/2020	1.123	0.955		
03/31/2021	0.994			

Average Factor:

(Best 3 of 5)	0.981	1.026	1.007	1.003
(Latest 3)	1.037	1.009	0.992	1.008
(Latest 5)	1.004	1.015	1.000	1.007

Selected Factor:	0.981	1.026	1.007	1.003
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Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.010
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.036
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.017

(A) Includes Basic Benefits Losses.

VERISK

Basic Limits Loss Development
Auto Dealers - Bodily Injury
No Fault States
Incurred Losses and Expenses

Accident	\$100,000 Basic Limit				
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	4,341,097	7,126,194	8,188,794	8,567,662	8,982,366
12/31/2011	4,244,880	6,641,496	7,911,294	8,552,752	8,445,129
12/31/2012	3,920,469	5,874,353	7,069,723	7,666,971	8,260,605
12/31/2013	4,405,359	8,181,843	10,003,888	10,553,363	11,435,699
12/31/2014	4,051,735	6,390,500	7,984,202	8,563,409	8,836,800
12/31/2015	3,806,717	6,369,571	7,288,298	8,331,268	8,936,397
12/31/2016	3,361,222	5,185,308	6,334,339	6,999,748	7,419,974
12/31/2017	3,223,427	4,257,069	5,297,203	5,538,423	5,723,560
12/31/2018	2,900,228	3,950,090	4,276,568	4,668,923	
12/31/2019	1,585,559	2,707,983	3,499,792		
12/31/2020	1,435,468	3,281,999			
12/31/2021	2,484,164				

Ratios

Accident Year				
Ending	27:15	39:27	51:39	63:51
12/31/2010	1.642	1.149	1.046	1.048
12/31/2011	1.565	1.191	1.081	0.987
12/31/2012	1.498	1.203	1.084	1.077
12/31/2013	1.857	1.223	1.055	1.084
12/31/2014	1.577	1.249	1.073	1.032
12/31/2015	1.673	1.144	1.143	1.073
12/31/2016	1.543	1.222	1.105	1.060
12/31/2017	1.321	1.244	1.046	1.033
12/31/2018	1.362	1.083	1.092	
12/31/2019	1.708	1.292		
12/31/2020	2.286			
Average Factor: (Best 3 of 5)	1.538	1.203	1.090	1.055

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.016
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.072
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.168
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.405
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	2.162

VERISK

Basic Limits Loss Development
Auto Dealers - Bodily Injury
No Fault 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	9,041,316	9,009,642	9,036,547	9,092,427	9,092,462
12/31/2011	8,528,063	8,627,099	8,749,334	8,627,537	8,633,279
12/31/2012	8,606,321	8,696,824	8,703,437	8,698,257	8,575,520
12/31/2013	11,301,927	11,215,945	11,302,885	11,377,176	
12/31/2014	9,037,611	8,767,619	8,599,041		
12/31/2015	9,265,533	9,262,181			
12/31/2016	7,369,990				

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	1.007	0.996	1.003	1.006	1.000
12/31/2011	1.010	1.012	1.014	0.986	1.001
12/31/2012	1.042	1.011	1.001	0.999	0.986
12/31/2013	0.988	0.992	1.008	1.007	
12/31/2014	1.023	0.970	0.981		
12/31/2015	1.037	1.000			
12/31/2016	0.993				
Average Factor: (Best 3 of 5)	1.018	1.001	1.004	0.997	0.996

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.996
99 to Ult:	(111:99) (123:111) (123:Ult)	=	0.993
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	0.997
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.998

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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				
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
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

MINNESOTA
No-Fault Insurance - Auto Dealers (A)
Loss Development

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
03/31/2013	600	20,603	20,603	20,603	20,603
03/31/2014	29,508	37,267	37,267	39,767	37,267
03/31/2015	71,798	78,560	89,159	85,523	85,531
03/31/2016	1,035	10,535	1,035	1,035	1,035
03/31/2017	50,676	43,452	43,452	43,452	43,452
03/31/2018	5,183	3,181	3,181	3,181	3,181
03/31/2019	6,721	6,721	6,721	6,721	
03/31/2020	107,036	117,035	117,044		
03/31/2021	19,999	22,478			
03/31/2022	41,088				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
03/31/2013	34.338	1.000	1.000	1.000
03/31/2014	1.263	1.000	1.067	0.937
03/31/2015	1.094	1.135	0.959	1.000
03/31/2016	10.179	0.098	1.000	1.000
03/31/2017	0.857	1.000	1.000	1.000
03/31/2018	0.614	1.000	1.000	1.000
03/31/2019	1.000	1.000	1.000	
03/31/2020	1.093	1.000		
03/31/2021	1.124			

Average Factor:

(Best 3 of 5)	0.983	1.000	1.000	1.000
(Latest 3)	1.072	1.000	1.000	1.000
(Latest 5)	0.938	0.820	0.992	0.987

Selected Factor:	0.983	1.000	1.000	1.000
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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) =	1.000
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.983

(A) Includes Basic Benefits Losses.

VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2010	167,987,493	171,139,775	171,517,082	171,360,322	171,491,813
12/31/2011	190,336,967	193,857,471	193,999,121	194,107,908	194,077,365
12/31/2012	219,938,917	224,995,154	224,993,230	225,093,794	225,361,197
12/31/2013	176,955,250	181,172,362	181,502,511	181,882,116	181,853,220
12/31/2014	186,148,217	190,748,637	190,950,185	190,878,046	190,839,058
12/31/2015	183,404,256	187,652,270	187,683,668	188,148,667	188,234,019
12/31/2016	234,956,451	239,795,346	240,046,766	240,249,186	240,230,001
12/31/2017	243,274,293	249,190,121	249,244,575	249,555,371	249,455,475
12/31/2018	237,853,277	244,071,084	243,858,104	244,125,923	
12/31/2019	249,046,072	256,095,090	256,193,037		
12/31/2020	248,109,581	255,038,984			
12/31/2021	306,757,026				

Ratios

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

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.001
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.027

VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2010	171,587,653	171,643,953	171,635,821	171,633,645	171,621,664
12/31/2011	194,053,540	194,030,815	194,017,042	194,025,632	193,999,667
12/31/2012	225,337,788	225,401,031	225,401,713	225,410,603	225,394,973
12/31/2013	181,905,914	181,936,807	181,924,794	181,902,671	
12/31/2014	190,845,800	190,847,944	190,846,168		
12/31/2015	188,150,862	188,170,089			
12/31/2016	240,222,744				

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2010	0.981	0.997	1.001	1.000
12/31/2011	0.980	0.996	1.000	1.000
12/31/2012	0.984	0.997	0.999	1.000
12/31/2013	0.980	0.996	1.002	0.997
12/31/2014	0.982	0.994	0.999	0.999
12/31/2015	0.972	0.994	0.998	1.000
12/31/2016	0.975	0.991	0.999	1.000
12/31/2017	0.966	0.992	0.998	1.000
12/31/2018	0.974	0.992	0.999	
12/31/2019	0.968	0.995		
12/31/2020	0.971			
Average Factor: (Best 3 of 5)	0.971	0.993	0.999	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.992
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.963

VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2010	378,884,243	378,838,236	378,780,237	378,755,953	378,722,722
12/31/2011	409,523,895	409,530,741	409,503,953	409,496,576	409,472,005
12/31/2012	410,262,724	410,189,581	409,919,908	409,893,277	409,873,023
12/31/2013	432,833,839	432,793,073	432,781,659	432,776,728	
12/31/2014	480,316,770	480,320,176	480,838,595		
12/31/2015	510,085,068	509,948,364			
12/31/2016	543,197,969				

Ratios

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

Summary of Factors

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

VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2010	61,150,293	61,504,274	61,480,746	61,475,713	61,478,505
12/31/2011	77,740,205	77,820,258	77,650,810	77,687,346	77,686,548
12/31/2012	87,106,352	85,893,542	85,891,881	85,926,699	85,946,878
12/31/2013	61,721,212	62,301,027	62,512,457	62,524,905	62,515,873
12/31/2014	64,117,874	65,058,808	65,188,174	65,131,158	65,169,188
12/31/2015	55,859,881	56,513,473	56,396,547	56,392,426	56,393,153
12/31/2016	68,310,832	69,078,420	69,053,711	69,017,168	69,012,567
12/31/2017	77,755,702	77,785,863	77,980,756	77,616,679	77,709,188
12/31/2018	64,352,238	65,254,170	65,142,765	65,074,684	
12/31/2019	66,330,985	67,671,350	67,566,859		
12/31/2020	60,944,480	61,455,593			
12/31/2021	71,501,761				

Ratios

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

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.998
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.009

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.992
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.941

VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2010	146,451,531	146,436,667	146,432,685	146,434,143	146,419,574
12/31/2011	159,034,072	159,021,247	159,006,971	158,991,986	158,973,450
12/31/2012	160,069,358	160,040,943	160,015,754	159,997,584	159,984,916
12/31/2013	161,032,378	161,008,626	160,942,081	160,927,857	
12/31/2014	169,982,296	169,999,190	169,790,259		
12/31/2015	178,634,668	178,568,212			
12/31/2016	181,783,186				

Ratios

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

Summary of Factors

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

VERISK

(1)	Public Automobiles Liability	Differentials to Base Loss Cost CSL Liab	PIP
	Taxis & Limos	4.02	4.69
	School and Church Buses	0.38	0.57
	Other Buses	3.16	5.46
	Van Pools	0.95	0.62
(2)	Public Automobiles Physical Damage		
	Taxis, Limos and Van Pools		
	Other Than Collision:	1.52	
	Collision	2.25	
	School, Church, and Other Buses		
	Other Than Collision:	0.68	
	Collision	0.63	
(3)	PIP Relativities		
	Class of Business		
	TTT Covered by Workers' Compensation	0.500	
	PPT principally operated by employees	0.555	
	T&L Other Than Owner Operated	0.712	
	Van Pool Furnished by Employer	0.555	
(4)	Specified Cause of Loss Relativity	0.576	
	This factor is used for Trucks, Tractors and Trailers and Private Passenger Types.		
(5)	The loss cost for hired autos is set forth in Section E. It applies in all territories and is calculated as 0.25% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.		

VERISK

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

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

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

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

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

* EXCLUDES MASSACHUSETTS

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

VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

* EXCLUDES MASSACHUSETTS

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

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

VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

* EXCLUDES MASSACHUSETTS

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

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

VERISK

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

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

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

O.T.C	COLL.
1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

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

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

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

VERISK

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

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

Ratios

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

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.999
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.056

VERISK

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

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

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
03/31/2010	0.999	1.000	1.000	1.000	1.000
03/31/2011	1.025	1.004	1.000	1.000	1.000
03/31/2012	1.001	1.000	1.000	1.000	1.000
03/31/2013	1.000	1.000	1.000	0.999	
03/31/2014	1.000	1.000	1.000		
03/31/2015	1.002	1.000			
03/31/2016	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

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

VERISK

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
03/31/2010	5,541,442	5,476,586	5,436,736	5,442,327	5,421,531
03/31/2011	7,395,246	7,124,216	7,052,187	7,022,712	7,021,049
03/31/2012	7,847,913	8,066,066	8,016,194	8,002,310	7,411,632
03/31/2013	7,237,599	7,208,141	7,633,465	7,613,941	7,581,420
03/31/2014	8,304,911	8,502,984	8,476,725	8,494,370	8,499,196
03/31/2015	8,018,911	8,373,250	8,167,327	8,255,027	8,279,449
03/31/2016	7,463,495	7,696,050	7,480,718	7,449,159	7,435,649
03/31/2017	8,748,475	8,684,832	8,603,979	8,529,132	8,545,164
03/31/2018	7,046,439	7,709,671	7,686,166	7,700,579	
03/31/2019	7,057,480	7,259,632	7,274,167		
03/31/2020	6,694,733	6,514,207			
03/31/2021	2,667,461				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
03/31/2010	0.988	0.993	1.001	0.996
03/31/2011	0.963	0.990	0.996	1.000
03/31/2012	1.028	0.994	0.998	0.926
03/31/2013	0.996	1.059	0.997	0.996
03/31/2014	1.024	0.997	1.002	1.001
03/31/2015	1.044	0.975	1.011	1.003
03/31/2016	1.031	0.972	0.996	0.998
03/31/2017	0.993	0.991	0.991	1.002
03/31/2018	1.094	0.997	1.002	
03/31/2019	1.029	1.002		
03/31/2020	0.973			
Average Factor: (Best 3 of 5)	1.018	0.988	1.000	1.000

Summary of Factors

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

VERISK

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

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

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
03/31/2010	1.000	1.000	1.000	1.000	1.000
03/31/2011	1.001	1.000	1.000	1.000	1.000
03/31/2012	0.999	1.000	1.000	1.000	1.000
03/31/2013	1.001	0.996	1.000	1.000	
03/31/2014	0.998	1.000	1.000		
03/31/2015	1.000	1.000			
03/31/2016	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

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

VERISK

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

Frequency (expressed as claims per 100 exposures)

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

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

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

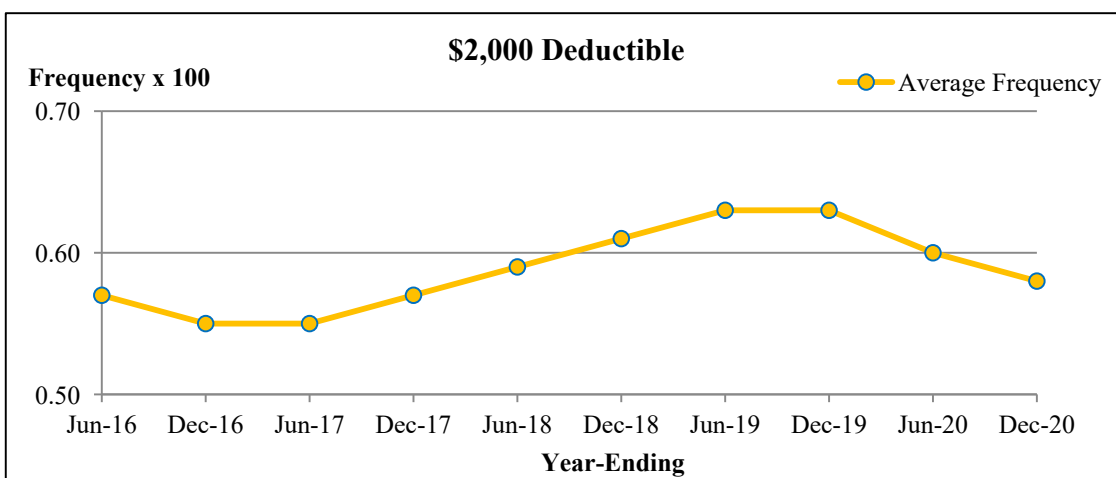
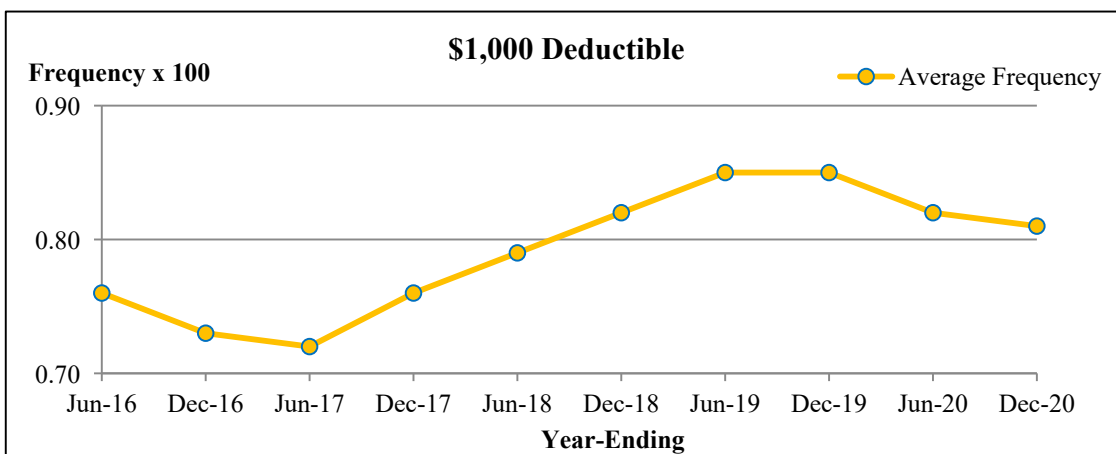
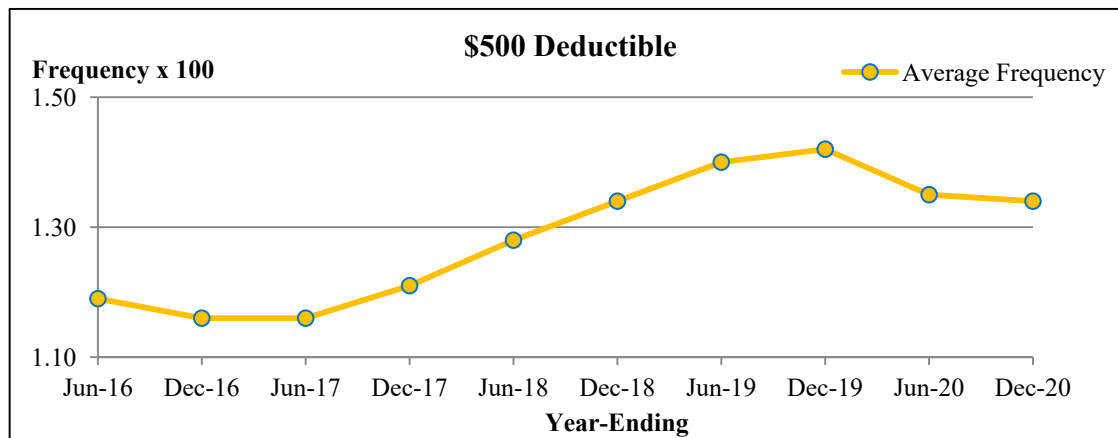
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 2.8% of losses, are excluded from the trend calculations.

VERISK

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



*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

VERISK

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

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
6/30/2016	4,398.57	6,753.17	8,059.51
12/31/2016	4,414.93	7,057.00	8,435.77
6/30/2017	4,710.32	7,324.30	8,675.68
12/31/2017	5,047.29	7,593.51	8,909.32
6/30/2018	5,106.87	7,930.04	9,410.02
12/31/2018	5,164.55	8,152.85	9,832.47
6/30/2019	5,233.21	8,317.70	10,214.84
12/31/2019	5,414.01	8,816.26	10,875.04
6/30/2020	5,438.32	8,621.98	10,559.97
12/31/2020	5,488.41	8,514.32	10,452.52

Average Annual Change Using Exponential Fits:

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

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

* Multistate data excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2016	2.18		1.92		1.57	
12/31/2016	2.23		1.96		1.60	
6/30/2017	2.24		1.96		1.61	
12/31/2017	2.21	-0.9%	1.94	-1.0%	1.60	0.0%
6/30/2018	2.24		1.99		1.65	
12/31/2018	2.25	1.8%	2.01	3.6%	1.66	3.7%
6/30/2019	2.25		2.01		1.66	
12/31/2019	2.24	-0.4%	2.01	0.0%	1.66	0.0%
6/30/2020	2.00		1.76		1.47	
12/31/2020	1.86	-17.0%	1.62	-19.4%	1.37	-17.5%

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

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

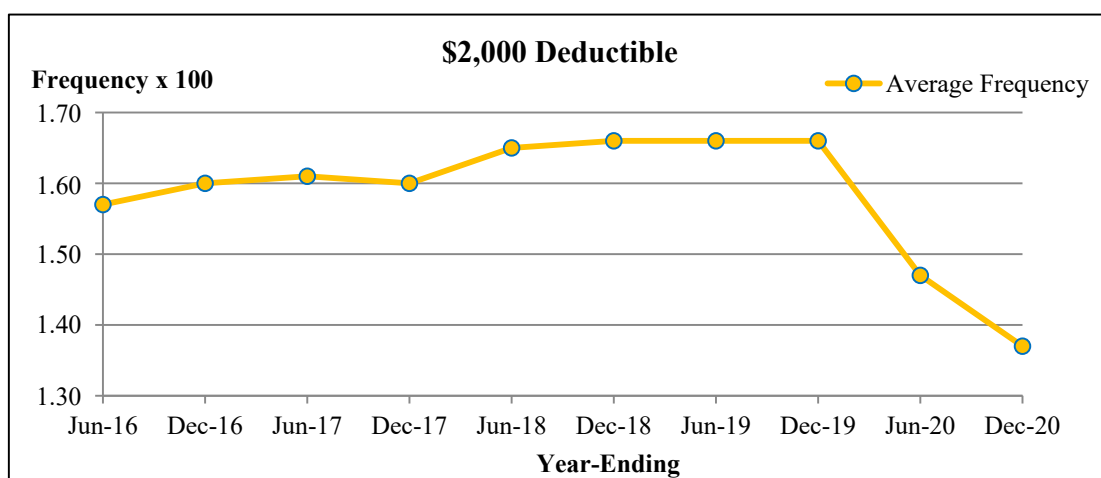
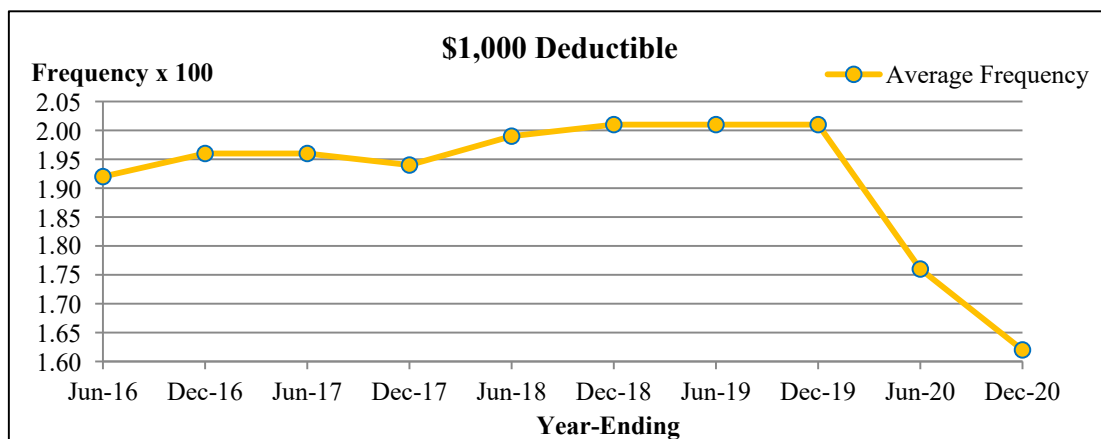
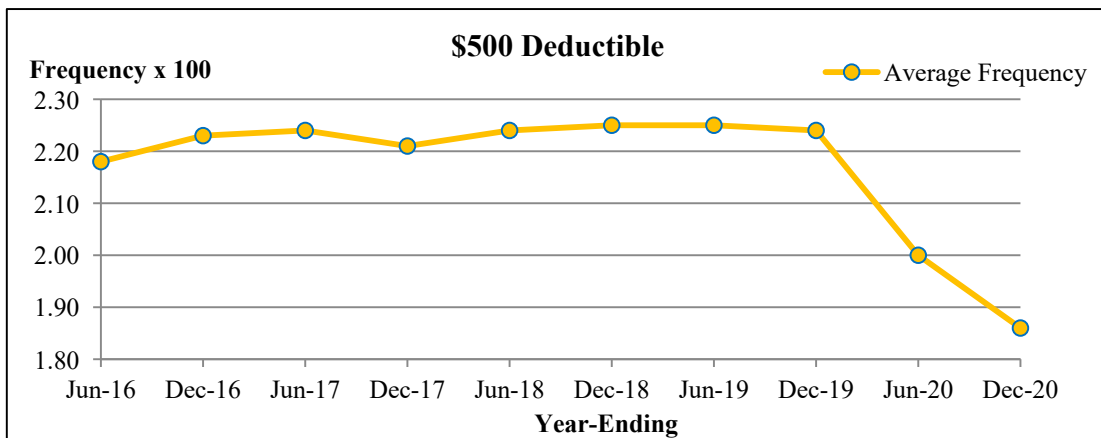
* Multistate data excludes Massachusetts

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

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

VERISK

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



*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
6/30/2016	9,281.28	10,964.08	11,928.82
12/31/2016	9,493.73	11,239.00	12,206.31
6/30/2017	9,513.79	11,238.62	12,181.06
12/31/2017	9,709.62	11,295.33	12,263.07
6/30/2018	9,906.99	11,561.60	12,598.31
12/31/2018	10,098.28	11,783.35	12,807.24
6/30/2019	10,347.84	12,072.56	13,161.79
12/31/2019	10,423.55	12,122.46	13,246.24
6/30/2020	10,771.39	12,506.12	13,649.25
12/31/2020	11,364.54	13,563.81	14,639.24

Average Annual Change Using Exponential Fits:

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

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

* Multistate data excludes Massachusetts

VERISK

Hired Autos OTC

All Perils (excluding specified causes of loss coverage codes)

Triangle of Shifted Losses

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

Triangle of Relative Loss Ratios

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

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

Hired Autos Collision

All Perils

Triangle of Shifted Losses

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

Triangle of Relative Loss Ratios

	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.

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

**MINNESOTA (22)
TERRITORY 101**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 408	N/A	\$ 35	\$ 18
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
		Not Principally Operated By Employees	Principally Operated By Employees
\$ 294	N/A	\$ 82	\$ 46
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
		Owner Operated	Other Than Owner Operated
\$ 1640	N/A	\$ 164	\$ 117
– SCHOOL AND CHURCH BUSES			
		All Autos	
\$ 155	N/A	\$ 20	
– OTHER BUSES			
		All Autos	
\$ 1289	N/A	\$ 191	
– VAN POOLS			
		Employer Furnished	All Other
\$ 388	N/A	\$ 12	\$ 22
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
		All Autos	
\$ 579	Refer to Rule 249.	\$ 43	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 217	N/A	\$ 27	\$ 14
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 219	N/A	\$ 52	\$ 29
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 872	N/A	\$ 127	\$ 90
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 82	N/A	\$ 15	
– OTHER BUSES		All Autos	
\$ 686	N/A	\$ 147	
– VAN POOLS		Employer Furnished	All Other
\$ 206	N/A	\$ 9	\$ 17
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 308	Refer to Rule 249.	\$ 31	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 176	N/A	\$ 31	\$ 16
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 177	N/A	\$ 72	\$ 40
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 708	N/A	\$ 145	\$ 103
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 67	N/A	\$ 18	
– OTHER BUSES		All Autos	
\$ 556	N/A	\$ 169	
– VAN POOLS		Employer Furnished	All Other
\$ 167	N/A	\$ 11	\$ 19
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 250	Refer to Rule 249.	\$ 35	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 371	N/A	\$ 29	\$ 15
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 243	N/A	\$ 63	\$ 35
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 1491	N/A	\$ 136	\$ 97
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 141	N/A	\$ 17	
– OTHER BUSES		All Autos	
\$ 1172	N/A	\$ 158	
– VAN POOLS		Employer Furnished	All Other
\$ 352	N/A	\$ 10	\$ 18
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 526	Refer to Rule 249.	\$ 34	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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**MINNESOTA (22)
TERRITORY 108**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 320	N/A	\$ 33	\$ 17
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 288	N/A	\$ 90	\$ 50
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 1286	N/A	\$ 155	\$ 110
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 122	N/A	\$ 19	
– OTHER BUSES		All Autos	
\$ 1011	N/A	\$ 180	
– VAN POOLS		Employer Furnished	All Other
\$ 304	N/A	\$ 11	\$ 20
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 454	Refer to Rule 249.	\$ 41	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 365	N/A	\$ 37	\$ 19
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 227	N/A	\$ 68	\$ 38
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 1467	N/A	\$ 174	\$ 124
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 139	N/A	\$ 21	
– OTHER BUSES		All Autos	
\$ 1153	N/A	\$ 202	
– VAN POOLS		Employer Furnished	All Other
\$ 347	N/A	\$ 13	\$ 23
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 518	Refer to Rule 249.	\$ 44	
<ul style="list-style-type: none">For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.For Private Passenger Types Classifications, refer to Rule 232. for premium development.For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.For liability increased limits factors, refer to Rule 300.Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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**MINNESOTA (22)
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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 149	N/A	\$ 16	\$ 8
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 173	N/A	\$ 45	\$ 25
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 599	N/A	\$ 75	\$ 53
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 57	N/A	\$ 9	
– OTHER BUSES		All Autos	
\$ 471	N/A	\$ 87	
– VAN POOLS		Employer Furnished	All Other
\$ 142	N/A	\$ 6	\$ 10
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 212	Refer to Rule 249.	\$ 20	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 216	N/A	Not Covered By Workers' Compensation \$ 28	Covered By Workers' Compensation \$ 14
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 187	N/A	Not Principally Operated By Employees \$ 62	Principally Operated By Employees \$ 34
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
\$ 868	N/A	Owner Operated \$ 131	Other Than Owner Operated \$ 93
– SCHOOL AND CHURCH BUSES			
\$ 82	N/A	All Autos \$ 16	
– OTHER BUSES			
\$ 683	N/A	All Autos \$ 153	
– VAN POOLS			
\$ 205	N/A	Employer Furnished \$ 9	All Other \$ 17
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 306	Refer to Rule 249.	All Autos \$ 33	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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**MINNESOTA (22)
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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 161	N/A	\$ 18	\$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
		Not Principally Operated By Employees	Principally Operated By Employees
\$ 167	N/A	\$ 57	\$ 32
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
		Owner Operated	Other Than Owner Operated
\$ 647	N/A	\$ 84	\$ 60
– SCHOOL AND CHURCH BUSES			
		All Autos	
\$ 61	N/A	\$ 10	
– OTHER BUSES			
		All Autos	
\$ 509	N/A	\$ 98	
– VAN POOLS			
		Employer Furnished	All Other
\$ 153	N/A	\$ 6	\$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
		All Autos	
\$ 229	Refer to Rule 249.	\$ 22	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 142	N/A	Not Covered By Workers' Compensation \$ 15	Covered By Workers' Compensation \$ 8
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 188	N/A	Not Principally Operated By Employees \$ 57	Principally Operated By Employees \$ 32
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
\$ 571	N/A	Owner Operated \$ 70	Other Than Owner Operated \$ 50
– SCHOOL AND CHURCH BUSES			
\$ 54	N/A	All Autos \$ 9	
– OTHER BUSES			
\$ 449	N/A	All Autos \$ 82	
– VAN POOLS			
\$ 135	N/A	Employer Furnished \$ 5	All Other \$ 9
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 202	Refer to Rule 249.	All Autos \$ 17	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 168	N/A	\$ 18	\$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 168	N/A	\$ 53	\$ 29
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 675	N/A	\$ 84	\$ 60
– SCHOOL AND CHURCH BUSES			
\$ 64	N/A		All Autos \$ 10
– OTHER BUSES			
\$ 531	N/A		All Autos \$ 98
– VAN POOLS		Employer Furnished	All Other
\$ 160	N/A	\$ 6	\$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			All Autos
\$ 238	Refer to Rule 249.		\$ 21
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 319	N/A	Not Covered By Workers' Compensation \$ 30	Covered By Workers' Compensation \$ 15
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 227	N/A	Not Principally Operated By Employees \$ 86	Principally Operated By Employees \$ 48
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
\$ 1282	N/A	Owner Operated \$ 141	Other Than Owner Operated \$ 100
– SCHOOL AND CHURCH BUSES			
\$ 121	N/A	All Autos \$ 17	
– OTHER BUSES			
\$ 1008	N/A	All Autos \$ 164	
– VAN POOLS			
\$ 303	N/A	Employer Furnished \$ 11	All Other \$ 19
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 452	Refer to Rule 249.	All Autos \$ 35	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 203	N/A	\$ 18	\$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
		Not Principally Operated By Employees	Principally Operated By Employees
\$ 229	N/A	\$ 47	\$ 26
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
		Owner Operated	Other Than Owner Operated
\$ 816	N/A	\$ 84	\$ 60
– SCHOOL AND CHURCH BUSES			
		All Autos	
\$ 77	N/A	\$ 10	
– OTHER BUSES			
		All Autos	
\$ 641	N/A	\$ 98	
– VAN POOLS			
		Employer Furnished	All Other
\$ 193	N/A	\$ 6	\$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
		All Autos	
\$ 288	Refer to Rule 249.	\$ 21	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 234	N/A	Not Covered By Workers' Compensation \$ 18	Covered By Workers' Compensation \$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 226	N/A	Not Principally Operated By Employees \$ 47	Principally Operated By Employees \$ 26
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
\$ 941	N/A	Owner Operated \$ 84	Other Than Owner Operated \$ 60
– SCHOOL AND CHURCH BUSES			
\$ 89	N/A	All Autos \$ 10	
– OTHER BUSES			
\$ 739	N/A	All Autos \$ 98	
– VAN POOLS			
\$ 222	N/A	Employer Furnished \$ 6	All Other \$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 332	Refer to Rule 249.	All Autos \$ 21	
<ul style="list-style-type: none">For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.For Private Passenger Types Classifications, refer to Rule 232. for premium development.For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.For liability increased limits factors, refer to Rule 300.Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 175	N/A	\$ 18	\$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 198	N/A	\$ 47	\$ 26
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 704	N/A	\$ 84	\$ 60
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 67	N/A	\$ 10	
– OTHER BUSES		All Autos	
\$ 553	N/A	\$ 98	
– VAN POOLS		Employer Furnished	All Other
\$ 166	N/A	\$ 6	\$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 249	Refer to Rule 249.	\$ 21	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 189	N/A	\$ 18	\$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
		Not Principally Operated By Employees	Principally Operated By Employees
\$ 217	N/A	\$ 47	\$ 26
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
		Owner Operated	Other Than Owner Operated
\$ 760	N/A	\$ 84	\$ 60
– SCHOOL AND CHURCH BUSES			
		All Autos	
\$ 72	N/A	\$ 10	
– OTHER BUSES			
		All Autos	
\$ 597	N/A	\$ 98	
– VAN POOLS			
		Employer Furnished	All Other
\$ 180	N/A	\$ 6	\$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
		All Autos	
\$ 268	Refer to Rule 249.	\$ 21	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 192	N/A	\$ 20	\$ 10
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 242	N/A	\$ 49	\$ 27
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 772	N/A	\$ 94	\$ 67
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 73	N/A	\$ 11	
– OTHER BUSES		All Autos	
\$ 607	N/A	\$ 109	
– VAN POOLS		Employer Furnished	All Other
\$ 182	N/A	\$ 7	\$ 12
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 272	Refer to Rule 249.	\$ 22	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 246	N/A	\$ 22	\$ 11
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		Not Principally Operated By Employees	Principally Operated By Employees
\$ 218	N/A	\$ 63	\$ 35
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES		Owner Operated	Other Than Owner Operated
\$ 989	N/A	\$ 103	\$ 73
– SCHOOL AND CHURCH BUSES		All Autos	
\$ 93	N/A	\$ 13	
– OTHER BUSES		All Autos	
\$ 777	N/A	\$ 120	
– VAN POOLS		Employer Furnished	All Other
\$ 234	N/A	\$ 8	\$ 14
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		All Autos	
\$ 349	Refer to Rule 249.	\$ 26	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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TERRITORY 124**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
		Not Covered By Workers' Compensation	Covered By Workers' Compensation
\$ 196	N/A	\$ 18	\$ 9
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
		Not Principally Operated By Employees	Principally Operated By Employees
\$ 228	N/A	\$ 59	\$ 33
RULE 240. PUBLIC AUTO CLASSIFICATIONS – – TAXICABS AND LIMOUSINES			
		Owner Operated	Other Than Owner Operated
\$ 788	N/A	\$ 84	\$ 60
– SCHOOL AND CHURCH BUSES			
		All Autos	
\$ 74	N/A	\$ 10	
– OTHER BUSES			
		All Autos	
\$ 619	N/A	\$ 98	
– VAN POOLS			
		Employer Furnished	All Other
\$ 186	N/A	\$ 6	\$ 11
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
		All Autos	
\$ 278	Refer to Rule 249.	\$ 21	
<ul style="list-style-type: none">• For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development.• For Private Passenger Types Classifications, refer to Rule 232. for premium development.• For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development.• For liability increased limits factors, refer to Rule 300.• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249.			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 79	\$ 137	\$ 354
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 96	\$ 166	\$ 413
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 120	\$ 208	\$ 797
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 93	\$ 223
– OTHER BUSES			
	\$ 54	\$ 93	\$ 223
– VAN POOLS			
	\$ 120	\$ 208	\$ 797
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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**MINNESOTA (22)
TERRITORY 103**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 104	\$ 181	\$ 385
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 143	\$ 249	\$ 408
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 158	\$ 275	\$ 866
– SCHOOL AND CHURCH BUSES			
	\$ 71	\$ 123	\$ 243
– OTHER BUSES			
	\$ 71	\$ 123	\$ 243
– VAN POOLS			
	\$ 158	\$ 275	\$ 866
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 111	\$ 193	\$ 364
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 167	\$ 290	\$ 343
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 169	\$ 293	\$ 819
– SCHOOL AND CHURCH BUSES			
	\$ 75	\$ 131	\$ 229
– OTHER BUSES			
	\$ 75	\$ 131	\$ 229
– VAN POOLS			
	\$ 169	\$ 293	\$ 819
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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**MINNESOTA (22)
TERRITORY 105**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 88	\$ 152	\$ 339
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 99	\$ 172	\$ 298
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 134	\$ 231	\$ 763
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 103	\$ 214
– OTHER BUSES			
	\$ 60	\$ 103	\$ 214
– VAN POOLS			
	\$ 134	\$ 231	\$ 763
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 85	\$ 147	\$ 361
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 107	\$ 185	\$ 421
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 129	\$ 223	\$ 812
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 100	\$ 227
– OTHER BUSES			
	\$ 58	\$ 100	\$ 227
– VAN POOLS			
	\$ 129	\$ 223	\$ 812
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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**MINNESOTA (22)
TERRITORY 109**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 89	\$ 154	\$ 374
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 104	\$ 180	\$ 296
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 135	\$ 234	\$ 842
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 105	\$ 236
– OTHER BUSES			
	\$ 61	\$ 105	\$ 236
– VAN POOLS			
	\$ 135	\$ 234	\$ 842
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 115	\$ 200	\$ 337
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 173	\$ 301	\$ 279
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 175	\$ 304	\$ 758
– SCHOOL AND CHURCH BUSES			
	\$ 78	\$ 136	\$ 212
– OTHER BUSES			
	\$ 78	\$ 136	\$ 212
– VAN POOLS			
	\$ 175	\$ 304	\$ 758
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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**MINNESOTA (22)
TERRITORY 113**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 113	\$ 196	\$ 318
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 147	\$ 256	\$ 305
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 172	\$ 298	\$ 716
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 133	\$ 200
– OTHER BUSES			
	\$ 77	\$ 133	\$ 200
– VAN POOLS			
	\$ 172	\$ 298	\$ 716
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 126	\$ 218	\$ 333
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 171	\$ 297	\$ 320
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 192	\$ 331	\$ 749
– SCHOOL AND CHURCH BUSES			
	\$ 86	\$ 148	\$ 210
– OTHER BUSES			
	\$ 86	\$ 148	\$ 210
– VAN POOLS			
	\$ 192	\$ 331	\$ 749
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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**MINNESOTA (22)
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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 113	\$ 196	\$ 294
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 175	\$ 304	\$ 262
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 172	\$ 298	\$ 662
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 133	\$ 185
– OTHER BUSES			
	\$ 77	\$ 133	\$ 185
– VAN POOLS			
	\$ 172	\$ 298	\$ 662
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 89	\$ 155	\$ 341
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 126	\$ 219	\$ 244
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 135	\$ 236	\$ 767
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 105	\$ 215
– OTHER BUSES			
	\$ 61	\$ 105	\$ 215
– VAN POOLS			
	\$ 135	\$ 236	\$ 767
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 89	\$ 154	\$ 328
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 126	\$ 219	\$ 292
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 135	\$ 234	\$ 738
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 105	\$ 207
– OTHER BUSES			
	\$ 61	\$ 105	\$ 207
– VAN POOLS			
	\$ 135	\$ 234	\$ 738
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 88	\$ 152	\$ 316
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 100	\$ 174	\$ 255
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 134	\$ 231	\$ 711
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 103	\$ 199
– OTHER BUSES			
	\$ 60	\$ 103	\$ 199
– VAN POOLS			
	\$ 134	\$ 231	\$ 711
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 85	\$ 148	\$ 328
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 88	\$ 152	\$ 273
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 129	\$ 225	\$ 738
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 101	\$ 207
– OTHER BUSES			
	\$ 58	\$ 101	\$ 207
– VAN POOLS			
	\$ 129	\$ 225	\$ 738
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 115	\$ 200	\$ 277
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 115	\$ 199	\$ 255
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 175	\$ 304	\$ 623
– SCHOOL AND CHURCH BUSES			
	\$ 78	\$ 136	\$ 175
– OTHER BUSES			
	\$ 78	\$ 136	\$ 175
– VAN POOLS			
	\$ 175	\$ 304	\$ 623
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 89	\$ 155	\$ 302
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 118	\$ 204	\$ 247
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 135	\$ 236	\$ 680
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 105	\$ 190
– OTHER BUSES			
	\$ 61	\$ 105	\$ 190
– VAN POOLS			
	\$ 135	\$ 236	\$ 680
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 90	\$ 156	\$ 308
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 137	\$ 238	\$ 371
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 137	\$ 237	\$ 693
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 106	\$ 194
– OTHER BUSES			
	\$ 61	\$ 106	\$ 194
– VAN POOLS			
	\$ 137	\$ 237	\$ 693
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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**MINNESOTA (22)
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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 94	\$ 164	\$ 330
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 128	\$ 223	\$ 326
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 143	\$ 249	\$ 743
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 112	\$ 208
– OTHER BUSES			
	\$ 64	\$ 112	\$ 208
– VAN POOLS			
	\$ 143	\$ 249	\$ 743
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 83	\$ 144	\$ 285
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 88	\$ 152	\$ 294
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 126	\$ 219	\$ 641
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 98	\$ 180
– OTHER BUSES			
	\$ 56	\$ 98	\$ 180
– VAN POOLS			
	\$ 126	\$ 219	\$ 641
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

290. HIRED AUTOS

Cost Of Hire Basis – All Territories Liability Base Loss Cost
\$ 0.59

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

Coverage	All Perils Deductible	Loss Cost Per Each \$100 Annual Cost Of Hire
Comprehensive	No Deductible	\$ 0.45
	\$ 50 Deductible	0.44
	100 Deductible	0.43
	250 Deductible	0.41
	500 Deductible	0.39
	1,000 Deductible	0.36
	2,000 Deductible	0.31
	3,000 Deductible	0.27
	5,000 Deductible	0.22
Collision	\$ 100 Deductible	1.41
	250 Deductible	1.36
	500 Deductible	1.28
	1,000 Deductible	1.13
	2,000 Deductible	0.96
	3,000 Deductible	0.84
Specified Causes Of Loss	5,000 Deductible	0.67
	No Deductible	0.22

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

Supplementary Information – Minnesota

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 Minnesota

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 – Minnesota

Trends in Medical Care Costs

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

<u>Period</u>	<u>CPI – Medical Care Annual Rate of Change¹</u>	<u>CPI – Hospital & Other Related Services Annual Rate of Change</u>
October 2010 - September 2011	2.8%	4.9%
October 2011 - September 2012	4.1%	4.7%
October 2012 - September 2013	2.4%	5.4%
October 2013 - September 2014	2.0%	3.5%
October 2014 - September 2015	2.5%	3.3%
October 2015 - September 2016	4.9%	5.6%
October 2016 - September 2017	1.6%	4.3%
October 2017 - September 2018	1.7%	3.7%
October 2018 - September 2019	3.5%	2.1%
October 2019 - September 2020	4.2%	4.5%
October 2020 - September 2021	0.4%	3.3%
October 2021 - September 2022	6.0%	3.9%

Claim Frequencies

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

Claim Counts

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

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

Supplementary Information – Minnesota

Minnesota 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>
Minnesota Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	10.8%	6.2%
Property Damage (\$100,000 Limit)	7.8%	4.5%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	7.8%	5.3%
Property Damage (\$100,000 Limit)	8.4%	7.4%
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%	7.4%
Private Passenger Types*		
Bodily Injury (\$100,000 Limit)	7.8%	5.3%
Property Damage (\$100,000 Limit)	8.4%	7.4%

*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%

Minnesota bodily injury severity trend receives 0% weight when combined with multistate trend in the filing, property damage trend receives 15% 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 0.8% instead of 4.0%. For the Private Passenger Types coverage, the indication would have been 1.7% instead of 5.3%. For the Auto Dealers coverage, the indication would have been 19.7% instead of 26.2%.

Supplementary Information – Minnesota

No-Fault Coverage (PIP)

	Current Trends <u>Data through 9/30/2022</u>	Previous Trends <u>Data through 9/30/2021</u>
Minnesota Claim Cost Trends		
Trucks, Tractors & Trailers	3.9%	3.9%
Private Passenger Types	3.5%	3.6%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers	0.0%	0.0%
Private Passenger Types	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers	3.9%	3.9%
Private Passenger Types*	3.5%	3.6%

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

If the prior trends were used to calculate the indicated change in this document, the Truck, Tractors & Trailers PIP indication of -4.0% would have remained the same. For the Private Passenger Types PIP coverage, the indication would have been -3.1% instead of -3.2%. For the Auto Dealers PIP coverage, the indication would have been 3.2% instead of 3.0%.

Physical Damage Loss Trend

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

Physical Damage Premium Trend

		Current VVF Trends <u>Data through 3/31/2022</u>	Previous OCN Trends <u>Data through 12/31/2020</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	2.0%	0.9%
	Collision	2.5%	1.4%
Private Passenger Types	<u>Coverage</u>		
	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 been 9.3%, instead of 8.8%, and 21.6%, instead of 14.0%, respectively.

The loss trend has increased by 4.5 points for Trucks, Tractors & Trailers Collision and has increased by 3.0 points for Private Passenger Types Collision. The premium trend has increased by 1.1 points for Trucks, Tractors, & Trailers Collision and has increased by 0.5 points for Private Passenger Types Collision. If the prior loss and premium trends were used, the Trucks, Tractors & Trailers and Private

Supplementary Information – Minnesota

Passenger Types Collision indications in this document would have been 25.1%, instead of 39.9%, and 1.3%, instead of 10.1%, respectively.

Loss Development

Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Minnesota 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	1.102	1.093
27 to Ultimate	1.214	1.222
15 to Ultimate	1.490	1.458
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.005	1.004
27 to Ultimate	1.015	1.014
15 to Ultimate	1.048	1.047
Private Passenger Types BI		
39 to Ultimate	1.083	1.084
27 to Ultimate	1.231	1.234
15 to Ultimate	1.496	1.351
Private Passenger Types PD		
39 to Ultimate	1.004	1.003
27 to Ultimate	1.012	1.011
15 to Ultimate	1.070	1.081
Auto Dealers BI		
39 to Ultimate	1.168	N/A
27 to Ultimate	1.405	N/A
15 to Ultimate	2.162	N/A
Auto Dealers PD		
39 to Ultimate	1.036	N/A
27 to Ultimate	1.074	N/A
15 to Ultimate	1.174	N/A

Supplementary Information – Minnesota

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 12.2% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 11/1/2023 proposed effective date, with the following exceptions: For Private Passenger Types Liability, No Change (N.C.) was selected to reflect the favorable state experience. For Auto Dealers PIP, No Change (N.C.) was selected due to the modest indication.

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Private Passenger Types Liability	5.3%	No Change (N.C.)
Auto Dealers PIP	3.0%	No Change (N.C.)

The overall filed change is 11.8%.

Notes

- The Trucks, Tractors & Trailers OTC indication (8.8%) is driven by unfavorable experience in the three accident years included in the review.
- The Trucks, Tractors & Trailers collision indication (39.9%) is driven by unfavorable experience in the three accident years included in the review.
- The Private Passenger Types OTC indication (14.0%) is driven by unfavorable experience in the five accident years included in the review.
- The Private Passenger Types collision indication (10.1%) is driven by unfavorable experience in four of the five accident years included in the review.
- The Auto Dealers liability indication (26.2%) is due to the poor experience in three years of the review, as well as a higher expected experience ratio caused by a longer period of time since this coverage was last reviewed.
- The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.