

LOSS COSTS – IMPLEMENTATION

OCTOBER 24, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-332

TENNESSEE REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

KEY MESSAGE

Loss costs representing a 17.7% statewide change to be implemented.

BACKGROUND

In circular [LI-CA-2023-263](#), 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 Tennessee, 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

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

These changes are applicable to all policies written on or after May 1, 2024.

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

IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of May 1, 2024, 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. The action, if any, you must take in response to this filing is dependent upon how you filed to have your loss cost adjustments apply to subsequent revisions of ISO loss costs. Any submission you make with respect to this revision must comply with applicable regulatory filing requirements. For guidance on submission requirements, consult the ISO State Filing Handbook.

WE WILL SUBMIT OUR REFERENCE FILING TO THE INSURANCE DEPARTMENT ON APRIL 1, 2024. ANY SUBMISSION YOU MAY MAKE WITH THE INSURANCE DEPARTMENT WITH RESPECT TO THIS FILING SHOULD NOT BE SUBMITTED PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Filing Number CA-2023-BRLA1 and SERFF Tracking Number ISOF-133851406, NOT this circular number.

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

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 5-24 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-CA-2023-263](#) (07/26/2023) 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/riskanalyzer>.

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We provide participating insurers with information concerning the jurisdictions for which our products and services are distributed. Even in those jurisdictions, each insurer must determine what filing requirements, if any, apply and whether those requirements have been satisfied.

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.

TENNESSEE

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 17.7% 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-37.</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	11.6%	11.6%	11.7%
Physical Damage			
Other than Collision	16.5%	16.5%	14.4%
Collision	67.0%	50.0%	21.2%
Total Trucks, Tractors & Trailers	20.7%	18.0%	13.4%
<u>Private Passenger Types</u>			
Liability			
Single Limit Liability	12.8%	12.8%	7.6%
Physical Damage			
Other than Collision	13.4%	13.4%	5.8%
Collision	30.2%	30.2%	31.0%
Total Private Passenger Types	17.1%	17.1%	13.1%
<u>Auto Dealers</u>			
Liability			
Single Limit Liability	24.8%	-10.0%	-10.0%
Total Auto Dealers	24.8%	-10.0%	-10.0%
<u>Hired Autos</u>			
Physical Damage			
Other Than Collision	38.2%	38.2%	38.2%
Collision	168.0%	168.0%	168.0%
Total Hired Autos	124.0%	124.0%	124.0%
<u>Grand Total</u>	20.3%	17.7%	13.3%

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 5/1/2024 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: For Trucks, Tractors and Trailers Collision, 50.0% was selected to temper the large indication. For Auto Dealers Liability, -10.0% was selected to reflect the favorable state experience.

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
<u>Dates</u> Effective Date	2/1/2022	2/1/2021	2/1/2020
<u>Changes</u> Indicated	3.9%	2.6%	8.8%
Filed	4.2%	1.1%	8.4%
Approved	4.2%	1.1%	8.4%

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 6/30/2022 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 second quarter 2022 and claim frequency trend data through first quarter 2022 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	+8.2%
Property Damage	+9.0%
Private Passenger Types Liability:	
Bodily Injury	+8.2%
Property Damage	+9.0%

ADJUSTMENTS TO	Trucks, Tractors & Trailers OTC	+8.0%
REPORTED	Trucks, Tractors & Trailers Collision	+10.0%
EXPERIENCE	Private Passenger Types OTC	+7.5%
(CONT'D)	Private Passenger Types Collision	+10.0%

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 +0.2% 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 +2.0% for OTC and Collision respectively. For Private Passenger Types, the VVF trend factors are +1.8% and +1.0% for OTC and Collision respectively.

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

TEN LARGEST COMPANIES/ GROUPS IN THIS REVIEW

LIABILITY (ASLOB 19.3 & 19.4)

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

PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Cincinnati Insurance Company
3. Cherokee Insurance Company
4. Zurich American Insurance Company
5. Liberty Mutual Insurance Company
6. Sentry Insurance A Mutual Company
7. American International Group
8. Great American Insurance Company
9. Westfield Insurance Company
10. Canal Insurance Company

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

MARKET SHARE

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

Liability (ASLOB 19.3 & 19.4)
40.1%

Physical Damage (ASLOB 21.2)
27.8%

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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TENNESSEE
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

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

**STEP 2:
DISTRIBUTION TO
TERRITORIES** For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average. See the calculations in **Exhibits B6-B12**.

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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

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

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

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

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

INCURRED
LOSSES & LAE
(Item 2)

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

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

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

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

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

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

EXPERIENCE
RATIO
(Item 3)

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

YEAR WEIGHTS
(Item 4)

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

EXPECTED
EXPERIENCE
RATIO
(Item 7)

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

CREDIBILITY

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

CREDIBILITY
WEIGHTED
EXPERIENCE
RATIO

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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

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

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

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

COLUMN (1)
EARNED CAR
YEARS

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

COLUMN (2)
\$100,000 LOSS
COST

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

COLUMN (3)
5 YEAR ENDED
EXPERIENCE
LOSS COST

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

COLUMN (4)
EXPERIENCE
RATIO LOSS
COST

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

COLUMN (5)
CREDIBILITY

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

COLUMN (6)
FORMULA
EXPERIENCE
RATIO

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

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

COLUMN (7)
INDEX TO
STATE

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

[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 base class loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

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

COLUMN (10)
REVISED BASE
LOSS COST

Revised \$100,000 base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

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

EXPLANATORY MEMORANDUM FOR AUTO DEALERS LIABILITY

COLUMN (1) EARNED CAR YEARS	Number of car-years, or exposures (Trucks, Tractors and Trailers), earned in the latest year. These exposures are used to calculate the weighted averages for column (3) and column (4).
COLUMN (2) AUTO DEALERS AGGREGATE LOSS COST AT CURRENT LEVEL	The Auto Dealers aggregate loss cost at current level. This column is used to calculate the weighted average for column (7).
COLUMN (3) REVISED TRUCKS, TRACTORS & TRAILERS \$100,000 LOSS COST	These are the revised Trucks, Tractors & Trailers \$100,000 base loss costs.
COLUMN (4) AUTO DEALERS PRESENT \$100,000 LOSS COST	Current Auto Dealers \$100,000 base loss cost.
COLUMN (5) & (6) RATIOS TO STATEWIDE AVERAGE	Are derived by dividing each base loss cost by the statewide average loss cost for Trucks, Tractors & Trailers and Auto Dealers, respectively.
COLUMN (7) TERRITORY RELATIVITY	Is derived by dividing the Trucks, Tractors & Trailers indices (column (5)) by the Auto Dealers indices (column (6)).
COLUMN (8) ADJUSTED TERRITORY RELATIVITY	Is derived by multiplying the territory relativity (column (7)) by the adjustment, which is one divided by the statewide average territory relativity (SW column (7)). This yields the required change in the Auto Dealers index in column (7).
COLUMN (9) INDICATED BASE LOSS COST	Indicated base loss cost for a particular territory. It is calculated by applying the product of the adjusted territory relativity (column (8)) and the statewide Auto Dealers loss cost level indication to the present Auto Dealers base loss cost.

COLUMN (10)
REVISED
BASE LOSS COST

Revised \$100,000 base loss cost.

COLUMN (11)
LOSS COST
CHANGE

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

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

COLUMN (1)
EARNED CAR
YEARS

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

COLUMN (2)
UNDERLYING
LOSS COST

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

COLUMN (3)
5 YEAR ENDED
EXPERIENCE
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is trended and include all loss adjustment expenses.

COLUMN (4)
EXPERIENCE
RATIO LOSS
COST

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

COLUMN (5)
CREDIBILITY

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

COLUMN (6)
FORMULA
EXPERIENCE
RATIO

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

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

COLUMN (7)
INDEX TO
STATE

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

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

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

COLUMN (8)
BASE CLASS
LOSS COST

Present ISO base class loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

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

COLUMN (10)
REVISED BASE
LOSS COST

Revised base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

Percentage change:
[Col. (10) / Col. (8)]

LOSS ADJUSTMENT EXPENSE FACTORS

OBJECTIVE

The reported indemnity losses must be loaded for any loss adjustment expenses (LAE) that are not reported in statistical detail to ISO. See the calculations in **Exhibit C1**.

LIABILITY COVERAGES

For the liability coverages, allocated loss adjustment expenses are reported in detail to ISO under the Commercial Statistical Plan. Unallocated loss adjustment expenses must be loaded into the losses. A factor representing the ratio of the sum of the incurred indemnity losses plus all LAE to the sum of the incurred indemnity losses plus allocated LAE was selected based on multistate financial data from a Special Call Submission for available writers.

PHYSICAL DAMAGE COVERAGES

For the physical damage coverages, accident year paid indemnity losses are reported. All loss adjustment expenses must be loaded into the reported losses. A factor representing the ratio of incurred losses plus all LAE to incurred losses was selected based on multistate financial data from the Insurance Expense Exhibits for agency and direct writers.

AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

OBJECTIVE

The application of the average annual change in losses to historical data recognizes that advisory loss costs are being made for use in a future period based on historical experience. Due to economic and social factors, claim cost and frequency levels continue to change from those underlying the historical data.

DETERMINATION OF HISTORICAL AVERAGE CLAIM COST TREND

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

LIABILITY LOSS TREND

The historical average annual change in claim costs for both Bodily Injury and Property Damage coverages are measured in this document using a credibility-weighted mix of multistate and statewide data. Prospective average annual changes for claim frequency have been selected based on the historical multistate data, as well as other relevant factors. Combining the state credibility-weighted claim cost trends with the selected claim frequency trends results in the selected Bodily Injury and Property Damage pure premium trend used to adjust the losses to a prospective level.

TREND CREDIBILITY FOR LIABILITY CLAIM SEVERITY

Trend credibility is based on a full credibility standard of 975,000 claims for BI and 390,000 claims for PD. These standards were developed using a Bayesian analysis. Partial credibility is determined by the following formula:

$$A = C/(C+K)$$

where C equals the number of claims for the latest year ended point and K equals 25,000 for bodily injury and 10,000 for property damage. The resulting table of partial credibilities is shown in this section.

LIABILITY:
FREQUENCY
TREND

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

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

PHYSICAL
DAMAGE:
LOSS TREND

Data Selections

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

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

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

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

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

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

Data Adjustments

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

1) All losses are divided by the appropriate classification factors that correspond to that record in order to diminish the effect that variations in these factors from one year to the next have on the trend calculation. For example, if a shift in the distribution of vehicle weights occurred, we would want to remove the corresponding shift in loss severity from our estimate of severity trend. Due to the introduction of Vehicle Value Factor Trend on the premium side, we are no longer dividing losses by an Age Factor in our loss trend analysis.

2) All Other Than Collision losses are adjusted to correct for the distortion on trend results created by a change in the distribution of types of loss from one year to the next. The Other Than Collision severity is a weighted-average of the severities for each type of loss (glass, fire, theft, etc.). Since each type of loss has a different severity (for example, glass losses have a much smaller severity than other types of loss), then variations in the distribution of types of loss may lead to changes in the severity that we do not want to measure (if one year 5% of losses are glass losses, and the next year 30% of losses are glass losses, we would expect the average severity of all Other Than Collision losses to decrease). To correct this, we calculate the proportion of losses for each type of loss averaged over all years in the experience period.

Consider the following example, where an adjustment is NOT made to the data. Assume 10% annual inflation for all losses:

Type of Loss	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Claims	10	3	15	5
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$500	\$3,000	\$825	\$5,500

Average severity of losses in Year 1 is $(\$500 + \$3,000) / 13 \text{ claims} = \269

Average severity of losses in Year 2 is $(\$825 + \$5,500) / 20 \text{ claims} = \316.25

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

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

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

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

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

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

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

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

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

	Trucks, Tractors & Trailers <u>Pure Premium</u>	Private Passenger Types <u>Pure Premium</u>
OTC:	+8.0%	+7.5%
COLL:	+10.0%	+10.0%

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
09/30/2019	3.158	3.049
12/31/2019	3.189	3.109
03/31/2020	3.194	3.170
06/30/2020	3.248	3.232
09/30/2020	3.263	3.295
12/31/2020	3.283	3.360
03/31/2021	3.315	3.425
06/30/2021	3.384	3.492
09/30/2021	3.458	3.561
12/31/2021	3.561	3.630
03/31/2022	3.703	3.702
06/30/2022	3.848	3.774
09/30/2022	3.903	3.848
12/31/2022	3.984	3.923
03/31/2023	4.050	4.000
06/30/2023	4.122	4.078
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9484	8.1%
12 Point Fit	0.9794	10.0%

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>
6/30/2018	0.6%	0.8%
6/30/2019	0.8%	4.2%
6/30/2020	1.4%	4.6%
6/30/2021	25.5%	18.5%
6/30/2022	52.6%	39.0%

DATA
LIMITATIONS
UNIQUE TO
PREMIUM TREND,
CONTINUED

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

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

In the first cut of data, we display results using only the most recent three and a half years ending 6/30/2022 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 0.2% and 0.0% for Trucks, Tractors & Trailers and Private Passenger Types respectively.

PHYSICAL DAMAGE VVF TREND

OBJECTIVE

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

DATA LIMITATIONS UNIQUE TO PREMIUM TREND

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

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

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

<u>Earned Year Ending</u>	<u>Trucks, Tractors and Trailers</u>	<u>Private Passenger Types</u>
6/30/2018	0.5%	0.6%
6/30/2019	0.8%	4.3%
6/30/2020	1.3%	4.6%
6/30/2021	23.8%	18.5%
6/30/2022	51.7%	39.7%

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 6/30/2022 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 2.0% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. For Private Passenger Types, VVF trends of 1.8% 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 September 30, 2022. In other words, accident year ended June 30, 2022 includes all losses and allocated loss adjustment expenses paid through September 30, 2022 on accidents occurring from July 1, 2021 to June 30, 2022 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2022, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended June 30, 2021 include all loss and loss adjustment expenses paid through September 30, 2022 on accidents occurring from July 1, 2020 to June 30, 2021 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 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 For Bodily Injury Coverage, states are divided into two multistate groups. One group (No-Fault) consists of states with a no-fault law that has a tort threshold. The other group (Tort) contains the remaining states. The applicable multistate group for this state is used in this document. Losses are developed up to 123 months and are based on \$100,000 CSL data. Three-year averages for Trucks, Tractors & Trailers, Private Passenger Types and Auto Dealers are calculated for each link ratio based on a "best three of five" approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Beyond 123 months the loss development is assumed to be unity.

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

STATE
CREDIBILITY
WEIGHTED
FACTORS

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

Trucks, Tractors & Trailers

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

Private Passenger Types

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

TRUCKS,
TRACTORS &
TRAILERS AND
PRIVATE
PASSENGER
TYPES

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

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

AUTO DEALERS

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

LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

OBJECTIVE

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

DESCRIPTION OF EXPERIENCE PERIOD DATA

For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of September 30, 2022. In other words, accident year ended June 30, 2022 includes all losses paid through September 30, 2022 on accidents occurring from July 1, 2021 to June 30, 2022. Similarly, the paid losses for accident year ended June 30, 2021 include all losses paid through September 30, 2022 on accidents occurring from July 1, 2020 to June 30, 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 The extent to which the state experience is reflected in the development of the prospective loss costs is determined by the credibility of the data for that state. Specifically, ISO credibility procedures are based upon the volume of claims for each coverage separately.

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

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

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

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

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

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

ALL LIABILITY COVERAGES
CREDIBILITY TABLE
NUMBER OF CLAIMS

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

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

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

PHYSICAL DAMAGE
CREDIBILITY TABLES
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

TENNESSEE
CLAIMS PER TERRITORY
LIABILITY

Territory	Trucks, Tractors & Trailers	Private Passenger Types
	Incurred Claims 5 Years Ending 6/30/2022 Combined BI and PD	Incurred Claims 5 Years Ending 6/30/2022 Combined BI and PD
101	1,807	424
102	2,719	401
103	927	159
104	1,176	237
106	51	11
109	862	123
112	279	46
120	17	3
121	350	43
122	85	9
123	326	62
124	329	26
125	2,112	322
126	1,852	230
127	232	46
128	651	84
129	288	31
130	249	34
SW Total	14,312	2,291

Claims for Trend

BI	PD
<u>677</u>	<u>2,052</u>

TENNESSEE
CLAIMS PER TERRITORY
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 6/30/2022		Private Passenger Types Paid Claims 5 Years Ending 6/30/2022	
	OTC	Coll	OTC	Coll
101	439	714	236	403
102	581	1,153	259	413
103	269	411	141	178
104	228	510	135	243
106	24	21	13	19
109	408	519	115	152
112	100	130	52	37
120	4	6	0	0
121	98	163	30	40
122	23	38	7	9
123	89	160	63	59
124	90	157	30	25
125	425	846	205	310
126	562	952	221	242
127	89	120	45	47
128	165	305	44	98
129	88	125	26	40
130	152	76	27	32
SW Total	3,834	6,406	1,649	2,347

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
TENNESSEE

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	27,239	2,104,070	2,076,831	0.013	0.184	382,137	2,486,207
1988	34,786	2,380,208	2,345,422	0.015	0.182	426,867	2,807,075
1989	89,877	2,904,501	2,814,624	0.032	0.165	464,413	3,368,914
1990	59,006	2,072,107	2,013,101	0.029	0.168	338,201	2,410,308
1991	238,585	2,364,904	2,126,319	0.112	0.085	180,737	2,545,641
1992	26,262	2,034,897	2,008,635	0.013	0.184	369,589	2,404,486
1993	178,299	2,389,622	2,211,323	0.081	0.116	256,513	2,646,135
1994	124,186	2,607,041	2,482,855	0.050	0.147	364,980	2,972,021
1995	458,784	2,753,574	2,294,790	0.200	-0.003	-6,884	2,746,690
1996	117,665	3,007,171	2,889,506	0.041	0.156	450,763	3,457,934
1997	224,298	3,404,670	3,180,372	0.071	0.126	400,727	3,805,397
1998	1,001,556	4,237,699	3,236,143	0.309	-0.112	-362,448	3,875,251
1999	230,744	3,761,155	3,530,411	0.065	0.132	466,014	4,227,169
2000	154,943	3,911,826	3,756,883	0.041	0.156	586,074	4,497,900
2001	126,117	3,927,096	3,800,979	0.033	0.164	623,361	4,550,457
2002	556,782	3,700,236	3,143,454	0.177	0.020	62,869	3,763,105
2003	1,012,605	3,293,012	2,280,407	0.444	-0.247	-563,261	2,729,751
2004	256,166	1,977,619	1,721,453	0.149	0.048	82,630	2,060,249
2005	85,828	1,730,316	1,644,488	0.052	0.145	238,451	1,968,767
2006	462,749	2,263,888	1,801,139	0.257	-0.060	-108,068	2,155,820
2007	42,893	1,572,218	1,529,325	0.028	0.169	258,456	1,830,674
2008	184,927	2,183,767	1,998,840	0.093	0.104	207,879	2,391,646
2009	100,137	1,822,998	1,722,861	0.058	0.139	239,478	2,062,476
2010	3,978,986	6,744,213	2,765,227	1.439	-1.242	-3,434,412	3,309,801
2011	3,578,122	6,223,136	2,645,014	1.353	-1.156	-3,057,636	3,165,500
2012	1,366,814	3,869,914	2,503,100	0.546	-0.349	-873,582	2,996,332
2013	193,997	2,235,066	2,041,069	0.095	0.102	208,189	2,443,255
2014	169,205	2,084,233	1,915,028	0.088	0.109	208,738	2,292,971
2015	206,592	2,613,063	2,406,471	0.086	0.111	267,118	2,880,181
2016	192,702	2,754,457	2,561,755	0.075	0.122	312,534	3,066,991
2017	603,712	4,075,388	3,471,676	0.174	0.023	79,849	4,155,237
2018	203,899	3,198,234	2,994,335	0.068	0.129	386,269	3,584,503
2019	244,723	3,230,542	2,985,819	0.082	0.115	343,369	3,573,911
2020	1,314,054	4,684,844	3,370,790	0.39	-0.193	-650,562	4,034,282
2021	709,347	5,035,769	4,326,422	0.164	0.033	142,772	5,178,541
2022	634,264	4,317,884	3,683,620	0.172	0.025	92,091	4,409,975

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.197

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
TENNESSEE

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	22,374	1,752,257	1,729,883	0.013	0.310	536,264	2,288,521
1988	45,488	1,442,812	1,397,324	0.033	0.290	405,224	1,848,036
1989	66,985	1,438,231	1,371,246	0.049	0.274	375,721	1,813,952
1990	80,296	1,253,347	1,173,051	0.068	0.255	299,128	1,552,475
1991	196,270	1,416,223	1,219,953	0.161	0.162	197,632	1,613,855
1992	29,747	1,064,203	1,034,456	0.029	0.294	304,130	1,368,333
1993	52,048	1,128,598	1,076,550	0.048	0.275	296,051	1,424,649
1994	143,541	1,338,407	1,194,866	0.120	0.203	242,558	1,580,965
1995	318,723	1,504,223	1,185,500	0.269	0.054	64,017	1,568,240
1996	145,578	1,624,632	1,479,054	0.098	0.225	332,787	1,957,419
1997	295,564	1,645,627	1,350,063	0.219	0.104	140,407	1,786,034
1998	748,975	2,324,014	1,575,039	0.476	-0.153	-240,981	2,083,033
1999	167,938	1,146,191	978,253	0.172	0.151	147,716	1,293,907
2000	95,286	1,224,560	1,129,274	0.084	0.239	269,896	1,494,456
2001	54,037	1,047,453	993,416	0.054	0.269	267,229	1,314,682
2002	362,313	1,146,963	784,650	0.462	-0.139	-109,066	1,037,897
2003	620,697	1,430,328	809,631	0.767	-0.444	-359,476	1,070,852
2004	127,211	618,394	491,183	0.259	0.064	31,436	649,830
2005	41,828	682,599	640,771	0.065	0.258	165,319	847,918
2006	338,408	751,301	412,893	0.820	-0.497	-205,208	546,093
2007	26,898	504,373	477,475	0.056	0.267	127,486	631,859
2008	109,146	678,567	569,421	0.192	0.131	74,594	753,161
2009	67,885	565,495	497,610	0.136	0.187	93,053	658,548
2010	492,131	964,297	472,166	1.042	-0.719	-339,487	624,810
2011	2,476,609	3,601,219	1,124,610	2.202	-1.879	-2,113,142	1,488,077
2012	1,078,864	1,726,536	647,672	1.666	-1.343	-869,823	856,713
2013	124,207	566,850	442,643	0.281	0.042	18,591	585,441
2014	45,830	516,928	471,098	0.097	0.226	106,468	623,396
2015	144,465	585,563	441,098	0.328	-0.005	-2,205	583,358
2016	121,896	737,137	615,241	0.198	0.125	76,905	814,042
2017	319,198	1,052,773	733,575	0.435	-0.112	-82,160	970,613
2018	23,742	749,375	725,633	0.033	0.29	210,434	959,809
2019	94,735	755,233	660,498	0.143	0.18	118,890	874,123
2020	174,979	999,802	824,823	0.212	0.111	91,555	1,091,357
2021	116,517	789,875	673,358	0.173	0.15	101,004	890,879
2022	130,264	897,357	767,093	0.17	0.153	117,365	1,014,722

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.323

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

COLUMN (1)
OTC WIND AND
WATER LOSSES

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

COLUMN (2)
OTC TOTAL
LOSSES

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

COLUMN (3)
OTC LOSSES
OTHER THAN
WIND AND WATER

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

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

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

COLUMN (5)
VARIATION FROM
AVERAGE WIND
RATIO

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

COLUMN (6)
WIND AND WATER
ADJUSTMENT

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

COLUMN (7)
ADJUSTED OTC
TOTAL LOSSES

Column (2) + Column (6).

TERRITORIAL WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

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

DESCRIPTION OF
TERRITORIAL WIND
AND WATER
PROCEDURE

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

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

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

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

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

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

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

METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

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

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

Territory	(5) Statewide Wind Provision for Year 20XX **	(6) Territory Wind Provision for Year 20XX (4) x (5)	(7) Non-Wind & Water Losses for Year 20XX	(8) Adjusted Total Losses for Year 20XX (6) + (7)
A		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.

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.

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

OBJECTIVE	The objective is to determine the multistate experience ratio for Trucks, Tractors & Trailers. This ratio will be used later to determine the indicated multistate advisory liability relativity for Rule 290. - Hired Autos. See the calculations in Exhibits D1-D2 .
DESCRIPTION	This procedure compares the developed incurred losses and allocated loss adjustment expenses with the aggregate loss costs.
AGGREGATE LOSS COSTS (Item 1)	The aggregate loss costs at current ISO loss cost level are the loss-related revenue that would have been collected if the current ISO loss costs were used during the experience period. It is calculated by extending the exposures by the current ISO loss costs.
INCURRED LOSSES & LAE (Item 2)	<p>The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses incurred during the experience period.</p> <p>The reported incurred losses and allocated loss adjustment expenses are subject to the following adjustments:</p> <ul style="list-style-type: none">• 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)	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.

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 .
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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.
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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.
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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.
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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.
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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.
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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.
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 .
STEP 2: CALCULATION OF DEDUCTIBLE DISCOUNT FACTORS	In order to examine the relationship between the loss costs by deductible, we calculated deductible discount factors. This analysis also allows us to introduce loss costs for additional deductibles of \$250, \$500, \$1000, \$2000, \$3000, and \$5000 for OTC and \$2000, \$3000, and \$5000 for Collision.
STEP 3: REVISED MULTISTATE BASE LOSS COSTS	The multistate OTC and Collision loss costs appearing in this section are calculated by multiplying the current multistate base loss cost by the filed change (from Exhibit 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 .

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**.

TENNESSEE
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	\$ 62,820,876	11.6%
Physical Damage		
Other Than Collision	5,373,529	16.5%
Collision	12,764,357	50.0%
Combined	18,137,886	40.1%
Total Trucks, Tractors & Trailers	80,958,762	18.0%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	7,958,669	12.8%
Physical Damage		
Other Than Collision	1,132,069	13.4%
Collision	2,899,620	30.2%
Combined	4,031,689	25.5%
Total Private Passenger Types	11,990,358	17.1%
AUTO DEALERS		
Liability		
Single Limit Liability	676,983	-10.0%
Total Auto Dealers	676,983	-10.0%
HIRED AUTOS		
Physical Damage		
Other Than Collision	25,410	38.2%
Collision	49,633	168.0%
Combined	75,043	124.0%
Total Hired Autos	75,043	124.0%
GRAND TOTAL ALL COVERAGES	93,701,146	17.7%
TOTAL LIABILITY	71,456,528	11.5%
TOTAL PHYSICAL DAMAGE	22,244,618	37.7%

(A) An implementation date of 05/01/2024 is assumed for purposes of trending.

(B) Accident Year ending 06/30/2022 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

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

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay
101	17.7%	22.2%
102	9.9%	0.0%
103	9.0%	12.5%
104	10.6%	12.5%
106	7.8%	12.5%
109	5.8%	16.7%
112	4.5%	0.0%
120	10.9%	14.3%
121	15.3%	14.3%
122	10.8%	11.1%
123	9.6%	12.5%
124	13.1%	12.5%
125	15.4%	9.1%
126	12.4%	0.0%
127	7.6%	0.0%
128	7.0%	14.3%
129	9.9%	0.0%
130	12.3%	12.5%

VERISK

TENNESSEE
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 ^(a)	
101	19.2%	53.6%	18.8%
102	21.8%	48.5%	21.4%
103	14.2%	54.0%	14.3%
104	13.2%	52.8%	13.1%
106	16.5%	46.0%	15.5%
109	16.9%	50.6%	16.4%
112	17.3%	50.8%	17.5%
120	15.9%	50.2%	17.1%
121	14.8%	50.3%	14.9%
122	16.1%	51.6%	17.3%
123	16.4%	51.8%	15.7%
124	17.5%	55.1%	16.8%
125	13.4%	52.0%	13.3%
126	15.9%	44.7%	15.3%
127	17.9%	43.6%	18.0%
128	13.8%	54.0%	13.8%
129	15.0%	50.2%	14.9%
130	20.3%	47.1%	20.0%

(a) For Trucks, Tractors, and Trailers Collision, 50.0% was selected to temper the large indication.

VERISK

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

Territory Code	Liability \$100,000 CSL	\$5,000 Med Pay ^(a)	Physical Damage		Specified Causes of Loss ^(d)
			Comprehensive ^(b)	Collision ^(c)	
101	744	11	149	510	139
102	664	10	134	527	125
103	471	9	137	445	128
104	479	9	120	495	112
106	375	9	120	397	112
109	362	7	152	503	142
112	348	8	129	380	121
120	406	8	131	482	123
121	347	8	140	496	131
122	338	10	130	376	122
123	342	9	142	463	133
124	439	9	134	453	125
125	599	12	127	535	119
126	372	8	153	476	143
127	327	8	112	415	105
128	366	8	132	459	124
129	365	8	115	356	108
130	346	9	160	512	150

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Trucks, Tractors, and Trailers CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C20](#).

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

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

(d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.936 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

VERISK

TENNESSEE
 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	\$5,000 Med Pay
101	15.8%	18.8%
102	12.6%	8.3%
103	11.8%	16.7%
104	11.7%	9.1%
106	12.3%	12.5%
109	8.8%	10.0%
112	11.3%	10.0%
120	12.2%	20.0%
121	10.0%	10.0%
122	12.1%	10.0%
123	14.2%	11.1%
124	12.1%	11.1%
125	15.4%	18.2%
126	12.7%	14.3%
127	12.7%	10.0%
128	11.2%	10.0%
129	8.8%	0.0%
130	11.1%	22.2%

VERISK

TENNESSEE
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	16.7%	31.7%	16.5%
102	16.3%	31.0%	16.5%
103	20.4%	30.2%	20.8%
104	9.9%	30.3%	9.6%
106	12.8%	33.5%	12.5%
109	9.7%	27.4%	9.7%
112	15.1%	25.8%	16.3%
120	13.0%	30.1%	12.8%
121	10.8%	29.0%	11.6%
122	13.0%	27.9%	12.8%
123	11.4%	33.6%	11.3%
124	15.8%	29.2%	15.9%
125	13.1%	30.3%	12.9%
126	12.5%	29.1%	12.6%
127	16.3%	26.7%	16.0%
128	10.0%	29.7%	9.6%
129	11.2%	29.3%	12.0%
130	12.2%	33.6%	12.2%

VERISK

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	\$5,000 Med Pay ^(a)	Physical Damage Comprehensive ^(b)	Collision ^(c)	Specified Causes of Loss ^(d)
101	593	19	98	574	92
102	412	13	121	499	113
103	437	14	124	500	116
104	392	12	122	451	114
106	293	9	106	291	99
109	357	11	181	400	169
112	354	11	99	375	93
120	369	12	113	467	106
121	341	11	113	538	106
122	344	11	113	468	106
123	306	10	147	402	138
124	306	10	132	411	124
125	398	13	112	443	105
126	258	8	162	373	152
127	338	11	93	370	87
128	347	11	110	437	103
129	296	9	99	437	93
130	331	11	147	461	138

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Private Passenger Types CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C20](#).

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

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

(d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.936 to the Private Passenger Types Comprehensive base loss costs.

VERISK

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

Territory Code	\$100,000 CSL Liability
101	-3.5%
102	-0.8%
103	-11.9%
104	-12.6%
106	-15.2%
109	-7.4%
112	-9.9%
120	-8.2%
121	-12.0%
122	-13.1%
123	-17.5%
124	-3.6%
125	1.9%
126	-6.0%
127	-12.2%
128	-22.9%
129	-17.6%
130	-9.9%

(a) For Auto Dealers Liability, -10.0% was selected to reflect the favorable state experience.

VERISK

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

Territory Code	Liability \$100,000 CSL
101	410
102	366
103	260
104	264
106	207
109	200
112	192
120	224
121	191
122	186
123	189
124	242
125	330
126	205
127	180
128	202
129	201
130	191

VERISK

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

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay
101	17.8%	21.1%
102	9.9%	11.1%
103	9.0%	7.7%
104	10.7%	15.4%
106	7.6%	0.0%
109	5.8%	10.0%
112	4.7%	10.0%
120	10.9%	9.1%
121	15.4%	22.2%
122	10.7%	11.1%
123	9.8%	0.0%
124	13.0%	8.3%
125	15.4%	12.5%
126	12.4%	10.0%
127	7.6%	11.1%
128	7.1%	10.0%
129	10.2%	10.0%
130	12.3%	22.2%

VERISK

TENNESSEE
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 ^(a)	
101	18.9%	53.7%	18.5%
102	22.2%	48.4%	21.0%
103	14.3%	54.0%	14.7%
104	13.0%	52.8%	13.3%
106	15.9%	45.9%	15.6%
109	16.7%	50.5%	16.8%
112	17.4%	50.8%	17.2%
120	15.7%	50.3%	16.9%
121	15.1%	50.2%	15.0%
122	16.5%	51.6%	17.1%
123	16.8%	51.9%	15.4%
124	17.9%	55.1%	16.6%
125	13.5%	52.0%	13.1%
126	15.9%	44.7%	15.4%
127	18.1%	43.7%	18.5%
128	14.2%	53.9%	13.3%
129	15.1%	50.3%	14.7%
130	20.3%	47.1%	20.0%

(a) For Trucks, Tractors, and Trailers Collision, 50.0% was selected to temper the large indication.

VERISK

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

Territory Code	Liability	\$5,000	Physical Damage		Specified Causes of Loss ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	707	23	226	1148	211
102	631	20	204	1186	190
103	447	14	208	1001	195
104	455	15	182	1114	170
106	356	11	182	893	170
109	344	11	231	1132	216
112	331	11	196	855	184
120	386	12	199	1085	187
121	330	11	213	1116	199
122	321	10	198	846	185
123	325	10	216	1042	202
124	417	13	204	1019	190
125	569	18	193	1204	181
126	353	11	233	1071	217
127	311	10	170	934	160
128	348	11	201	1033	188
129	347	11	175	801	164
130	329	11	243	1152	228

- (a) The loss costs for Van Pools were calculated by a relativity of 0.95 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Van Pools CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C20](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 2.25 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

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

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay
101	17.7%	17.0%
102	9.9%	9.9%
103	9.0%	9.7%
104	10.6%	11.1%
106	7.8%	8.6%
109	5.8%	7.0%
112	4.5%	3.6%
120	10.9%	11.5%
121	15.3%	16.0%
122	10.8%	11.8%
123	9.6%	9.6%
124	13.1%	12.3%
125	15.4%	14.9%
126	12.3%	12.7%
127	7.6%	7.8%
128	7.0%	7.0%
129	9.9%	8.9%
130	12.4%	11.5%

VERISK

TENNESSEE
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 ^(a)	
101	18.9%	53.7%	18.5%
102	22.2%	48.4%	21.0%
103	14.3%	54.0%	14.7%
104	13.0%	52.8%	13.3%
106	15.9%	45.9%	15.6%
109	16.7%	50.5%	16.8%
112	17.4%	50.8%	17.2%
120	15.7%	50.3%	16.9%
121	15.1%	50.2%	15.0%
122	16.5%	51.6%	17.1%
123	16.8%	51.9%	15.4%
124	17.9%	55.1%	16.6%
125	13.5%	52.0%	13.1%
126	15.9%	44.7%	15.4%
127	18.1%	43.7%	18.5%
128	14.2%	53.9%	13.3%
129	15.1%	50.3%	14.7%
130	20.3%	47.1%	20.0%

(a) For Trucks, Tractors, and Trailers Collision, 50.0% was selected to temper the large indication.

VERISK

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Liability	\$5,000	Physical Damage		Specified Causes of Loss ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	2991	124	226	1148	211
102	2669	111	204	1186	190
103	1893	79	208	1001	195
104	1926	80	182	1114	170
106	1508	63	182	893	170
109	1455	61	231	1132	216
112	1399	58	196	855	184
120	1632	68	199	1085	187
121	1395	58	213	1116	199
122	1359	57	198	846	185
123	1375	57	216	1042	202
124	1765	73	204	1019	190
125	2408	100	193	1204	181
126	1495	62	233	1071	217
127	1315	55	170	934	160
128	1471	61	201	1033	188
129	1467	61	175	801	164
130	1391	58	243	1152	228

- (a) The loss costs for Taxis and Limousines were calculated by a relativity of 4.02 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Taxis and Limousines CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C20](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 2.25 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay
101	17.9%	18.2%
102	9.6%	18.2%
103	9.1%	11.1%
104	10.3%	0.0%
106	8.3%	11.1%
109	6.2%	11.1%
112	3.9%	11.1%
120	10.8%	12.5%
121	15.8%	25.0%
122	10.3%	12.5%
123	9.2%	12.5%
124	13.6%	10.0%
125	15.7%	20.0%
126	11.9%	12.5%
127	6.9%	12.5%
128	6.9%	0.0%
129	10.3%	12.5%
130	12.0%	12.5%

VERISK

TENNESSEE
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 ^(a)	
101	18.8%	53.6%	18.8%
102	21.3%	48.2%	21.4%
103	13.4%	53.8%	14.5%
104	13.9%	52.9%	13.4%
106	17.1%	46.2%	15.2%
109	17.0%	51.0%	16.9%
112	17.3%	50.3%	17.1%
120	15.6%	50.5%	18.3%
121	14.5%	50.0%	14.1%
122	15.8%	51.9%	16.9%
123	16.9%	52.1%	15.4%
124	16.7%	54.9%	16.4%
125	13.2%	51.8%	14.1%
126	15.6%	44.9%	15.5%
127	16.9%	43.4%	16.4%
128	13.9%	53.7%	13.5%
129	14.7%	50.3%	14.1%
130	21.1%	47.5%	20.0%

(a) For Trucks, Tractors, and Trailers Collision, 50.0% was selected to temper the large indication.

VERISK

TENNESSEE
COMMERCIAL AUTOMOBILE INSURANCE
REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY
FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Liability	\$5,000	Physical Damage		Specified Causes of Loss ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	283	13	101	321	95
102	252	13	91	332	85
103	179	10	93	280	87
104	182	9	82	312	76
106	143	10	82	250	76
109	138	10	103	317	97
112	132	10	88	239	82
120	154	9	89	304	84
121	132	10	95	312	89
122	128	9	88	237	83
123	130	9	97	292	90
124	167	11	91	285	85
125	228	12	86	337	81
126	141	9	104	300	97
127	124	9	76	261	71
128	139	9	90	289	84
129	139	9	78	224	73
130	131	9	109	323	102

- (a) The loss costs for School and Church Buses were calculated by a relativity of 0.38 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the School and Church Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C20](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.63 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

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

Territory Code	\$100,000 CSL Liability	\$5,000 Med Pay
101	17.7%	17.4%
102	9.9%	10.1%
103	9.0%	8.6%
104	10.7%	10.7%
106	7.7%	6.5%
109	5.8%	6.8%
112	4.6%	5.8%
120	10.9%	12.5%
121	15.4%	15.1%
122	10.8%	12.5%
123	9.6%	9.4%
124	13.1%	13.3%
125	15.4%	14.0%
126	12.4%	12.7%
127	7.5%	5.8%
128	7.0%	5.7%
129	9.9%	11.5%
130	12.3%	13.2%

VERISK

TENNESSEE
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 ^(a)	
101	18.8%	53.6%	18.8%
102	21.3%	48.2%	21.4%
103	13.4%	53.8%	14.5%
104	13.9%	52.9%	13.4%
106	17.1%	46.2%	15.2%
109	17.0%	51.0%	16.9%
112	17.3%	50.3%	17.1%
120	15.6%	50.5%	18.3%
121	14.5%	50.0%	14.1%
122	15.8%	51.9%	16.9%
123	16.9%	52.1%	15.4%
124	16.7%	54.9%	16.4%
125	13.2%	51.8%	14.1%
126	15.6%	44.9%	15.5%
127	16.9%	43.4%	16.4%
128	13.9%	53.7%	13.5%
129	14.7%	50.3%	14.1%
130	21.1%	47.5%	20.0%

(a) For Trucks, Tractors, and Trailers Collision, 50.0% was selected to temper the large indication.

VERISK

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

Territory Code	Liability	\$5,000	Physical Damage		Specified Causes of Loss ^(e)
	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	
101	2351	81	101	321	95
102	2098	76	91	332	85
103	1488	63	93	280	87
104	1514	62	82	312	76
106	1185	49	82	250	76
109	1144	63	103	317	97
112	1100	55	88	239	82
120	1283	54	89	304	84
121	1097	61	95	312	89
122	1068	45	88	237	83
123	1081	58	97	292	90
124	1387	68	91	285	85
125	1893	65	86	337	81
126	1176	62	104	300	97
127	1033	55	76	261	71
128	1157	56	90	289	84
129	1153	58	78	224	73
130	1093	60	109	323	102

- (a) The loss costs for All Other Buses were calculated by a relativity of 3.16 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the All Other Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C20](#).
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.63 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

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

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/20	\$39,141,213	\$43,794,115	1.119	20%	2,730
06/30/21	\$37,921,288	\$44,283,628	1.168	30%	2,500
06/30/22	\$36,000,502	\$39,194,326	1.089	50%	2,403

(6) AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). 1.119

(7) EXPECTED EXPERIENCE RATIO (D). 1.106

(8) CREDIBILITY (E). 0.80

(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:
 ((6) * (8)) + ((7) * (1.000- (8))). 1.116

(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). 11.6%

(11) FILED CHANGE. 11.6%

(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 05/01/24 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 1.250 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

TENNESSEE
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	06/30/20	\$13,831,587	\$11,130,457	
	06/30/21	\$15,221,989	\$11,142,733	
	06/30/22	\$10,669,207	\$12,235,353	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	06/30/20	\$15,879,630	\$12,397,548	
	06/30/21	\$18,529,651	\$12,534,349	
	06/30/22	\$15,385,103	\$14,398,869	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.2%	9.0%	8.6%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	06/30/20	\$24,168,797	\$19,625,318	\$43,794,115
	06/30/21	\$26,071,219	\$18,212,409	\$44,283,628
	06/30/22	\$20,000,634	\$19,193,692	\$39,194,326

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

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: B.I. 1.065 P.D. 1.105
- 2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	B.I.	P.D.
06/30/20	1.078	1.008
06/30/21	1.143	1.018
06/30/22	1.354	1.065

(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 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/20	1/1/20	5.333
06/30/21	1/1/21	4.333
06/30/22	1/1/22	3.333

VERISK

TENNESSEE
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		
	06/30/20	\$38,715,344
	06/30/21	\$37,583,041
	06/30/22	\$35,750,250
(2) SELECTED ANNUAL PREMIUM TREND (SEE TREND EXHIBIT IN SECTION C)		0.2%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)		
	06/30/20	\$39,141,213
	06/30/21	\$37,921,288
	06/30/22	\$36,000,502

(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
05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
06/30/20	7/1/19	5.333
06/30/21	7/1/20	4.333
06/30/22	7/1/21	3.333

VERISK

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

COVERAGE	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
O.T.C.	06/30/18	\$6,203,154	\$7,089,251	1.143	10%	683
	06/30/19	\$6,035,663	\$6,545,618	1.084	15%	706
	06/30/20	\$5,855,954	\$6,846,461	1.169	20%	725
	06/30/21	\$5,713,039	\$8,157,297	1.428	25%	910
	06/30/22	\$5,373,529	\$6,634,246	1.235	30%	810
COLL.	06/30/20	\$12,747,780	\$18,290,089	1.435	20%	1,147
	06/30/21	\$13,067,085	\$21,474,037	1.643	30%	1,260
	06/30/22	\$12,764,357	\$24,334,297	1.906	50%	1,321

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.239	1.733
(7)	EXPECTED EXPERIENCE RATIO (D).	1.074	1.098
(8)	CREDIBILITY (E).	0.55	0.90
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).	1.165	1.670
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	16.5%	67.0%
(11)	FILED CHANGE.	16.5%	50.0%

- (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 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 05/01/24 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 1.250 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 11,000 CLAIMS FOR O.T.C. AND 4,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

VERISK

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/18	\$3,584,503	----
	06/30/19	\$3,573,911	----
	06/30/20	\$4,034,282	\$9,791,896
	06/30/21	\$5,178,541	\$12,734,592
	06/30/22	\$4,409,975	\$16,313,691
(2) DEVELOPED LOSSES AND	06/30/18	\$4,032,566	----
ALL LOSS ADJUSTMENT	06/30/19	\$4,020,650	----
EXPENSES (A)	06/30/20	\$4,543,106	\$11,004,867
	06/30/21	\$5,843,336	\$14,211,805
	06/30/22	\$5,134,865	\$17,710,551
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		8.0%	10.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/18	\$7,089,251	----
ALL LOSS ADJUSTMENT	06/30/19	\$6,545,618	----
EXPENSES (B)	06/30/20	\$6,846,461	\$18,290,089
	06/30/21	\$8,157,297	\$21,474,037
	06/30/22	\$6,634,246	\$24,334,297

(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.
06/30/18	1.000	-----
06/30/19	1.000	-----
06/30/20	1.001	0.999
06/30/21	1.003	0.992
06/30/22	1.035	0.965

(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 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/18	1/1/18	7.333	-----
06/30/19	1/1/19	6.333	-----
06/30/20	1/1/20	5.333	5.333
06/30/21	1/1/21	4.333	4.333
06/30/22	1/1/22	3.333	3.333

VERISK

TENNESSEE
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	06/30/18	\$5,366,050	----
AT CURRENT LEVEL	06/30/19	\$5,322,454	----
	06/30/20	\$5,270,886	\$11,474,149
	06/30/21	\$5,241,320	\$11,988,151
	06/30/22	\$5,031,394	\$11,951,645
(2) SELECTED ANNUAL VVF TRENDS (SEE TRENDS EXHIBIT IN SECTION C)		2.0%	2.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	06/30/18	\$6,203,154	----
	06/30/19	\$6,035,663	----
	06/30/20	\$5,855,954	\$12,747,780
	06/30/21	\$5,713,039	\$13,067,085
	06/30/22	\$5,373,529	\$12,764,357

(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 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/18	7/1/17	7.333	-----
06/30/19	7/1/18	6.333	-----
06/30/20	7/1/19	5.333	5.333
06/30/21	7/1/20	4.333	4.333
06/30/22	7/1/21	3.333	3.333

VERISK

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

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/18	\$6,153,039	\$10,075,142	1.637	10%	632
06/30/19	\$5,878,471	\$6,814,237	1.159	15%	540
06/30/20	\$5,580,940	\$6,623,842	1.187	20%	433
06/30/21	\$5,151,339	\$4,814,649	0.935	25%	361
06/30/22	\$4,717,646	\$5,501,306	1.166	30%	325
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.159
(7)	EXPECTED EXPERIENCE RATIO (D).				1.107
(8)	CREDIBILITY (E).				0.40
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.128
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				12.8%
(11)	FILED CHANGE.				12.8%
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 232 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS 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 05/01/24 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 1.250 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

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	06/30/18	\$3,394,168	\$1,709,275	
ALLOATED LOSS	06/30/19	\$1,963,891	\$1,710,879	
ADJUSTMENT EXPENSES	06/30/20	\$2,216,962	\$1,561,781	
	06/30/21	\$1,494,512	\$1,371,240	
	06/30/22	\$1,740,729	\$1,297,999	
(2) DEVELOPED LOSSES AND	06/30/18	\$3,658,166	\$1,890,638	
ALL LOSS ADJUSTMENT	06/30/19	\$2,152,199	\$1,894,302	
EXPENSES (A)	06/30/20	\$2,549,950	\$1,732,671	
	06/30/21	\$1,839,954	\$1,531,888	
	06/30/22	\$2,706,660	\$1,487,358	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.2%	9.0%	8.5%
(4) TRENDED LOSSES AND	06/30/18	\$6,518,852	\$3,556,290	\$10,075,142
ALL LOSS ADJUSTMENT	06/30/19	\$3,544,672	\$3,269,565	\$6,814,237
EXPENSES (B)	06/30/20	\$3,881,024	\$2,742,818	\$6,623,842
	06/30/21	\$2,588,815	\$2,225,833	\$4,814,649
	06/30/22	\$3,518,658	\$1,982,648	\$5,501,306
(A) INCURRED LOSSES AND ALLOATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:				
1 - UNALLOATED LOSS ADJUSTMENT FACTORS:		B.I. 1.065	P.D. 1.105	
2 - LOSS DEVELOPMENT FACTORS:				
	YEAR ENDING	B.I.	P.D.	
	06/30/18	1.012	1.001	
	06/30/19	1.029	1.002	
	06/30/20	1.080	1.004	
	06/30/21	1.156	1.011	
	06/30/22	1.460	1.037	

(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 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/18	1/1/18	7.333
06/30/19	1/1/19	6.333
06/30/20	1/1/20	5.333
06/30/21	1/1/21	4.333
06/30/22	1/1/22	3.333

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	06/30/18	\$6,153,039
AT CURRENT LEVEL	06/30/19	\$5,878,471
	06/30/20	\$5,580,940
	06/30/21	\$5,151,339
	06/30/22	\$4,717,646
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.0%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	06/30/18	\$6,153,039
LOSS COSTS AT	06/30/19	\$5,878,471
CURRENT LEVEL (A)	06/30/20	\$5,580,940
	06/30/21	\$5,151,339
	06/30/22	\$4,717,646

(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
05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
06/30/18	7/1/17	7.333
06/30/19	7/1/18	6.333
06/30/20	7/1/19	5.333
06/30/21	7/1/20	4.333
06/30/22	7/1/21	3.333

VERISK

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

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	06/30/18	\$1,429,680	\$1,834,555	1.283	10%	349
	06/30/19	\$1,353,921	\$1,554,736	1.148	15%	354
	06/30/20	\$1,359,753	\$1,806,060	1.328	20%	312
	06/30/21	\$1,262,140	\$1,369,692	1.085	25%	315
	06/30/22	\$1,132,069	\$1,482,272	1.309	30%	319
COLL.	06/30/18	\$3,971,442	\$6,466,196	1.628	10%	564
	06/30/19	\$3,801,478	\$5,521,976	1.453	15%	549
	06/30/20	\$3,543,186	\$4,142,565	1.169	20%	452
	06/30/21	\$3,307,154	\$4,331,909	1.310	25%	415
	06/30/22	\$2,899,620	\$3,933,368	1.357	30%	367

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.230	1.350
(7)	EXPECTED EXPERIENCE RATIO (D).	1.070	1.112
(8)	CREDIBILITY (E).	0.40	0.80
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).	1.134	1.302
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	13.4%	30.2%
(11)	FILED CHANGE.	13.4%	30.2%

- (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 05/01/24 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 1.250 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/18	\$959,809	\$2,856,724
	06/30/19	\$874,123	\$2,683,665
	06/30/20	\$1,091,357	\$2,217,789
	06/30/21	\$890,879	\$2,566,333
	06/30/22	\$1,014,722	\$2,684,213
(2) DEVELOPED LOSSES AND	06/30/18	\$1,079,785	\$3,213,815
ALL LOSS ADJUSTMENT	06/30/19	\$983,388	\$3,019,123
EXPENSES (A)	06/30/20	\$1,227,777	\$2,492,518
	06/30/21	\$1,001,237	\$2,866,915
	06/30/22	\$1,164,393	\$2,862,713
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		7.5%	10.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/18	\$1,834,555	\$6,466,196
ALL LOSS ADJUSTMENT	06/30/19	\$1,554,736	\$5,521,976
EXPENSES (B)	06/30/20	\$1,806,060	\$4,142,565
	06/30/21	\$1,369,692	\$4,331,909
	06/30/22	\$1,482,272	\$3,933,368

(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.
06/30/18	1.000	1.000
06/30/19	1.000	1.000
06/30/20	1.000	0.999
06/30/21	0.999	0.993
06/30/22	1.020	0.948

(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 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/18	1/1/18	7.333	7.333
06/30/19	1/1/19	6.333	6.333
06/30/20	1/1/20	5.333	5.333
06/30/21	1/1/21	4.333	4.333
06/30/22	1/1/22	3.333	3.333

VERISK

TENNESSEE
 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	06/30/18	\$1,254,105	\$3,690,931
AT CURRENT LEVEL	06/30/19	\$1,208,858	\$3,569,463
	06/30/20	\$1,236,139	\$3,361,657
	06/30/21	\$1,168,648	\$3,167,772
	06/30/22	\$1,066,983	\$2,804,275
(2) SELECTED ANNUAL VVF TRENDED (SEE TRENDED EXHIBIT IN SECTION C)		1.8%	1.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	06/30/18	\$1,429,680	\$3,971,442
	06/30/19	\$1,353,921	\$3,801,478
	06/30/20	\$1,359,753	\$3,543,186
	06/30/21	\$1,262,140	\$3,307,154
	06/30/22	\$1,132,069	\$2,899,620

(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
 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC
 AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/18	7/1/17	7.333	7.333
06/30/19	7/1/18	6.333	6.333
06/30/20	7/1/19	5.333	5.333
06/30/21	7/1/20	4.333	4.333
06/30/22	7/1/21	3.333	3.333

VERISK

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

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/18	\$963,200	\$888,587	0.923	10%	43
06/30/19	\$682,191	\$239,667	0.351	15%	16
06/30/20	\$593,345	\$470,779	0.793	20%	20
06/30/21	\$550,548	\$493,739	0.897	25%	24
06/30/22	\$401,294	\$187,642	0.468	30%	12
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.668
(7)	EXPECTED EXPERIENCE RATIO (D).				1.312
(8)	CREDIBILITY (E).				0.10
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.248
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				24.8%
(11)	FILED CHANGE.				-10.0%
(A)	AUTO DEALERS EXPERIENCE IS FOR ALL AUTO DEALERS RISKS WRITTEN IN ACCORDANCE WITH RULE 248 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 05/01/24 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 3.333 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

TENNESSEE
 AUTO DEALERS
 AUTOMOBILE LIABILITY INSURANCE
 DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	06/30/18	\$253,274	\$194,284	
ALLOCATED LOSS	06/30/19	\$30,034	\$95,505	
ADJUSTMENT EXPENSES	06/30/20	\$210,028	\$53,343	
	06/30/21	\$143,688	\$126,063	
	06/30/22	\$45,819	\$42,914	
(2) DEVELOPED LOSSES AND	06/30/18	\$271,355	\$215,328	
ALL LOSS ADJUSTMENT	06/30/19	\$33,042	\$107,327	
EXPENSES (A)	06/30/20	\$246,048	\$60,830	
	06/30/21	\$197,712	\$148,354	
	06/30/22	\$88,811	\$54,154	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.2%	9.0%	8.5%
(4) TRENDED LOSSES AND	06/30/18	\$483,555	\$405,032	\$888,587
ALL LOSS ADJUSTMENT	06/30/19	\$54,420	\$185,246	\$239,667
EXPENSES (B)	06/30/20	\$374,485	\$96,294	\$470,779
	06/30/21	\$278,181	\$215,558	\$493,739
	06/30/22	\$115,454	\$72,187	\$187,642

(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.
06/30/18	1.006	1.003
06/30/19	1.033	1.017
06/30/20	1.100	1.032
06/30/21	1.292	1.065
06/30/22	1.820	1.142

(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 05/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/18	1/1/18	7.333
06/30/19	1/1/19	6.333
06/30/20	1/1/20	5.333
06/30/21	1/1/21	4.333
06/30/22	1/1/22	3.333

VERISK

TENNESSEE
 COMMERCIAL AUTOMOBILE INSURANCE
 SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	
T	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	ADV
E	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	6875	631.86	924.11	1.463	0.35	1.317	1.056	632	744	744	17.7%
102	11000	597.13	727.66	1.219	0.45	1.230	0.986	604	664	664	9.9%
103	5500	423.51	490.71	1.159	0.25	1.219	0.978	432	471	471	9.0%
104	6299	422.00	518.05	1.228	0.30	1.236	0.991	433	479	479	10.6%
106	514	321.30	185.60	0.578	0.05	1.206	0.967	348	375	375	7.8%
109	9200	305.22	309.32	1.013	0.25	1.183	0.949	342	362	362	5.8%
112	2426	324.02	250.17	0.772	0.15	1.169	0.937	333	348	348	4.5%
120	104	322.27	269.63	0.837	0.00	1.239	0.994	366	406	406	10.9%
121	2317	287.24	447.49	1.558	0.15	1.287	1.032	301	347	347	15.3%
122	753	252.84	304.19	1.203	0.05	1.237	0.992	305	338	338	10.8%
123	3267	304.70	349.23	1.146	0.15	1.225	0.982	312	342	342	9.6%
124	1753	383.08	537.42	1.403	0.15	1.264	1.014	388	439	439	13.1%
125	10162	506.33	690.84	1.364	0.40	1.289	1.034	519	599	599	15.4%
126	15391	319.06	407.89	1.278	0.40	1.255	1.006	331	372	372	12.4%
127	1925	284.35	246.68	0.868	0.10	1.202	0.964	304	327	327	7.6%
128	5354	321.66	327.13	1.017	0.20	1.195	0.958	342	366	366	7.0%
129	2843	308.78	364.50	1.180	0.15	1.230	0.986	332	365	365	9.9%
130	1800	322.98	452.79	1.402	0.10	1.255	1.006	308	346	346	12.3%
SW	87483	411.51	510.05	1.239		1.247					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 11.6 PERCENT.

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

VERISK

TENNESSEE
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	
T	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	ADV
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	1540	486.86	735.25	1.510	0.15	1.275	1.027	512	593	593	15.8%
102	2213	346.09	439.20	1.269	0.15	1.239	0.998	366	412	412	12.6%
103	1093	372.93	443.06	1.188	0.10	1.229	0.990	391	437	437	11.8%
104	1423	339.07	397.01	1.171	0.10	1.228	0.990	351	392	392	11.7%
106	126	253.96	166.37	0.655	0.00	1.234	0.994	261	293	293	12.3%
109	1047	303.75	261.96	0.862	0.10	1.197	0.965	328	357	357	8.8%
112	397	304.75	319.55	1.049	0.05	1.225	0.987	318	354	354	11.3%
120	6	330.33	379.97	1.150	0.00	1.234	0.994	329	369	369	12.2%
121	322	297.76	222.13	0.746	0.05	1.210	0.975	310	341	341	10.0%
122	65	293.46	335.69	1.144	0.00	1.234	0.994	307	344	344	12.1%
123	481	249.55	419.96	1.683	0.05	1.256	1.012	268	306	306	14.2%
124	278	258.27	99.28	0.384	0.00	1.234	0.994	273	306	306	12.1%
125	1893	329.84	481.41	1.460	0.15	1.268	1.022	345	398	398	15.4%
126	1923	217.23	277.33	1.277	0.10	1.238	0.998	229	258	258	12.7%
127	374	282.28	384.97	1.364	0.05	1.241	1.000	300	338	338	12.7%
128	694	295.27	304.82	1.032	0.05	1.224	0.986	312	347	347	11.2%
129	441	254.61	119.94	0.471	0.05	1.196	0.964	272	296	296	8.8%
130	235	285.86	286.51	1.002	0.05	1.222	0.985	298	331	331	11.1%
SW	14551	324.21	400.05	1.234		1.241					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 12.8 PERCENT.

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

VERISK

TENNESSEE
 COMMERCIAL AUTOMOBILE INSURANCE
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
 AUTO DEALERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
			REV	PRES AUTO			CHANGES IN		BASE	BASE	
T	TTT ACC-YR	AGG LCCL	TTT	DEALERS	RATIO TO		TERRITORY	RELATIVITY	CLASS	CLASS	ADV
E	06/30/2022	YR ENDED	BASE	BASE	STATEWIDE				LOSS	LOSS	LOSS
R	EARNED	06/30/2022	LOSS	LOSS	AVERAGE COLUMNS	REQ	ADJ		COST	COST	COST
R	EXPOS		COST	COST	(3)	(4)	(5) / (6)	1.037	IND*	REV	CHG**
101	6875	19633	744	425	1.570	1.518	1.034	1.072	569	410	-3.5%
102	11000	37460	664	369	1.401	1.318	1.063	1.102	507	366	-0.8%
103	5500	67274	471	295	0.994	1.054	0.943	0.978	360	260	-11.9%
104	6299	14326	479	302	1.011	1.079	0.937	0.972	366	264	-12.6%
106	514	27956	375	244	0.791	0.871	0.908	0.942	287	207	-15.2%
109	9200	20040	362	216	0.764	0.771	0.991	1.028	277	200	-7.4%
112	2426	78	348	213	0.734	0.761	0.965	1.001	266	192	-9.9%
120	104	0	406	244	0.857	0.871	0.984	1.020	311	224	-8.2%
121	2317	13593	347	217	0.732	0.775	0.945	0.980	265	191	-12.0%
122	753	0	338	214	0.713	0.764	0.933	0.968	259	186	-13.1%
123	3267	43014	342	229	0.722	0.818	0.883	0.916	262	189	-17.5%
124	1753	2053	439	251	0.926	0.896	1.033	1.071	336	242	-3.6%
125	10162	57370	599	324	1.264	1.157	1.092	1.132	458	330	1.9%
126	15391	27992	372	218	0.785	0.779	1.008	1.045	284	205	-6.0%
127	1925	3148	327	205	0.690	0.732	0.943	0.978	250	180	-12.2%
128	5354	40657	366	262	0.772	0.936	0.825	0.856	280	202	-22.9%
129	2843	17698	365	244	0.770	0.871	0.884	0.917	279	201	-17.6%
130	1800	9002	346	212	0.730	0.757	0.964	1.000	265	191	-9.9%
SW	87483	401294	474	280			0.964				

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 24.8 PERCENT.

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

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

VERISK

TENNESSEE
COMMERCIAL AUTOMOBILE INSURANCE
PHYSICAL DAMAGE - COMPREHENSIVE

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
	EARNED CAR	UND	EXPER LOSS	EXPER	CRED	FORM	INDEX	BASE	BASE	BASE	ADV
T	YRS YR	LOSS	COST 5 YRS	RATIO		RATIO	(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	COST	END				STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022					COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	5134	98.50	142.05	1.442	0.15	1.268	1.023	125	149	149	19.2%
102	8535	81.19	123.57	1.522	0.20	1.294	1.044	110	134	134	21.8%
103	3828	92.53	101.51	1.097	0.15	1.216	0.981	120	137	137	14.2%
104	4220	79.94	73.91	0.925	0.10	1.206	0.973	106	120	120	13.2%
106	282	86.17	62.41	0.724	0.00	1.237	0.998	103	120	120	16.5%
109	6169	92.88	120.42	1.297	0.15	1.246	1.005	130	152	152	16.9%
112	1434	84.35	124.39	1.475	0.05	1.249	1.007	110	129	129	17.3%
120	55	116.74	186.69	1.599	0.00	1.237	0.998	113	131	131	15.9%
121	1613	89.31	87.82	0.983	0.05	1.224	0.987	122	140	140	14.8%
122	636	56.60	52.42	0.926	0.00	1.237	0.998	112	130	130	16.1%
123	1848	91.11	116.25	1.276	0.05	1.239	0.999	122	142	142	16.4%
124	1255	89.91	142.17	1.581	0.05	1.254	1.011	114	134	134	17.5%
125	7525	89.80	96.23	1.072	0.15	1.212	0.977	112	127	127	13.4%
126	10454	96.89	116.69	1.204	0.20	1.230	0.992	132	153	153	15.9%
127	1135	69.48	114.21	1.644	0.05	1.257	1.014	95	112	112	17.9%
128	3549	82.66	77.94	0.943	0.10	1.208	0.974	116	132	132	13.8%
129	1789	71.40	62.62	0.877	0.05	1.219	0.983	100	115	115	15.0%
130	1069	101.67	173.05	1.702	0.10	1.284	1.035	133	160	160	20.3%
SW	60530	88.77	109.85	1.237		1.240					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 16.5 PERCENT.

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

VERISK

TENNESSEE
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)
	EARNED CAR	UND	EXPER LOSS	EXPER	CRED	FORM	INDEX	BASE	BASE	BASE	ADV
T	YRS YR	LOSS	COST 5 YRS	RATIO		RATIO	(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	COST	END				STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022		06/30/2022					COST	COST	COST	COST
R								PRES	IND*	REV**	CHG***
101	5187	225.54	420.10	1.863	0.35	1.788	1.024	332	568	510	53.6%
102	8721	238.75	406.81	1.704	0.50	1.726	0.989	355	586	527	48.5%
103	3892	180.37	342.54	1.899	0.30	1.793	1.027	289	496	445	54.0%
104	4212	201.87	374.32	1.854	0.30	1.780	1.019	324	551	495	52.8%
106	279	165.40	131.53	0.795	0.05	1.700	0.974	272	443	397	46.0%
109	6333	218.43	383.99	1.758	0.30	1.751	1.003	334	559	503	50.6%
112	1480	157.75	281.96	1.787	0.15	1.754	1.005	252	423	380	50.8%
120	56	393.24	77.86	0.198	0.00	1.748	1.001	321	537	482	50.2%
121	1541	203.06	355.16	1.749	0.15	1.748	1.001	330	552	496	50.3%
122	639	108.44	225.98	2.084	0.05	1.765	1.011	248	419	376	51.6%
123	1862	198.12	368.11	1.858	0.15	1.765	1.011	305	515	463	51.8%
124	1152	186.27	393.78	2.114	0.15	1.803	1.033	292	504	453	55.1%
125	7559	231.09	415.51	1.798	0.40	1.768	1.013	352	596	535	52.0%
126	10517	211.52	339.94	1.607	0.45	1.685	0.965	329	530	476	44.7%
127	1244	173.41	213.62	1.232	0.15	1.671	0.957	289	462	415	43.6%
128	3334	178.68	343.81	1.924	0.25	1.792	1.026	298	510	459	54.0%
129	1764	151.63	267.32	1.763	0.15	1.750	1.002	237	397	356	50.2%
130	1140	227.31	314.30	1.383	0.10	1.712	0.981	348	570	512	47.1%
SW	60912	209.55	366.36	1.748		1.746					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 67.0 PERCENT.

** KEYED TO A STATEWIDE LOSS COST CHANGE OF 50.0 PERCENT.

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

VERISK

TENNESSEE
 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)
	EARNED CAR	UND	EXPER LOSS	EXPER	CRED	FORM	INDEX	BASE	BASE	BASE	ADV
T	YRS YR	LOSS	COST 5 YRS	RATIO		RATIO	(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	COST	END				STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022		06/30/2022					COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	1252	83.38	126.01	1.511	0.15	1.294	1.026	84	98	98	16.7%
102	1770	98.30	151.18	1.538	0.15	1.298	1.029	104	121	121	16.3%
103	821	91.36	186.54	2.042	0.10	1.335	1.059	103	124	124	20.4%
104	1077	106.06	96.51	0.910	0.10	1.221	0.968	111	122	122	9.9%
106	91	112.24	95.63	0.852	0.00	1.256	0.996	94	106	106	12.8%
109	866	139.39	127.32	0.913	0.10	1.222	0.969	165	181	181	9.7%
112	279	81.33	138.96	1.709	0.05	1.279	1.014	86	99	99	15.1%
120	4	88.59	0.00	0.000	0.00	1.256	0.996	100	113	113	13.0%
121	225	100.88	83.07	0.823	0.05	1.234	0.979	102	113	113	10.8%
122	53	83.66	50.04	0.598	0.00	1.256	0.996	100	113	113	13.0%
123	369	112.14	93.90	0.837	0.05	1.235	0.979	132	147	147	11.4%
124	188	93.25	174.34	1.870	0.05	1.287	1.021	114	132	132	15.8%
125	1516	99.62	123.00	1.235	0.15	1.253	0.994	99	112	112	13.1%
126	1422	118.06	141.91	1.202	0.15	1.248	0.990	144	162	162	12.5%
127	303	67.12	136.84	2.039	0.05	1.295	1.027	80	93	93	16.3%
128	480	92.77	51.52	0.555	0.05	1.221	0.968	100	110	110	10.0%
129	298	70.09	61.47	0.877	0.05	1.237	0.981	89	99	99	11.2%
130	181	109.28	113.98	1.043	0.05	1.245	0.987	131	147	147	12.2%
SW	11195	101.12	127.05	1.256		1.261					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 13.4 PERCENT.

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

VERISK

TENNESSEE
 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)
	EARNED CAR	UND	EXPER LOSS	EXPER	CRED	FORM	INDEX	BASE	BASE	BASE	ADV
T	YRS YR	LOSS	COST 5 YRS	RATIO		RATIO	(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	COST	END				STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022		06/30/2022					COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	1266	347.85	509.95	1.466	0.30	1.425	1.011	436	574	574	31.7%
102	1655	302.39	434.43	1.437	0.30	1.417	1.006	381	499	499	31.0%
103	844	281.88	396.21	1.406	0.20	1.408	0.999	384	500	500	30.2%
104	1001	282.87	400.54	1.416	0.25	1.410	1.001	346	451	451	30.3%
106	159	127.12	269.92	2.123	0.05	1.444	1.025	218	291	291	33.5%
109	847	213.61	268.85	1.259	0.20	1.378	0.978	314	400	400	27.4%
112	283	216.32	205.00	0.948	0.10	1.362	0.967	298	375	375	25.8%
120	4	274.53	0.00	0.000	0.00	1.408	0.999	359	467	467	30.1%
121	214	350.41	456.10	1.302	0.10	1.397	0.991	417	538	538	29.0%
122	53	255.86	236.38	0.924	0.05	1.384	0.982	366	468	468	27.9%
123	362	212.07	377.87	1.782	0.10	1.445	1.026	301	402	402	33.6%
124	176	213.71	262.79	1.230	0.05	1.399	0.993	318	411	411	29.2%
125	1474	279.52	396.03	1.417	0.25	1.410	1.001	340	443	443	30.3%
126	1401	197.30	268.17	1.359	0.25	1.396	0.991	289	373	373	29.1%
127	287	194.35	199.88	1.028	0.10	1.370	0.972	292	370	370	26.7%
128	452	259.47	359.47	1.385	0.15	1.405	0.997	337	437	437	29.7%
129	295	220.52	289.40	1.312	0.10	1.398	0.992	338	437	437	29.3%
130	187	239.43	520.40	2.173	0.05	1.446	1.026	345	461	461	33.6%
SW	10960	264.56	372.60	1.408		1.409					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 30.2 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>ITEM</u>		<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>AVG</u>	<u>AVG</u>
(1)	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

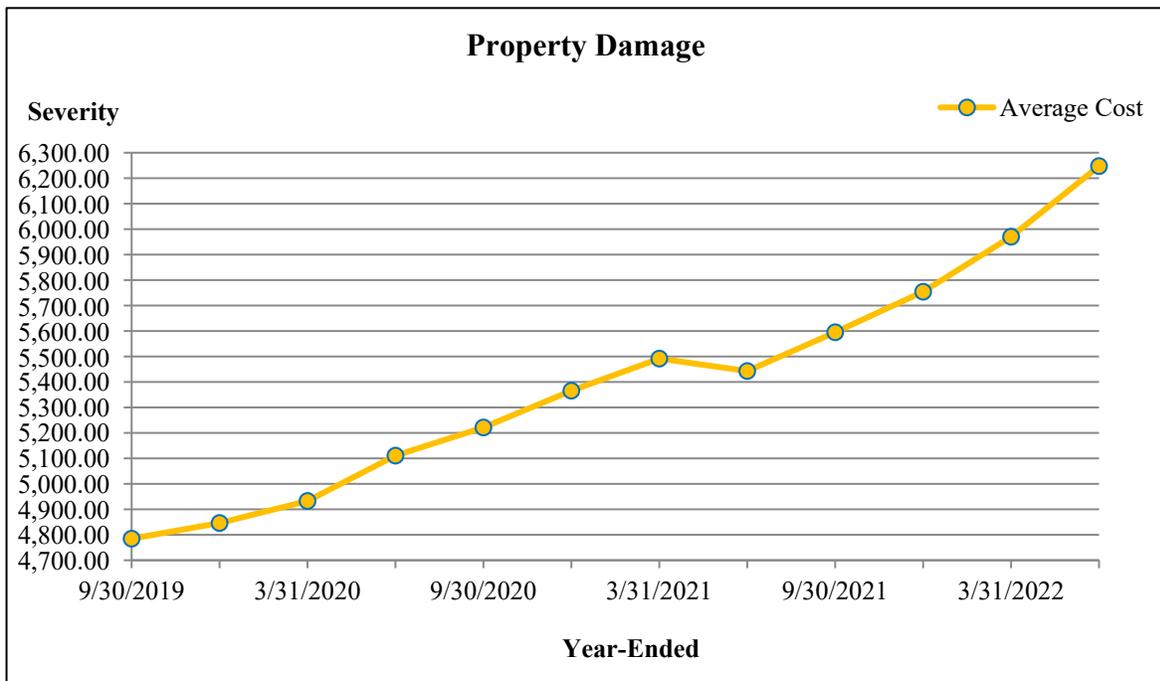
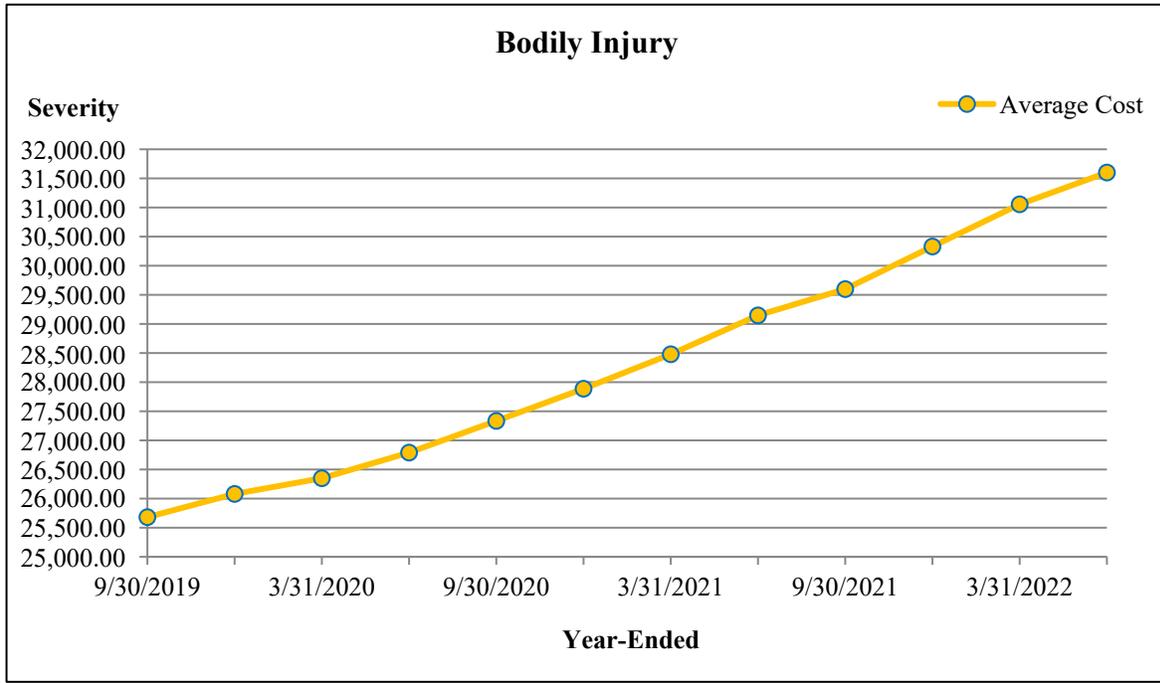
YEAR ENDED	TENNESSEE				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	EXPONENTIAL		EXPONENTIAL		EXPONENTIAL		EXPONENTIAL	
ACTUAL	FIT	ACTUAL	FIT	ACTUAL	FIT	ACTUAL	FIT	
9/30/2019	19065.91	19803.62	4870.40	5011.36	25681.06	25432.38	4784.83	4748.66
12/31/2019	19360.07	20274.21	5140.96	5088.52	26080.17	25930.72	4846.28	4857.65
3/31/2020	20265.49	20755.98	5259.97	5166.86	26349.29	26438.83	4932.75	4969.14
6/30/2020	21182.24	21249.19	5442.75	5246.42	26790.16	26956.89	5110.85	5083.19
9/30/2020	22783.27	21754.13	5399.08	5327.20	27334.17	27485.10	5221.35	5199.86
12/31/2020	23740.04	22271.06	5413.33	5409.22	27886.91	28023.67	5365.64	5319.21
3/31/2021	24283.82	22800.28	5436.22	5492.50	28479.12	28572.78	5491.75	5441.29
6/30/2021	24422.80	23342.08	5364.49	5577.07	29147.18	29132.66	5442.86	5566.18
9/30/2021	23701.98	23896.75	5471.13	5662.94	29598.42	29703.51	5595.07	5693.93
12/31/2021	24299.64	24464.60	5650.88	5750.13	30329.99	30285.54	5754.29	5824.62
3/31/2022	23931.65	25045.94	5858.70	5838.67	31054.96	30878.98	5970.20	5958.30
6/30/2022	24469.60	25641.10	6214.63	5928.57	31600.68	31484.04	6247.50	6095.05

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) TENNESSEE	9.8%	6.3%
	(B) MULTISTATE	8.1%	9.5%
(10)	CREDIBILITY	0.05	0.15
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	8.2%	9.0%
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	8.2%	9.0%

* EXCLUDES MASSACHUSETTS

VERISK

Commercial Automobile Liability
Average Paid Claim Cost Experience
Multistate*



*Excludes Massachusetts

VERISK

COMMERCIAL AUTO LIABILITY
INCURRED CLAIM FREQUENCY

MULTISTATE*

TRUCKS, TRACTORS, AND TRAILERS

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
6/30/2016	0.7673		2.7301	
9/30/2016	0.7723		2.7280	
12/31/2016	0.7736		2.7152	
3/31/2017	0.7756		2.6955	
6/30/2017	0.7862	2.5% &	2.6927	-1.4% &
9/30/2017	0.7859		2.6734	
12/31/2017	0.7856		2.6733	
3/31/2018	0.7887	1.7%	2.6907	-0.2%
6/30/2018	0.7872		2.7054	
9/30/2018	0.7853		2.7085	
12/31/2018	0.7850		2.7155	
3/31/2019	0.7808	-1.0%	2.7106	0.7%
6/30/2019	0.7754		2.6754	
9/30/2019	0.7761		2.6734	
12/31/2019	0.7712		2.6444	
3/31/2020	0.7430	-4.8%	2.5289	-6.7%
6/30/2020	0.6649		2.2872	
9/30/2020	0.6189		2.1234	
12/31/2020	0.5710		1.9881	
3/31/2021	0.5515	-25.8%	1.9415	-23.2%
6/30/2021	0.5893		2.0496	
9/30/2021	0.5852		2.0480	
12/31/2021	0.5827		2.0302	
3/31/2022	0.5900	7.0%	2.0179	3.9%

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

& CHANGE BASED ON YEAR ENDING 6/30/2017 divided by 6/30/2016

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>
6/30/2016	0.7672		2.9360	
9/30/2016	0.7863		2.9394	
12/31/2016	0.7781		2.9279	
3/31/2017	0.7710		2.8656	
6/30/2017	0.7743	0.9% &	2.8450	-3.1% &
9/30/2017	0.7571		2.7682	
12/31/2017	0.7596		2.7524	
3/31/2018	0.7795	1.1%	2.7762	-3.1%
6/30/2018	0.7854		2.7217	
9/30/2018	0.7773		2.7107	
12/31/2018	0.7738		2.6719	
3/31/2019	0.7503	-3.7%	2.6255	-5.4%
6/30/2019	0.7320		2.5977	
9/30/2019	0.7163		2.5528	
12/31/2019	0.7123		2.4946	
3/31/2020	0.6803	-9.3%	2.3838	-9.2%
6/30/2020	0.5911		2.0816	
9/30/2020	0.5523		1.8825	
12/31/2020	0.4884		1.6589	
3/31/2021	0.4705	-30.8%	1.5374	-35.5%
6/30/2021	0.5234		1.6880	
9/30/2021	0.5396		1.7112	
12/31/2021	0.5399		1.7640	
3/31/2022	0.5479	16.5%	1.7953	16.8%

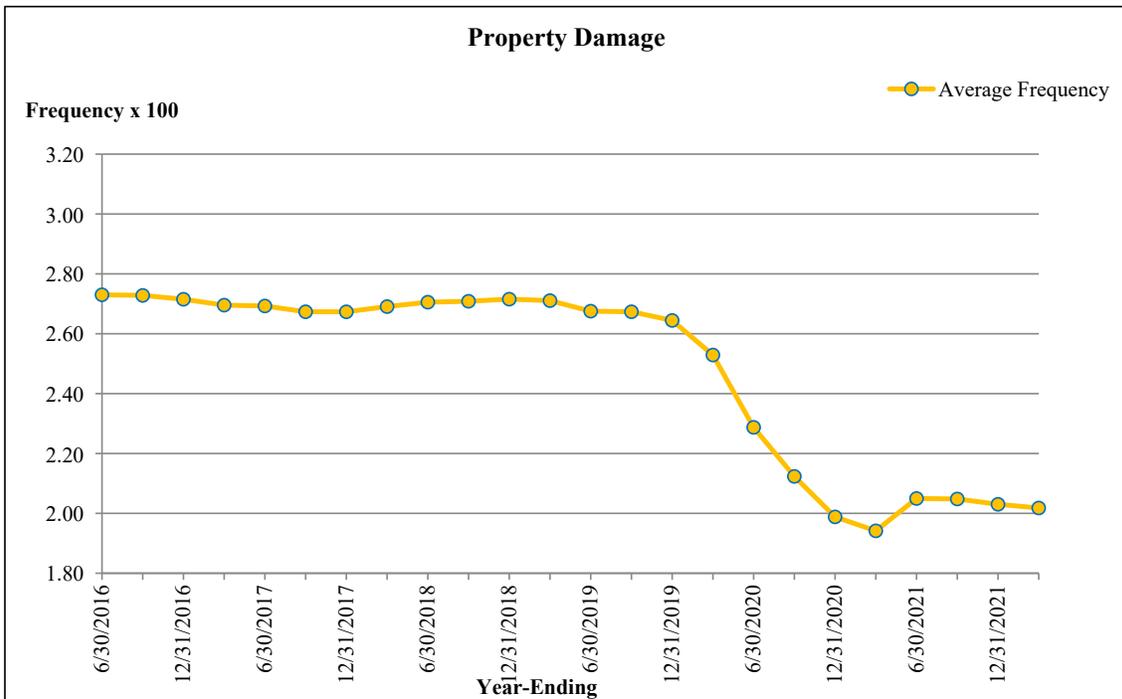
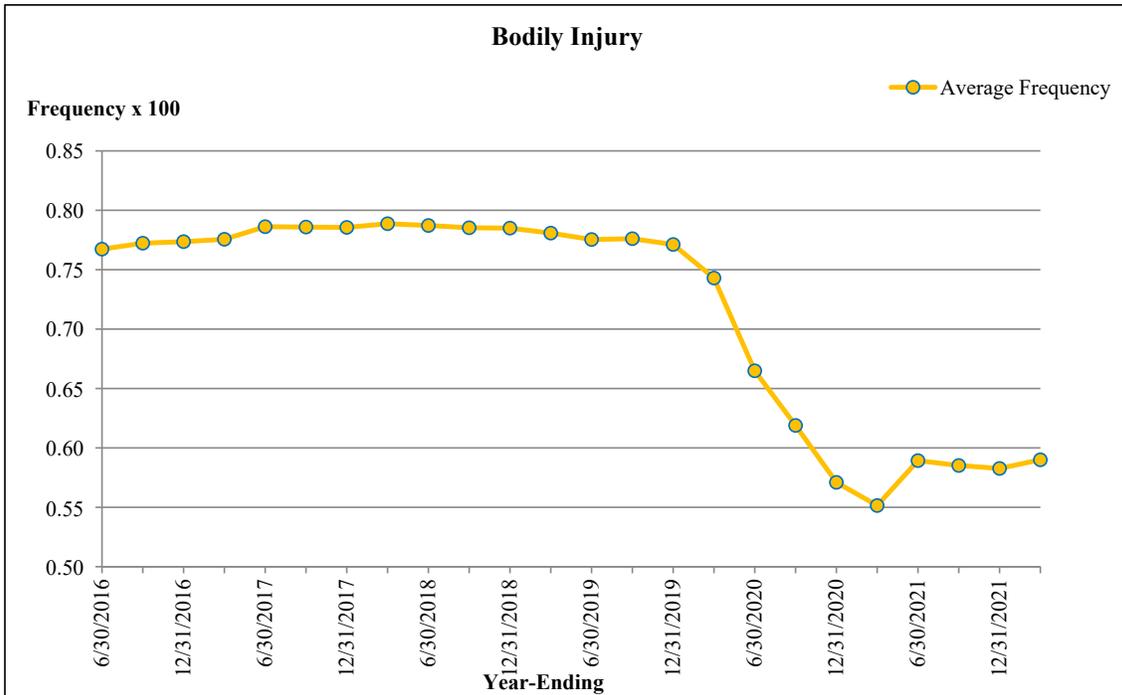
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

& CHANGE BASED ON YEAR ENDING 6/30/2017 divided by 6/30/2016

VERISK

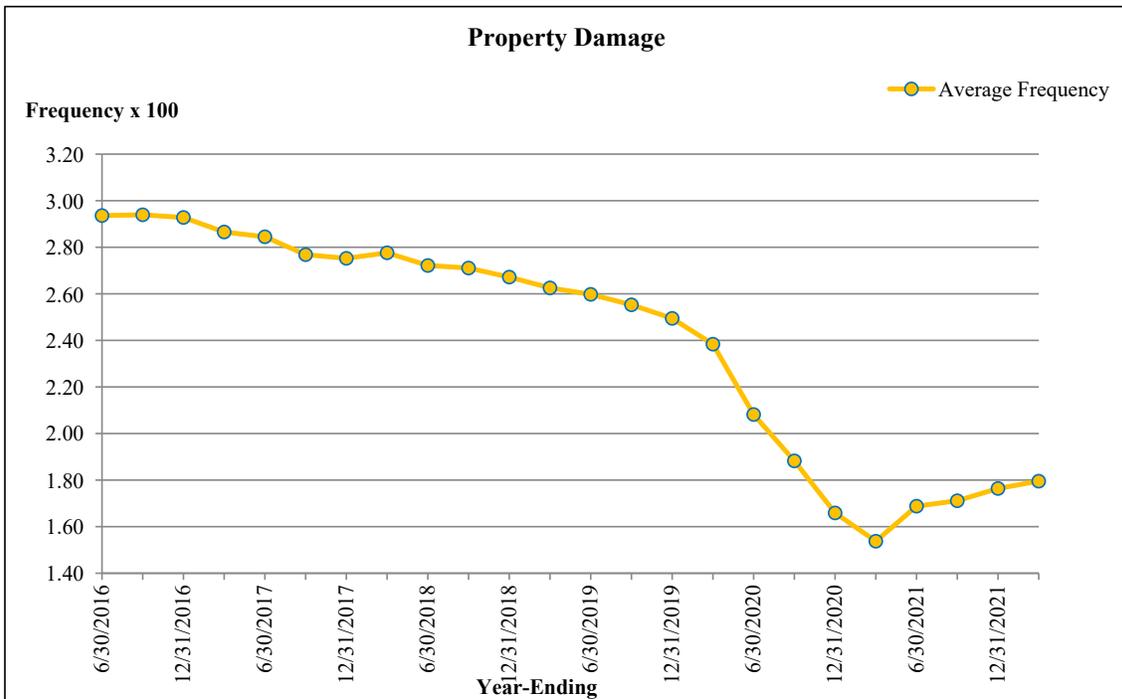
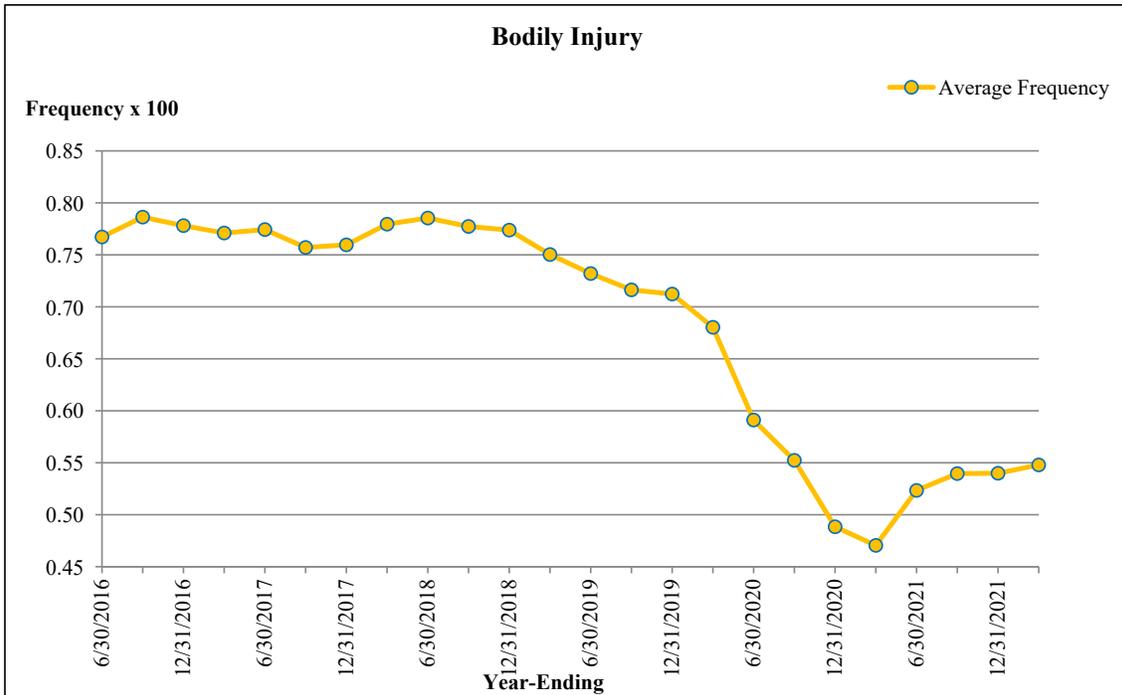
Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Trucks, Tractors, and Trailers
 Multistate*



*Excludes Massachusetts

VERISK

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



*Excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers
Liability
Premium Trend Calculation

Companies Not Reporting Age Code X Data

Year Ending:	Average Rating Factor
6/30/2020	1.040
12/31/2020	1.022
6/30/2021	1.008
12/31/2021	1.004
6/30/2022	1.010

Exponential Trend (Average Annual Change)

5 Points	-1.5%
4 Points	-0.8%
3 Points	0.2%

* Excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers
Liability
Premium Trend Calculation

All Companies
Excluding 11th Preceding Model Year and Older Data

Year Ending:	Average Rating Factor
12/31/2017	1.091
6/30/2018	1.097
12/31/2018	1.104
6/30/2019	1.110
12/31/2019	1.115
6/30/2020	1.119
12/31/2020	1.121
6/30/2021	1.122
12/31/2021	1.123
6/30/2022	1.125

Exponential Trend (Average Annual Change)

9 Points	0.6%
7 Points	0.4%
5 Points	0.2%
Selected Annual Premium Trend:	0.2%

* Excludes Massachusetts

VERISK

Multistate*
Private Passenger Types
Liability
Premium Trend Calculation

Companies Not Reporting Age Code X Data

Year Ending:	Average Rating Factor
6/30/2019	0.993
12/31/2019	0.993
6/30/2020	0.992
12/31/2020	0.991
6/30/2021	0.989
12/31/2021	0.987
6/30/2022	0.985

Exponential Trend (Average Annual Change)

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

* Excludes Massachusetts

VERISK

Multistate*
Private Passenger Types
Liability
Premium Trend Calculation

All Companies
Excluding 11th Preceding Model Year and Older Data

Year Ending:	Average Rating Factor
12/31/2017	0.999
6/30/2018	0.999
12/31/2018	1.000
6/30/2019	1.001
12/31/2019	1.001
6/30/2020	1.002
12/31/2020	1.003
6/30/2021	1.002
12/31/2021	1.000
6/30/2022	0.999

Exponential Trend (Average Annual Change)

9 Points	0.0%
7 Points	-0.1%
5 Points	-0.2%

Selected Annual Premium Trend: 0.0%

* Excludes Massachusetts

VERISK

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

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Value	Change**	Value	Change**	Value	Change**
9/30/2017	1.15		0.72		0.54	
12/31/2017	1.18		0.75		0.57	
3/31/2018	1.23		0.77		0.58	
6/30/2018	1.27		0.79		0.59	
9/30/2018	1.30		0.81		0.60	
12/31/2018	1.34	13.6%	0.83	10.7%	0.61	7.0%
3/31/2019	1.37		0.84		0.62	
6/30/2019	1.40	10.2%	0.85	7.6%	0.63	6.8%
9/30/2019	1.42		0.86		0.64	
12/31/2019	1.42	6.0%	0.86	3.6%	0.63	3.3%
3/31/2020	1.40		0.85		0.62	
6/30/2020	1.36	-2.9%	0.83	-2.4%	0.61	-3.2%
9/30/2020	1.36		0.83		0.61	
12/31/2020	1.36	-4.2%	0.83	-3.5%	0.60	-4.8%
3/31/2021	1.41		0.85		0.60	
6/30/2021	1.48	8.8%	0.88	6.0%	0.62	1.6%
9/30/2021	1.49		0.88		0.62	
12/31/2021	1.49	9.6%	0.87	4.8%	0.62	3.3%
3/31/2022	1.50		0.87		0.62	
6/30/2022	1.48	0.0%	0.86	-2.3%	0.62	0.0%

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

Deductible:	Percent of Losses
Full	0.7%
\$50	0.3%
\$100	2.0%
\$200	0.3%
\$250	7.2%
\$500	28.6%
\$1,000	49.1%
\$2,000	5.9%
\$3,000	2.3%
\$5,000	3.5%

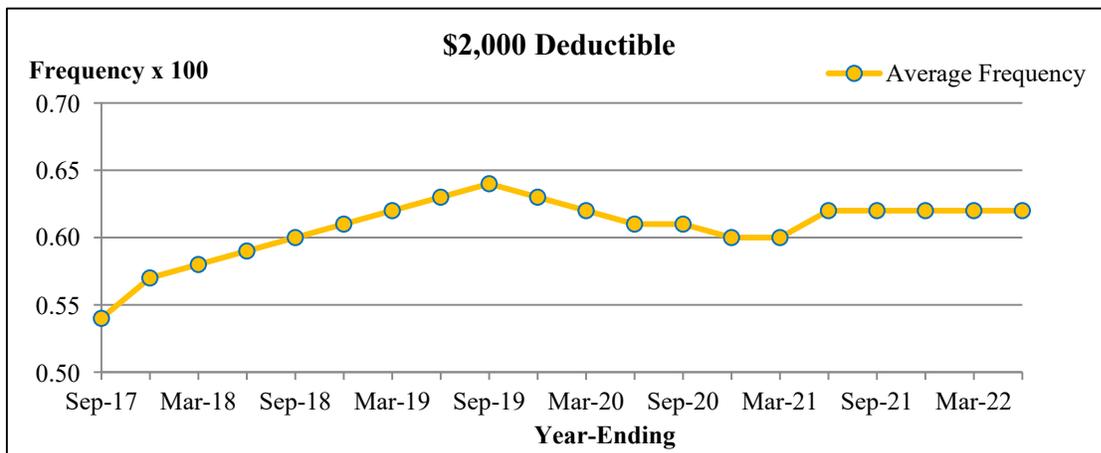
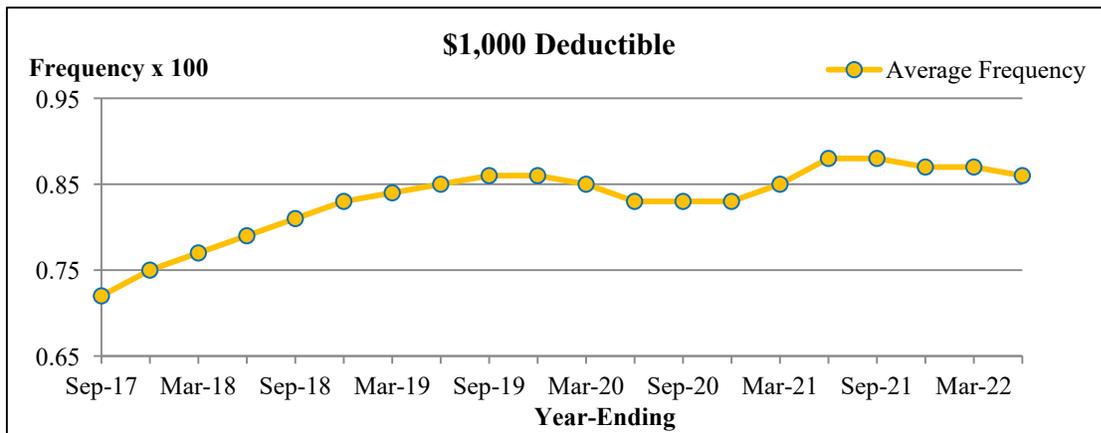
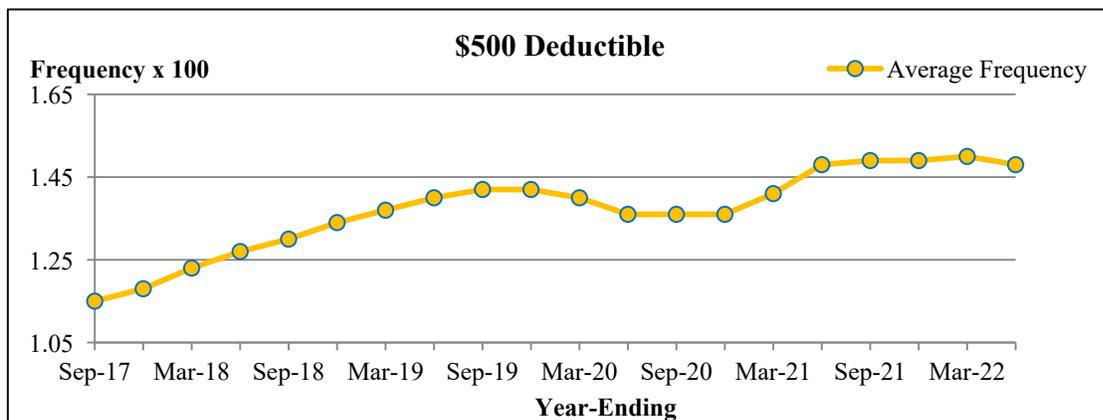
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 5.8% 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

	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
Year Ending:	Value	Value	Value
9/30/2017	2,596.95	3,956.56	4,607.46
12/31/2017	2,691.86	4,026.89	4,671.34
3/31/2018	2,716.88	4,080.87	4,750.32
6/30/2018	2,727.20	4,173.96	4,932.25
9/30/2018	2,694.84	4,170.11	4,985.60
12/31/2018	2,768.09	4,324.50	5,193.23
3/31/2019	2,783.91	4,367.99	5,295.20
6/30/2019	2,818.65	4,423.74	5,338.15
9/30/2019	2,854.53	4,500.67	5,395.15
12/31/2019	2,852.42	4,586.14	5,542.40
3/31/2020	2,881.64	4,546.84	5,432.55
6/30/2020	2,912.43	4,580.27	5,507.74
9/30/2020	2,935.76	4,593.32	5,526.56
12/31/2020	3,027.34	4,638.01	5,570.60
3/31/2021	3,073.94	4,721.47	5,740.94
6/30/2021	3,143.56	4,788.93	5,798.49
9/30/2021	3,327.53	4,963.23	6,042.08
12/31/2021	3,452.46	5,158.23	6,272.57
3/31/2022	3,607.73	5,448.32	6,568.94
6/30/2022	3,697.11	5,577.93	6,715.59

Average Annual Change Using Exponential Fits:

20 point fit:	6.6%	6.3%	7.1%
16 point fit:	8.1%	6.6%	6.8%
12 point fit:	10.5%	7.8%	8.1%

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

* Multistate data excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Value	Change**	Value	Change**	Value	Change**
9/30/2017	2.20		1.93		1.58	
12/31/2017	2.20		1.94		1.59	
3/31/2018	2.22		1.97		1.62	
6/30/2018	2.23		2.00		1.65	
9/30/2018	2.26		2.03		1.67	
12/31/2018	2.26	2.7%	2.02	4.1%	1.67	5.0%
3/31/2019	2.27		2.03		1.67	
6/30/2019	2.27	1.8%	2.03	1.5%	1.67	1.2%
9/30/2019	2.28		2.03		1.67	
12/31/2019	2.28	0.9%	2.04	1.0%	1.68	0.6%
3/31/2020	2.18		1.94		1.61	
6/30/2020	2.03	-10.6%	1.80	-11.3%	1.49	-10.8%
9/30/2020	1.95		1.71		1.43	
12/31/2020	1.88	-17.5%	1.65	-19.1%	1.38	-17.9%
3/31/2021	1.91		1.67		1.41	
6/30/2021	2.01	-1.0%	1.77	-1.7%	1.49	0.0%
9/30/2021	2.04		1.81		1.53	
12/31/2021	2.06	9.6%	1.84	11.5%	1.56	13.0%
3/31/2022	2.05		1.86		1.59	
6/30/2022	2.03	1.0%	1.85	4.5%	1.59	6.7%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	0.8%
\$500	25.9%
\$1,000	57.3%
\$2,000	7.6%
\$3,000	2.4%
\$5,000	5.9%

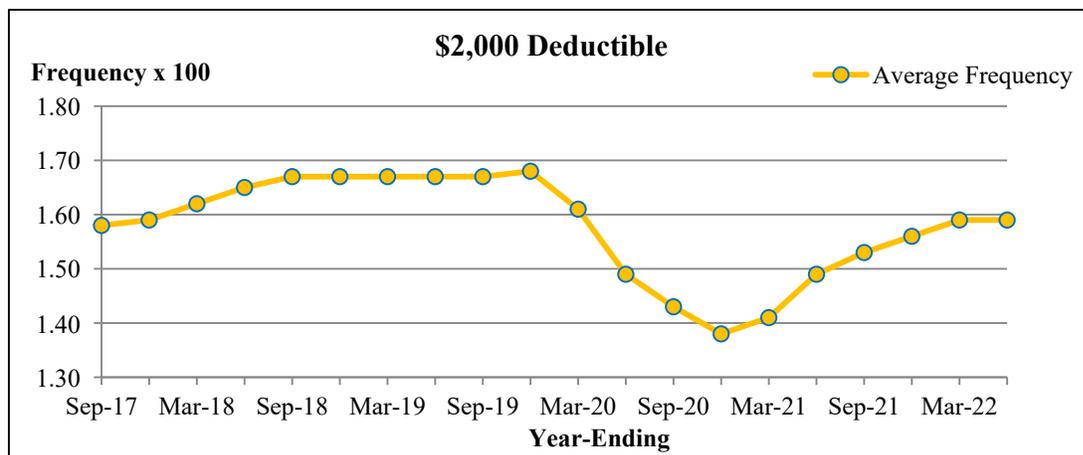
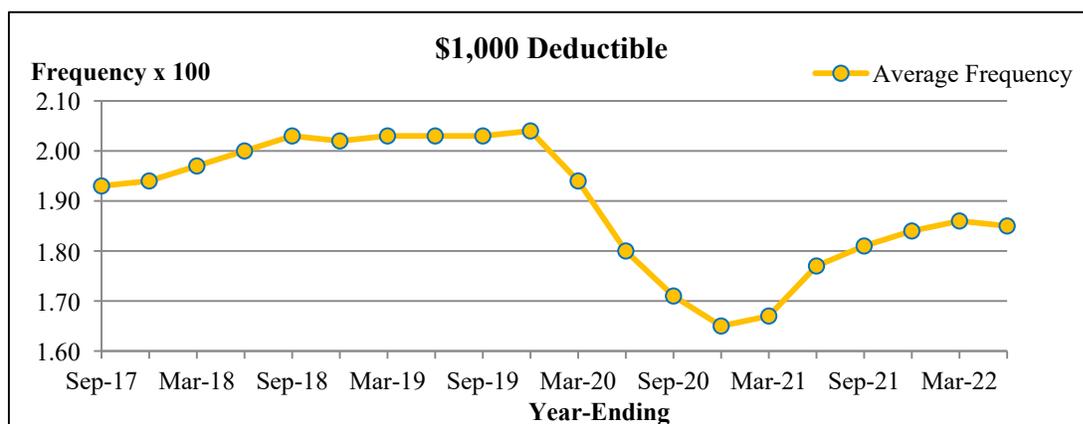
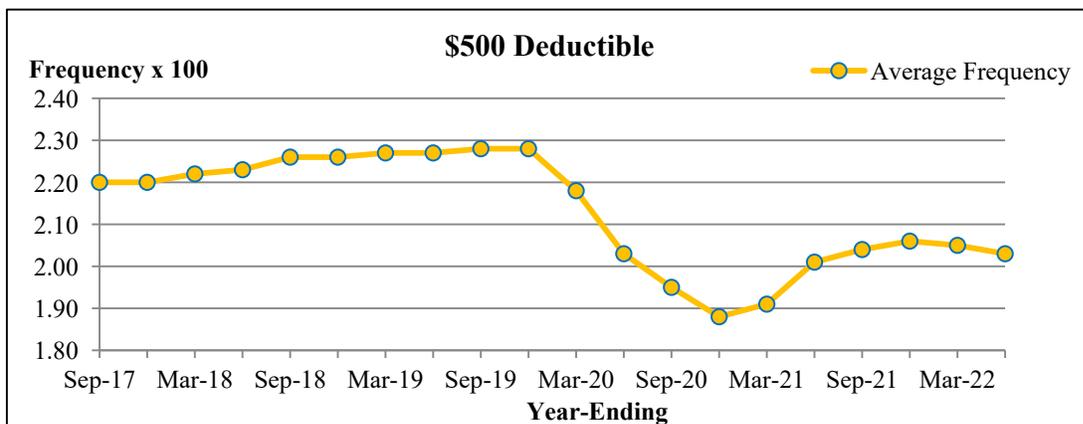
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 8.3% 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
9/30/2017	5,273.43	6,014.34	6,408.46
12/31/2017	5,333.30	6,064.54	6,449.23
3/31/2018	5,398.20	6,158.38	6,542.40
6/30/2018	5,450.30	6,199.89	6,597.73
9/30/2018	5,533.26	6,292.92	6,684.01
12/31/2018	5,554.71	6,371.01	6,782.57
3/31/2019	5,643.50	6,452.65	6,903.29
6/30/2019	5,727.59	6,593.83	7,061.44
9/30/2019	5,733.81	6,615.28	7,097.69
12/31/2019	5,791.11	6,670.97	7,154.66
3/31/2020	5,820.96	6,754.65	7,242.05
6/30/2020	5,843.60	6,787.46	7,252.83
9/30/2020	5,877.23	6,931.58	7,394.90
12/31/2020	5,986.93	7,093.92	7,582.36
3/31/2021	6,116.51	7,226.57	7,690.10
6/30/2021	6,337.59	7,462.84	7,956.56
9/30/2021	6,698.43	7,805.47	8,346.81
12/31/2021	7,113.44	8,244.15	8,797.46
3/31/2022	7,523.78	8,712.89	9,295.45
6/30/2022	8,001.37	9,109.11	9,685.36

Average Annual Change Using Exponential Fits:

20 point fit:	7.3%	7.9%	8.0%
16 point fit:	8.9%	9.4%	9.3%
12 point fit:	12.4%	12.2%	12.0%

Selected severity trend:	10.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	10.0%

* Multistate data excludes Massachusetts

VERISK

Multistate*
Private Passenger Types Physical Damage
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Value	Change**	Value	Change**	Value	Change**
9/30/2017	2.84		1.76		1.16	
12/31/2017	2.89		1.81		1.19	
3/31/2018	2.96		1.84		1.20	
6/30/2018	3.06		1.89		1.24	
9/30/2018	3.15		1.94		1.25	
12/31/2018	3.24	12.1%	1.97	8.8%	1.27	6.7%
3/31/2019	3.35		2.04		1.31	
6/30/2019	3.42	11.8%	2.10	11.1%	1.35	8.9%
9/30/2019	3.48		2.15		1.38	
12/31/2019	3.48	7.4%	2.15	9.1%	1.37	7.9%
3/31/2020	3.36		2.08		1.34	
6/30/2020	3.09	-9.6%	1.93	-8.1%	1.24	-8.1%
9/30/2020	3.01		1.89		1.24	
12/31/2020	2.92	-16.1%	1.84	-14.4%	1.21	-11.7%
3/31/2021	3.02		1.89		1.21	
6/30/2021	3.34	8.1%	2.06	6.7%	1.30	4.8%
9/30/2021	3.45		2.12		1.32	
12/31/2021	3.54	21.2%	2.16	17.4%	1.35	11.6%
3/31/2022	3.61		2.19		1.37	
6/30/2022	3.53	5.7%	2.17	5.3%	1.37	5.4%

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

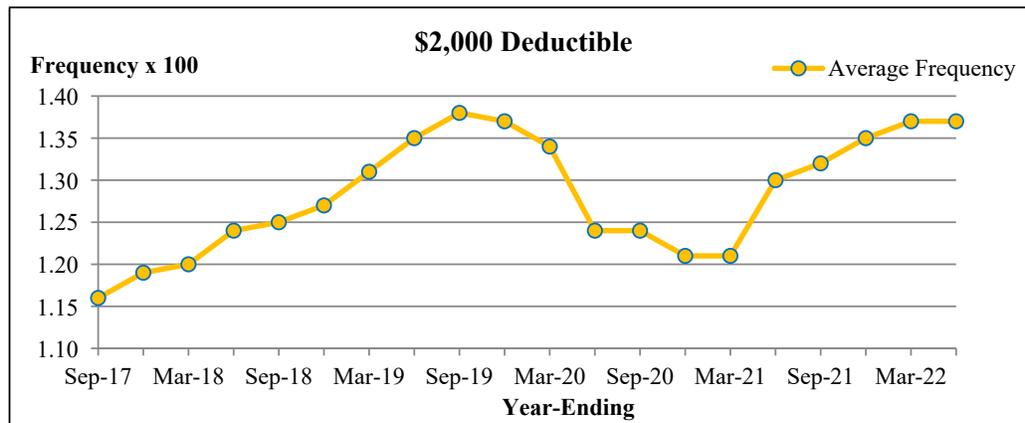
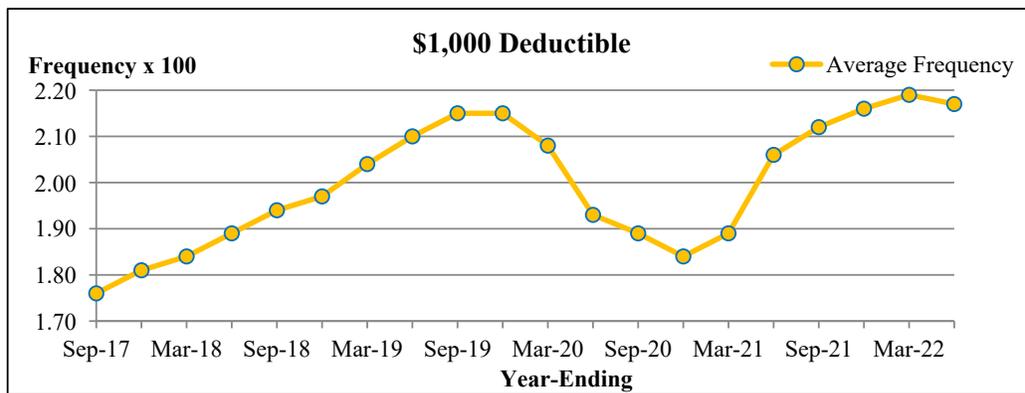
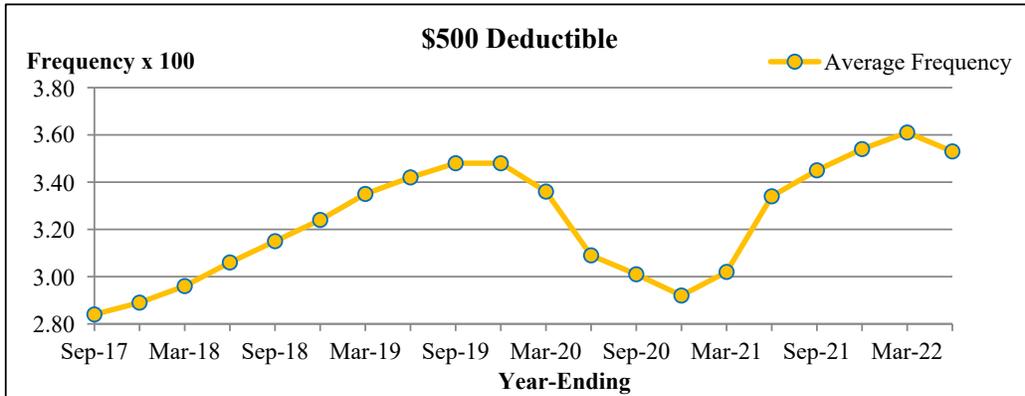
Deductible:	Percent of Losses
Full	0.6%
\$50	0.4%
\$100	2.8%
\$200	0.5%
\$250	11.0%
\$500	37.5%
\$1,000	42.1%
\$2,000	3.2%
\$3,000	0.8%
\$5,000	1.0%

* Multistate data excludes Massachusetts

** Change based on years ending 12/31/xxx and 06/30/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
9/30/2017	1,833.20	2,395.54	2,885.64
12/31/2017	1,853.17	2,457.20	2,966.75
3/31/2018	1,851.99	2,450.62	2,962.83
6/30/2018	1,874.12	2,484.30	3,008.50
9/30/2018	1,871.02	2,453.72	2,986.11
12/31/2018	1,912.63	2,525.17	3,101.36
3/31/2019	1,933.77	2,564.01	3,154.66
6/30/2019	1,956.97	2,612.21	3,191.31
9/30/2019	1,965.42	2,659.52	3,241.25
12/31/2019	1,974.11	2,695.58	3,276.00
3/31/2020	2,031.85	2,791.27	3,378.64
6/30/2020	2,105.30	2,828.23	3,444.84
9/30/2020	2,201.74	2,875.97	3,483.43
12/31/2020	2,286.09	2,902.47	3,509.72
3/31/2021	2,276.90	2,861.68	3,492.20
6/30/2021	2,284.72	2,914.10	3,570.22
9/30/2021	2,318.15	2,974.78	3,651.35
12/31/2021	2,375.42	3,073.99	3,817.81
3/31/2022	2,459.52	3,174.72	3,920.28
6/30/2022	2,502.32	3,200.66	3,944.60

Average Annual Change Using Exponential Fits:

20 point fit:	7.2%	6.3%	6.7%
16 point fit:	8.3%	6.8%	7.1%
12 point fit:	9.2%	6.4%	7.2%

Selected severity trend:	7.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	7.5%

* Multistate data excludes Massachusetts

VERISK

Multistate*
Private Passenger Types Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Value	Change**	Value	Change**	Value	Change**
9/30/2017	4.67		4.06		3.06	
12/31/2017	4.67		4.08		3.08	
3/31/2018	4.78		4.15		3.16	
6/30/2018	4.75		4.16		3.17	
9/30/2018	4.81		4.22		3.21	
12/31/2018	4.79	2.6%	4.21	3.2%	3.21	4.2%
3/31/2019	4.74		4.21		3.22	
6/30/2019	4.74	-0.2%	4.23	1.7%	3.25	2.5%
9/30/2019	4.73		4.22		3.25	
12/31/2019	4.66	-2.7%	4.22	0.2%	3.24	0.9%
3/31/2020	4.43		4.00		3.07	
6/30/2020	3.93	-17.1%	3.50	-17.3%	2.71	-16.6%
9/30/2020	3.63		3.21		2.53	
12/31/2020	3.32	-28.8%	2.88	-31.8%	2.32	-28.4%
3/31/2021	3.21		2.79		2.27	
6/30/2021	3.51	-10.7%	3.06	-12.6%	2.49	-8.1%
9/30/2021	3.54		3.13		2.56	
12/31/2021	3.60	8.4%	3.22	11.8%	2.65	14.2%
3/31/2022	3.71		3.32		2.73	
6/30/2022	3.72	6.0%	3.35	9.5%	2.79	12.0%

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

Deductible:	Percent of Losses
\$100	0.2%
\$200	0.0%
\$250	1.2%
\$500	34.5%
\$1,000	58.1%
\$2,000	3.8%
\$3,000	0.7%
\$5,000	1.5%

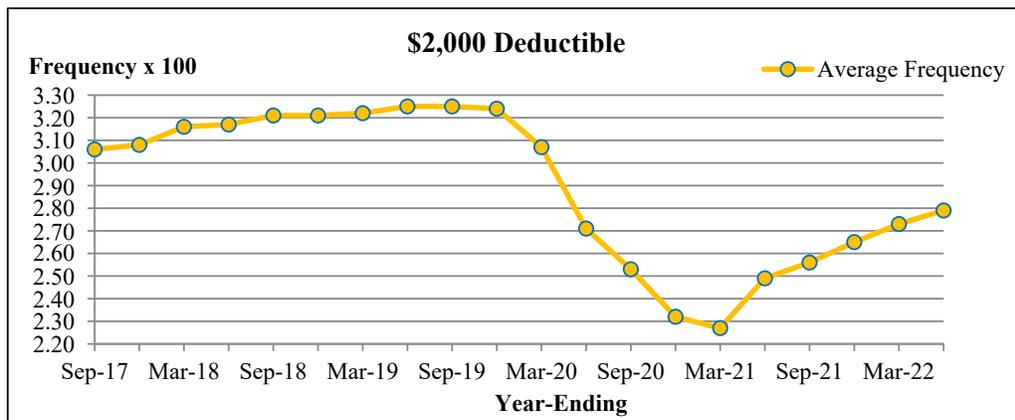
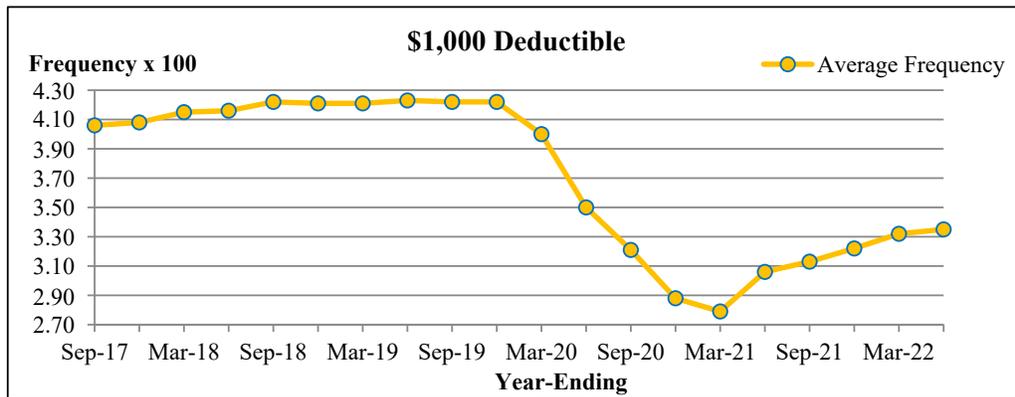
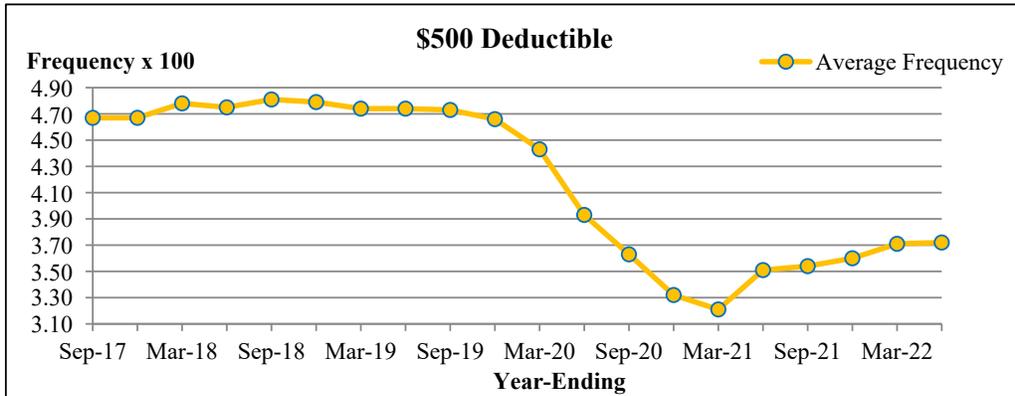
* Multistate data excludes Massachusetts

** Change based on years ending 12/31/xxx and 06/30/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
9/30/2017	4,351.26	4,795.23	5,241.07
12/31/2017	4,436.11	4,876.90	5,333.52
3/31/2018	4,493.46	4,919.57	5,352.03
6/30/2018	4,610.47	5,002.19	5,441.29
9/30/2018	4,624.75	5,028.47	5,482.49
12/31/2018	4,561.82	5,003.21	5,435.63
3/31/2019	4,659.13	5,090.52	5,541.91
6/30/2019	4,622.09	5,104.51	5,525.55
9/30/2019	4,769.37	5,150.48	5,579.14
12/31/2019	4,919.51	5,274.72	5,743.37
3/31/2020	4,971.73	5,334.59	5,810.14
6/30/2020	5,121.20	5,429.50	5,903.69
9/30/2020	5,075.56	5,511.60	5,901.73
12/31/2020	5,156.08	5,664.53	5,971.29
3/31/2021	5,206.71	5,793.35	6,081.15
6/30/2021	5,389.16	6,004.19	6,342.89
9/30/2021	5,639.35	6,240.98	6,644.88
12/31/2021	5,969.36	6,544.38	6,984.34
3/31/2022	6,201.46	6,839.45	7,329.18
6/30/2022	6,360.30	7,137.41	7,569.71

Average Annual Change Using Exponential Fits:

20 point fit:	7.5%	7.8%	7.0%
16 point fit:	8.9%	9.6%	8.7%
12 point fit:	10.6%	12.4%	11.3%

Selected severity trend:	10.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	10.0%

* Multistate data excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers
Physical Damage
Vehicle Value Factor Trend Calculation

Companies Not Reporting Age Code X Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
6/30/2020	0.974	0.810
12/31/2020	0.999	0.820
6/30/2021	1.003	0.840
12/31/2021	1.022	0.868
6/30/2022	1.042	0.869

Exponential Trend (Average Annual Change)

5 Points	3.2%	4.1%
4 Points	3.0%	4.2%
3 Points	3.9%	3.5%

* Excludes Massachusetts

VERISK

Multistate*
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
12/31/2017	0.994	0.838
6/30/2018	1.008	0.853
12/31/2018	1.020	0.866
6/30/2019	1.033	0.879
12/31/2019	1.046	0.890
6/30/2020	1.056	0.896
12/31/2020	1.062	0.897
6/30/2021	1.067	0.896
12/31/2021	1.072	0.895
6/30/2022	1.077	0.893

Exponential Trend (Average Annual Change)

9 Points	1.7%	1.1%
7 Points	1.3%	0.4%
5 Points	1.0%	-0.2%
Selected Annual VVF Trend:	2.0%	2.0%

* Excludes Massachusetts

VERISK

Multistate*
 Private Passenger Types
 Physical Damage
 Vehicle Value Factor Trend Calculation

Companies Not Reporting Age Code X Data

Average Vehicle Value Factor

Year Ending:	Other Than Collision	Collision
6/30/2019	0.949	0.852
12/31/2019	0.965	0.857
6/30/2020	0.967	0.854
12/31/2020	0.970	0.849
6/30/2021	0.975	0.852
12/31/2021	0.992	0.871
6/30/2022	1.010	0.886

Exponential Trend (Average Annual Change)

7 Points	1.8%	1.1%
6 Points	1.8%	1.3%
5 Points	2.2%	2.0%

* Excludes Massachusetts

VERISK

Multistate*
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
12/31/2017	1.041	0.939
6/30/2018	1.057	0.951
12/31/2018	1.074	0.959
6/30/2019	1.088	0.965
12/31/2019	1.099	0.972
6/30/2020	1.107	0.976
12/31/2020	1.108	0.971
6/30/2021	1.115	0.967
12/31/2021	1.128	0.970
6/30/2022	1.138	0.974

Exponential Trend (Average Annual Change)

9 Points	1.7%	0.4%
7 Points	1.4%	0.1%
5 Points	1.5%	-0.1%
Selected Annual VVF Trend:	1.8%	1.0%

* Excludes Massachusetts

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2011	8,801,981	10,259,360	11,127,274	1.166	1.085	
06/30/2012	9,177,627	9,853,983	10,583,470	1.074	1.074	
06/30/2013	7,522,787	9,391,082	10,033,515	1.248	1.068	
06/30/2014	9,210,717	10,773,248	11,703,820	1.170	1.086	
06/30/2015	9,621,942	10,806,917	11,738,206	1.123	1.086	
06/30/2016	12,565,834	13,909,841	13,858,311	1.107	0.996	
06/30/2017	12,615,330	15,037,705	15,249,024	1.192	1.014	
06/30/2018	13,329,074	15,133,550	15,900,244	1.135	1.051	
06/30/2019	11,344,739	13,648,957	14,552,892	1.203	1.066	
06/30/2020	10,754,614	12,288,117	13,656,228	1.143	1.111	
06/30/2021	12,848,018	15,560,952		1.211		
06/30/2022	11,627,308					
(1) Average Factor (Best 3 of 5) :				(A) State	1.179	1.044
				(B) Multistate	1.269	1.122
(2) Credibility					0.930	0.790
(3) Credibility Weighted Factors					1.185	1.060

Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2011	6,753,557	6,969,655	6,979,750	1.032	1.001	
06/30/2012	6,771,353	6,846,678	6,801,546	1.011	0.993	
06/30/2013	7,161,852	7,222,177	7,240,226	1.008	1.002	
06/30/2014	7,439,997	7,510,898	7,484,728	1.010	0.997	
06/30/2015	8,092,428	8,117,686	8,300,166	1.003	1.022	
06/30/2016	10,102,983	10,574,868	10,768,862	1.047	1.018	
06/30/2017	10,051,683	10,361,771	10,308,881	1.031	0.995	
06/30/2018	10,770,648	11,105,203	11,094,537	1.031	0.999	
06/30/2019	11,087,130	11,704,060	11,745,067	1.056	1.004	
06/30/2020	9,866,773	10,543,624	10,449,808	1.069	0.991	
06/30/2021	10,589,461	11,125,194		1.051		
06/30/2022	12,090,412					
(1) Average Factor (Best 3 of 5) :				(A) State	1.046	0.999
				(B) Multistate	1.047	1.010
(2) Credibility					0.950	0.000
(3) Credibility Weighted Factors					1.046	1.010

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.078	1.008
27 to Ultimate	1.143	1.018
15 to Ultimate	1.354	1.065

** Multistate factors

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	309,171,800	379,522,658	423,573,127	442,727,243	449,214,348
06/30/2012	329,872,812	411,774,656	457,443,441	476,493,208	486,637,926
06/30/2013	341,690,043	423,777,863	471,918,465	499,465,791	507,790,332
06/30/2014	360,718,538	448,845,987	502,399,795	531,396,265	541,833,683
06/30/2015	387,810,536	486,136,845	548,103,046	573,679,922	584,482,390
06/30/2016	440,034,788	555,447,371	619,922,430	652,677,646	665,088,104
06/30/2017	472,075,290	593,420,678	663,078,088	694,541,220	709,382,975
06/30/2018	473,176,532	599,135,722	668,748,338	703,975,471	719,490,446
06/30/2019	470,680,351	598,292,849	677,600,914	714,626,419	
06/30/2020	419,388,209	549,441,073	622,850,750		
06/30/2021	406,983,183	517,208,651			
06/30/2022	453,546,821				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2011	1.228	1.116	1.045	1.015
06/30/2012	1.248	1.111	1.042	1.021
06/30/2013	1.240	1.114	1.058	1.017
06/30/2014	1.244	1.119	1.058	1.020
06/30/2015	1.254	1.127	1.047	1.019
06/30/2016	1.262	1.116	1.053	1.019
06/30/2017	1.257	1.117	1.047	1.021
06/30/2018	1.266	1.116	1.053	1.022
06/30/2019	1.271	1.133	1.055	
06/30/2020	1.310	1.134		
06/30/2021	1.271			
Average Factor: (Best 3 of 5)	1.269	1.122	1.051	1.020

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.006
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.026
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.078
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.210
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.536

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	452,382,641	454,659,419	454,554,924	454,618,468	454,507,126
06/30/2012	486,822,287	487,079,930	486,506,304	486,559,702	486,660,902
06/30/2013	507,171,913	508,064,671	508,374,282	508,117,531	507,247,423
06/30/2014	545,708,255	544,316,744	544,548,135	544,557,372	
06/30/2015	586,222,403	587,544,769	589,106,962		
06/30/2016	668,579,098	669,794,970			
06/30/2017	713,998,544				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2011	1.007	1.005	1.000	1.000	1.000
06/30/2012	1.000	1.001	0.999	1.000	1.000
06/30/2013	0.999	1.002	1.001	0.999	0.998
06/30/2014	1.007	0.997	1.000	1.000	
06/30/2015	1.003	1.002	1.003		
06/30/2016	1.005	1.002			
06/30/2017	1.007				
Average Factor: (Best 3 of 5)	1.005	1.002	1.000	1.000	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)	=	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)	=	1.001

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	383,462,569	396,330,945	398,347,093	398,369,938	399,962,099
06/30/2012	403,850,095	417,311,779	421,539,584	420,251,005	420,848,411
06/30/2013	421,490,074	435,370,647	438,121,465	440,613,426	441,475,909
06/30/2014	446,493,737	462,675,365	465,960,288	467,199,230	467,642,839
06/30/2015	469,350,081	491,328,434	496,239,755	498,241,066	498,945,745
06/30/2016	504,070,622	528,060,672	533,666,337	535,541,574	535,175,132
06/30/2017	532,364,986	554,303,721	559,962,114	561,756,186	562,716,748
06/30/2018	552,951,630	580,724,270	586,473,353	587,338,989	590,772,187
06/30/2019	581,948,361	611,214,164	615,550,073	620,563,773	
06/30/2020	501,911,315	520,304,875	527,803,186		
06/30/2021	478,825,385	513,206,727			
06/30/2022	588,711,226				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2011	1.034	1.005	1.000	1.004
06/30/2012	1.033	1.010	0.997	1.001
06/30/2013	1.033	1.006	1.006	1.002
06/30/2014	1.036	1.007	1.003	1.001
06/30/2015	1.047	1.010	1.004	1.001
06/30/2016	1.048	1.011	1.004	0.999
06/30/2017	1.041	1.010	1.003	1.002
06/30/2018	1.050	1.010	1.001	1.006
06/30/2019	1.050	1.007	1.008	
06/30/2020	1.037	1.014		
06/30/2021	1.072			
Average Factor: (Best 3 of 5)	1.047	1.010	1.004	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.003
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.004
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.008
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.018
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			
	75 Months	87 Months	99 Months	111 Months
06/30/2011	401,170,298	401,408,749	401,626,701	401,696,199
06/30/2012	421,045,402	421,691,953	421,992,694	421,970,788
06/30/2013	441,952,903	442,289,706	442,389,112	442,287,214
06/30/2014	468,213,748	468,092,969	468,038,912	468,554,796
06/30/2015	499,026,164	499,714,380	501,192,837	
06/30/2016	535,456,261	536,689,840		
06/30/2017	564,343,425			

Ratios

Accident Year Ending	75:63	87:75	99:87	111:99
06/30/2011	1.003	1.001	1.001	1.000
06/30/2012	1.000	1.002	1.001	1.000
06/30/2013	1.001	1.001	1.000	1.000
06/30/2014	1.001	1.000	1.000	1.001
06/30/2015	1.000	1.001	1.003	
06/30/2016	1.001	1.002		
06/30/2017	1.003			
Average Factor: (Best 3 of 5)	1.001	1.001	1.001	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)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.002

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2011	2,365,235	2,797,050	3,316,333	1.183	1.186	
06/30/2012	2,487,498	2,658,415	2,821,526	1.069	1.061	
06/30/2013	2,550,363	2,525,937	2,290,910	0.990	0.907	
06/30/2014	2,586,025	3,053,004	3,049,544	1.181	0.999	
06/30/2015	2,163,630	2,596,828	3,047,818	1.200	1.174	
06/30/2016	1,968,765	2,097,549	2,237,227	1.065	1.067	
06/30/2017	2,010,388	2,554,073	2,782,501	1.270	1.089	
06/30/2018	2,713,574	3,434,742	3,326,342	1.266	0.968	
06/30/2019	1,767,035	2,484,150	2,477,951	1.406	0.998	
06/30/2020	1,700,748	2,118,938	2,271,424	1.246	1.072	
06/30/2021	1,666,105	1,733,234		1.040		
06/30/2022	2,209,870					
(1) Average Factor (Best 3 of 5) :				(A) State	1.261	1.046
				(B) Multistate	1.268	1.120
(2) Credibility					0.770	0.670
(3) Credibility Weighted Factors					1.263	1.070

Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2011	1,905,041	1,899,053	1,912,134	0.997	1.007	
06/30/2012	1,664,514	1,753,142	1,724,990	1.053	0.984	
06/30/2013	1,789,468	1,812,919	1,812,998	1.013	1.000	
06/30/2014	1,721,116	1,726,906	1,739,242	1.003	1.007	
06/30/2015	1,498,607	1,537,190	1,537,584	1.026	1.000	
06/30/2016	1,941,699	1,968,844	1,938,301	1.014	0.984	
06/30/2017	1,685,130	1,724,214	1,713,468	1.023	0.994	
06/30/2018	1,673,562	1,658,433	1,653,554	0.991	0.997	
06/30/2019	1,556,175	1,672,871	1,717,902	1.075	1.027	
06/30/2020	1,627,038	1,628,310	1,647,307	1.001	1.012	
06/30/2021	1,385,176	1,448,676		1.046		
06/30/2022	1,393,365					
(1) Average Factor (Best 3 of 5) :				(A) State	1.023	1.001
				(B) Multistate	1.049	1.007
(2) Credibility					0.880	0.000
(3) Credibility Weighted Factors					1.026	1.007

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.080	1.004
27 to Ultimate	1.156	1.011
15 to Ultimate	1.460	1.037

** Multistate factors

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	73,100,423	89,286,285	97,153,244	102,370,656	103,300,151
06/30/2012	77,780,691	94,031,636	101,817,802	107,443,277	109,568,763
06/30/2013	73,429,659	87,914,892	94,674,611	99,448,255	101,332,685
06/30/2014	74,894,320	89,993,499	99,967,393	105,934,389	107,023,624
06/30/2015	71,585,106	88,457,713	100,651,747	105,754,628	107,784,108
06/30/2016	76,040,397	93,229,888	105,718,325	110,859,776	112,696,084
06/30/2017	74,839,266	94,221,702	104,031,979	108,485,934	110,070,295
06/30/2018	78,215,109	95,308,545	107,023,433	113,913,165	116,361,778
06/30/2019	79,351,224	99,923,117	110,332,497	115,633,634	
06/30/2020	63,255,099	81,380,805	92,382,552		
06/30/2021	55,660,031	71,614,386			
06/30/2022	66,570,735				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2011	1.221	1.088	1.054	1.009
06/30/2012	1.209	1.083	1.055	1.020
06/30/2013	1.197	1.077	1.050	1.019
06/30/2014	1.202	1.111	1.060	1.010
06/30/2015	1.236	1.138	1.051	1.019
06/30/2016	1.226	1.134	1.049	1.017
06/30/2017	1.259	1.104	1.043	1.015
06/30/2018	1.219	1.123	1.064	1.021
06/30/2019	1.259	1.104	1.048	
06/30/2020	1.287	1.135		
06/30/2021	1.287			
Average Factor: (Best 3 of 5)	1.268	1.120	1.049	1.017

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.012
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.029
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.080
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.209
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.533

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	103,674,609	103,829,314	104,173,692	104,193,852	104,222,218
06/30/2012	110,525,691	110,642,991	110,827,398	110,918,627	110,873,579
06/30/2013	102,013,424	102,438,061	102,478,580	102,448,874	102,247,603
06/30/2014	107,451,572	107,610,242	107,970,020	108,309,008	
06/30/2015	108,304,631	108,320,210	108,200,536		
06/30/2016	114,053,634	114,723,899			
06/30/2017	111,234,318				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2011	1.004	1.001	1.003	1.000	1.000
06/30/2012	1.009	1.001	1.002	1.001	1.000
06/30/2013	1.007	1.004	1.000	1.000	0.998
06/30/2014	1.004	1.001	1.003	1.003	
06/30/2015	1.005	1.000	0.999		
06/30/2016	1.012	1.006			
06/30/2017	1.011				
Average Factor: (Best 3 of 5)	1.008	1.002	1.002	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)	=	1.002
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.004

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	85,234,954	88,153,518	88,773,992	88,920,054	89,229,004
06/30/2012	90,389,104	92,849,765	93,502,683	93,897,727	94,079,373
06/30/2013	90,658,510	94,251,765	94,704,500	94,886,305	94,900,584
06/30/2014	92,912,261	96,427,372	97,239,863	97,366,625	97,864,780
06/30/2015	91,504,132	94,942,585	95,633,103	95,985,863	95,897,256
06/30/2016	96,782,197	101,633,332	102,140,859	102,340,238	102,440,783
06/30/2017	95,889,744	100,128,699	100,767,729	100,969,338	101,175,395
06/30/2018	96,797,756	101,528,634	102,402,534	102,558,588	102,709,383
06/30/2019	96,821,705	101,919,047	102,608,269	102,909,985	
06/30/2020	77,132,643	79,324,660	80,266,992		
06/30/2021	59,950,476	63,429,992			
06/30/2022	75,425,827				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2011	1.034	1.007	1.002	1.003
06/30/2012	1.027	1.007	1.004	1.002
06/30/2013	1.040	1.005	1.002	1.000
06/30/2014	1.038	1.008	1.001	1.005
06/30/2015	1.038	1.007	1.004	0.999
06/30/2016	1.050	1.005	1.002	1.001
06/30/2017	1.044	1.006	1.002	1.002
06/30/2018	1.049	1.009	1.002	1.001
06/30/2019	1.053	1.007	1.003	
06/30/2020	1.028	1.012		
06/30/2021	1.058			
Average Factor: (Best 3 of 5)	1.049	1.007	1.002	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.002
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.011
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.061

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>
06/30/2011	89,305,941	89,305,399	89,234,595	89,232,841
06/30/2012	94,256,454	94,283,445	94,242,668	94,242,709
06/30/2013	94,949,556	94,965,053	94,988,176	95,000,534
06/30/2014	97,687,508	97,780,957	97,818,105	97,912,080
06/30/2015	95,996,960	95,992,899	96,277,054	
06/30/2016	102,450,914	102,458,590		
06/30/2017	101,472,984			

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2011	1.001	1.000	0.999	1.000
06/30/2012	1.002	1.000	1.000	1.000
06/30/2013	1.001	1.000	1.000	1.000
06/30/2014	0.998	1.001	1.000	1.001
06/30/2015	1.001	1.000	1.003	
06/30/2016	1.000	1.000		
06/30/2017	1.003			
Average Factor: (Best 3 of 5)	1.001	1.000	1.000	1.000

Summary of Factors

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

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	11,254,602	15,959,247	20,989,850	20,906,542	21,706,117
06/30/2012	12,612,459	18,249,230	22,795,643	24,551,579	24,512,898
06/30/2013	10,344,378	14,988,003	17,741,538	19,021,818	19,320,321
06/30/2014	11,285,320	14,811,065	17,238,866	19,334,273	20,098,639
06/30/2015	14,608,538	18,066,546	20,546,390	21,921,253	22,471,571
06/30/2016	10,650,853	14,230,736	16,433,005	17,303,865	17,783,988
06/30/2017	12,297,828	16,914,976	19,958,950	22,288,509	22,811,143
06/30/2018	11,552,978	15,881,026	18,831,090	20,268,898	20,858,710
06/30/2019	12,148,343	14,919,029	18,727,741	18,529,469	
06/30/2020	7,530,206	11,947,327	12,656,508		
06/30/2021	7,904,442	11,676,095			
06/30/2022	7,539,196				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2011	1.418	1.315	0.996	1.038
06/30/2012	1.447	1.249	1.077	0.998
06/30/2013	1.449	1.184	1.072	1.016
06/30/2014	1.312	1.164	1.122	1.040
06/30/2015	1.237	1.137	1.067	1.025
06/30/2016	1.336	1.155	1.053	1.028
06/30/2017	1.375	1.180	1.117	1.023
06/30/2018	1.375	1.186	1.076	1.029
06/30/2019	1.228	1.255	0.989	
06/30/2020	1.587	1.059		
06/30/2021	1.477			
Average Factor: (Best 3 of 5)	1.409	1.174	1.065	1.027

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.006
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.033
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.100
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.292
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.820

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	75 Months	87 Months	99 Months	111 Months	123 Months
06/30/2011	22,259,543	22,480,675	22,396,899	22,394,298	22,393,926
06/30/2012	24,301,519	24,186,116	24,224,534	24,203,535	24,195,586
06/30/2013	19,357,730	19,103,118	19,107,461	19,105,286	19,105,247
06/30/2014	20,552,332	20,976,673	21,021,820	21,093,219	
06/30/2015	22,413,428	22,206,980	22,125,500		
06/30/2016	18,080,300	17,906,424			
06/30/2017	23,561,955				

Ratios

Accident Year Ending	75:63	87:75	99:87	111:99	123:111
06/30/2011	1.025	1.010	0.996	1.000	1.000
06/30/2012	0.991	0.995	1.002	0.999	1.000
06/30/2013	1.002	0.987	1.000	1.000	1.000
06/30/2014	1.023	1.021	1.002	1.003	
06/30/2015	0.997	0.991	0.996		
06/30/2016	1.017	0.990			
06/30/2017	1.033				
Average Factor: (Best 3 of 5)	1.014	0.992	0.999	1.001	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.001
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.992

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	11,838,822	12,758,999	13,208,328	13,313,012	13,511,365
06/30/2012	12,742,600	13,873,512	14,439,582	14,630,596	14,905,114
06/30/2013	11,991,276	12,628,014	13,096,164	13,372,363	13,168,995
06/30/2014	11,197,931	12,051,384	12,685,734	13,073,985	13,505,097
06/30/2015	11,100,350	12,160,079	12,608,537	12,646,705	12,866,705
06/30/2016	12,069,435	13,175,049	13,016,889	13,304,786	13,421,036
06/30/2017	12,041,951	12,213,642	13,065,699	13,401,348	13,433,134
06/30/2018	9,703,093	10,970,484	11,745,969	11,951,766	12,141,317
06/30/2019	6,809,149	7,328,972	7,347,288	7,394,098	
06/30/2020	5,018,688	5,438,920	5,563,591		
06/30/2021	5,351,667	5,650,792			
06/30/2022	5,527,989				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2011	1.078	1.035	1.008	1.015
06/30/2012	1.089	1.041	1.013	1.019
06/30/2013	1.053	1.037	1.021	0.985
06/30/2014	1.076	1.053	1.031	1.033
06/30/2015	1.095	1.037	1.003	1.017
06/30/2016	1.092	0.988	1.022	1.009
06/30/2017	1.014	1.070	1.026	1.002
06/30/2018	1.131	1.071	1.018	1.016
06/30/2019	1.076	1.002	1.006	
06/30/2020	1.084	1.023		
06/30/2021	1.056			
Average Factor: (Best 3 of 5)	1.072	1.032	1.015	1.014

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.003
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.017
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.032
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.065
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.142

VERISK

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

Accident Year <u>Ending</u>	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
06/30/2011	13,714,573	13,689,460	13,710,627	13,704,487
06/30/2012	15,057,806	15,044,262	15,095,535	15,095,845
06/30/2013	13,186,802	13,235,816	13,263,992	13,213,324
06/30/2014	13,662,405	13,689,765	13,509,921	13,512,781
06/30/2015	12,900,016	12,869,873	12,902,046	
06/30/2016	13,431,937	13,400,911		
06/30/2017	13,435,709			

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2011	1.015	0.998	1.002	1.000
06/30/2012	1.010	0.999	1.003	1.000
06/30/2013	1.001	1.004	1.002	0.996
06/30/2014	1.012	1.002	0.987	1.000
06/30/2015	1.003	0.998	1.002	
06/30/2016	1.001	0.998		
06/30/2017	1.000			
Average Factor: (Best 3 of 5)	1.002	1.000	1.002	0.999

Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	0.999
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.001

VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2011	173,278,459	178,663,203	178,678,509	178,702,847	178,796,975
06/30/2012	184,249,606	189,779,428	189,661,466	189,798,272	189,883,440
06/30/2013	211,876,143	216,977,680	217,207,307	217,434,142	217,822,106
06/30/2014	180,039,870	185,746,928	186,545,090	186,511,153	186,597,197
06/30/2015	176,604,217	182,059,910	181,934,372	182,246,973	182,182,054
06/30/2016	195,485,868	201,475,025	202,004,913	202,208,417	202,173,898
06/30/2017	233,889,049	241,065,409	241,504,992	241,636,568	241,645,503
06/30/2018	227,492,955	235,690,311	235,617,616	235,385,052	235,412,822
06/30/2019	235,628,788	242,679,650	243,215,976	243,692,840	
06/30/2020	243,838,268	250,892,996	251,440,999		
06/30/2021	264,896,083	274,656,427			
06/30/2022	332,176,306				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2011	1.031	1.000	1.000	1.001
06/30/2012	1.030	0.999	1.001	1.000
06/30/2013	1.024	1.001	1.001	1.002
06/30/2014	1.032	1.004	1.000	1.000
06/30/2015	1.031	0.999	1.002	1.000
06/30/2016	1.031	1.003	1.001	1.000
06/30/2017	1.031	1.002	1.001	1.000
06/30/2018	1.036	1.000	0.999	1.000
06/30/2019	1.030	1.002	1.002	
06/30/2020	1.029	1.002		
06/30/2021	1.037			
Average Factor: (Best 3 of 5)	1.032	1.002	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) =	1.003
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.035

VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	178,859,814	178,860,433	178,851,177	178,847,780	178,833,761
06/30/2012	189,709,525	189,731,409	189,726,682	189,731,269	189,690,531
06/30/2013	217,887,362	217,888,209	217,930,434	217,911,272	217,892,206
06/30/2014	186,575,424	186,598,793	186,596,547	186,593,380	
06/30/2015	182,212,170	182,217,101	182,224,436		
06/30/2016	202,178,430	202,173,905			
06/30/2017	241,634,867				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	0.999	1.000	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	1.000	1.000
06/30/2014	1.000	1.000	1.000	1.000	
06/30/2015	1.000	1.000	1.000		
06/30/2016	1.000	1.000			
06/30/2017	1.000				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

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

VERISK

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2011	396,981,553	392,160,941	390,850,133	390,345,970	390,579,655
06/30/2012	409,933,261	403,950,751	402,534,185	402,169,745	402,160,437
06/30/2013	424,964,131	416,456,403	415,671,245	414,946,747	415,490,991
06/30/2014	464,798,429	456,154,045	454,515,324	453,240,210	453,040,363
06/30/2015	494,633,943	482,498,561	479,597,749	479,050,159	479,011,636
06/30/2016	523,624,845	512,356,186	509,002,432	507,901,413	507,885,729
06/30/2017	549,940,508	535,156,172	530,795,963	530,170,479	530,024,344
06/30/2018	579,577,916	562,618,888	558,752,012	557,472,925	557,134,566
06/30/2019	623,067,362	605,830,521	602,452,353	601,710,302	
06/30/2020	566,927,276	552,033,640	550,769,560		
06/30/2021	603,068,149	590,964,005			
06/30/2022	736,955,573				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2011	0.988	0.997	0.999	1.001
06/30/2012	0.985	0.996	0.999	1.000
06/30/2013	0.980	0.998	0.998	1.001
06/30/2014	0.981	0.996	0.997	1.000
06/30/2015	0.975	0.994	0.999	1.000
06/30/2016	0.978	0.993	0.998	1.000
06/30/2017	0.973	0.992	0.999	1.000
06/30/2018	0.971	0.993	0.998	0.999
06/30/2019	0.972	0.994	0.999	
06/30/2020	0.974	0.998		
06/30/2021	0.980			
Average Factor: (Best 3 of 5)	0.973	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) =	0.965

VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	390,575,287	390,556,068	390,501,098	390,479,806	390,541,481
06/30/2012	402,093,707	402,111,764	402,089,307	402,078,276	402,060,604
06/30/2013	415,328,185	415,282,334	415,011,326	414,985,727	414,957,509
06/30/2014	452,736,635	452,904,318	452,901,469	452,900,657	
06/30/2015	479,242,600	479,792,035	479,767,632		
06/30/2016	507,839,981	507,634,552			
06/30/2017	530,057,319				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	1.000
06/30/2013	1.000	1.000	0.999	1.000	1.000
06/30/2014	0.999	1.000	1.000	1.000	
06/30/2015	1.000	1.001	1.000		
06/30/2016	1.000	1.000			
06/30/2017	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 Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2011	68,790,318	70,385,128	70,349,093	70,333,513	70,304,878
06/30/2012	72,116,513	72,781,253	72,802,621	72,796,365	72,796,454
06/30/2013	81,517,107	82,103,069	82,158,588	82,230,860	82,243,509
06/30/2014	62,128,286	64,098,986	64,422,602	64,439,936	64,447,018
06/30/2015	55,688,723	56,767,568	56,842,305	56,845,982	56,851,910
06/30/2016	60,455,521	61,530,352	61,487,579	61,454,997	61,425,925
06/30/2017	65,462,479	67,287,047	67,228,314	67,243,525	67,286,056
06/30/2018	68,396,145	69,393,460	69,017,738	68,989,150	69,022,485
06/30/2019	64,214,463	65,493,085	65,390,974	65,268,654	
06/30/2020	62,688,872	63,764,260	63,809,213		
06/30/2021	61,313,480	62,998,341			
06/30/2022	73,898,207				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2011	1.023	0.999	1.000	1.000
06/30/2012	1.009	1.000	1.000	1.000
06/30/2013	1.007	1.001	1.001	1.000
06/30/2014	1.032	1.005	1.000	1.000
06/30/2015	1.019	1.001	1.000	1.000
06/30/2016	1.018	0.999	0.999	1.000
06/30/2017	1.028	0.999	1.000	1.001
06/30/2018	1.015	0.995	1.000	1.000
06/30/2019	1.020	0.998	0.998	
06/30/2020	1.017	1.001		
06/30/2021	1.027			
Average Factor: (Best 3 of 5)	1.021	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) =	1.020

VERISK

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

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	70,311,283	70,305,081	70,309,890	70,305,323	70,313,434
06/30/2012	72,816,535	72,853,166	72,824,627	72,824,095	72,810,061
06/30/2013	82,250,027	82,245,248	82,255,122	82,250,533	82,248,884
06/30/2014	64,451,310	64,451,856	64,450,347	64,448,404	
06/30/2015	56,858,217	56,859,937	56,859,038		
06/30/2016	61,479,375	61,478,886			
06/30/2017	67,279,429				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.001	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	1.000	1.000
06/30/2014	1.000	1.000	1.000	1.000	
06/30/2015	1.000	1.000	1.000		
06/30/2016	1.001	1.000			
06/30/2017	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 Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2011	154,402,706	148,780,915	148,367,148	148,159,052	148,161,524
06/30/2012	165,674,098	159,822,357	159,056,458	159,002,774	158,937,243
06/30/2013	165,568,869	158,414,054	157,446,061	157,330,900	157,349,437
06/30/2014	170,783,131	162,935,937	162,207,953	162,001,008	162,009,021
06/30/2015	176,485,267	167,731,154	166,262,095	166,021,760	166,157,346
06/30/2016	183,614,032	174,758,886	173,200,245	172,924,546	172,785,047
06/30/2017	172,798,263	165,307,651	164,317,723	163,913,321	163,916,696
06/30/2018	175,849,959	166,414,590	165,414,463	165,391,366	165,393,489
06/30/2019	191,189,251	181,567,329	180,850,416	180,881,577	
06/30/2020	172,144,112	165,443,895	164,579,380		
06/30/2021	161,180,241	154,399,052			
06/30/2022	192,615,887				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2011	0.964	0.997	0.999	1.000
06/30/2012	0.965	0.995	1.000	1.000
06/30/2013	0.957	0.994	0.999	1.000
06/30/2014	0.954	0.996	0.999	1.000
06/30/2015	0.950	0.991	0.999	1.001
06/30/2016	0.952	0.991	0.998	0.999
06/30/2017	0.957	0.994	0.998	1.000
06/30/2018	0.946	0.994	1.000	1.000
06/30/2019	0.950	0.996	1.000	
06/30/2020	0.961	0.995		
06/30/2021	0.958			
Average Factor: (Best 3 of 5)	0.955	0.994	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) =	0.993
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.948

VERISK

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

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	148,102,370	148,098,319	148,090,797	148,080,254	148,068,750
06/30/2012	158,906,913	158,878,717	158,858,060	158,827,225	158,822,097
06/30/2013	157,315,089	157,289,448	157,219,622	157,216,524	157,209,062
06/30/2014	161,958,804	161,946,089	161,934,354	161,929,633	
06/30/2015	166,207,470	165,984,879	165,961,143		
06/30/2016	172,755,093	172,703,309			
06/30/2017	163,828,093				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	1.000	1.000
06/30/2014	1.000	1.000	1.000	1.000	
06/30/2015	1.000	0.999	1.000		
06/30/2016	1.000	1.000			
06/30/2017	0.999				
Average Factor: (Best 3 of 5)	1.000	1.000	1.000	1.000	1.000

Summary of Factors

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

VERISK

(1)	Public Automobiles Liability	Differentials to Base Loss Cost CSL Liab	
	Taxis & Limos		4.02
	School and Church Buses		0.38
	Other Buses		3.16
	Van Pools		0.95
(2)	Public Automobiles Physical Damage		
	Taxis, Limos and Van Pools		
	Other Than Collision:		1.52
	Collision		2.25
	School, Church, and Other Buses		
	Other Than Collision:		0.68
	Collision		0.63
(3)	Medical Payments Relativities	<u>EXHIBIT C20</u>	
(4)	Specified Cause of Loss Relativity		0.936
	This factor is used for Trucks, Tractors, & Trailers and Private Passenger Types.		
(5)	The loss cost for hired autos is set forth in Section E. It applies in all territories and is calculated as 0.25% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.		

VERISK

(3) Medical Payments Relativities

Territory	Class of Business					
	Trucks, Tractors, & Trailers	Private Passenger Types	Other Buses	School and Church Buses	Taxicabs and Limousines	Van Pools
	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>
101	0.0142	0.0318	0.0345	0.0465	0.0416	0.0321
102	0.0158	0.0318	0.0361	0.0497	0.0416	0.0321
103	0.0185	0.0318	0.0422	0.0575	0.0416	0.0321
104	0.0187	0.0318	0.0407	0.0520	0.0416	0.0321
106	0.0229	0.0318	0.0417	0.0678	0.0416	0.0321
109	0.0189	0.0318	0.0548	0.0714	0.0416	0.0321
112	0.0242	0.0318	0.0499	0.0728	0.0416	0.0321
120	0.0189	0.0318	0.0417	0.0577	0.0416	0.0321
121	0.0229	0.0318	0.0554	0.0739	0.0416	0.0321
122	0.0298	0.0318	0.0417	0.0725	0.0416	0.0321
123	0.0251	0.0318	0.0537	0.0706	0.0416	0.0321
124	0.0198	0.0318	0.0491	0.0651	0.0416	0.0321
125	0.0203	0.0318	0.0345	0.0526	0.0416	0.0321
126	0.0227	0.0318	0.0529	0.0649	0.0416	0.0321
127	0.0257	0.0318	0.0537	0.0725	0.0416	0.0321
128	0.0213	0.0318	0.0486	0.0655	0.0416	0.0321
129	0.0226	0.0318	0.0500	0.0663	0.0416	0.0321
130	0.0248	0.0318	0.0547	0.0720	0.0416	0.0321

VERISK

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

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

- (A) TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.
- (C) LOSSES INCLUDE ALLOCATED LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.

* EXCLUDES MASSACHUSETTS

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

VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

* EXCLUDES MASSACHUSETTS

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

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

VERISK

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

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

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

1 - LOSS DEVELOPMENT FACTORS:

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

* EXCLUDES MASSACHUSETTS

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

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

VERISK

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

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

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

	O.T.C	COLL.
	1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

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

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

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

VERISK

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

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

Ratios

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

Average Factor: 1.057 0.999 1.000 1.000
 (Best 3 of 5)

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
03/31/2010	0.988	0.993	1.001	0.996
03/31/2011	0.963	0.990	0.996	1.000
03/31/2012	1.028	0.994	0.998	0.926
03/31/2013	0.996	1.059	0.997	0.996
03/31/2014	1.024	0.997	1.002	1.001
03/31/2015	1.044	0.975	1.011	1.003
03/31/2016	1.031	0.972	0.996	0.998
03/31/2017	0.993	0.991	0.991	1.002
03/31/2018	1.094	0.997	1.002	
03/31/2019	1.029	1.002		
03/31/2020	0.973			
Average Factor: (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 Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
03/31/2010	5,421,422	5,421,286	5,421,286	5,419,786	5,419,786
03/31/2011	7,025,718	7,026,860	7,026,711	7,026,711	7,026,711
03/31/2012	7,400,763	7,399,965	7,399,965	7,399,965	7,399,965
03/31/2013	7,590,229	7,556,370	7,553,406	7,554,231	
03/31/2014	8,485,967	8,481,989	8,480,107		
03/31/2015	8,277,625	8,275,058			
03/31/2016	7,434,356				

Ratios

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

Summary of Factors

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

VERISK

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

Frequency (expressed as claims per 100 exposures)

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

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

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

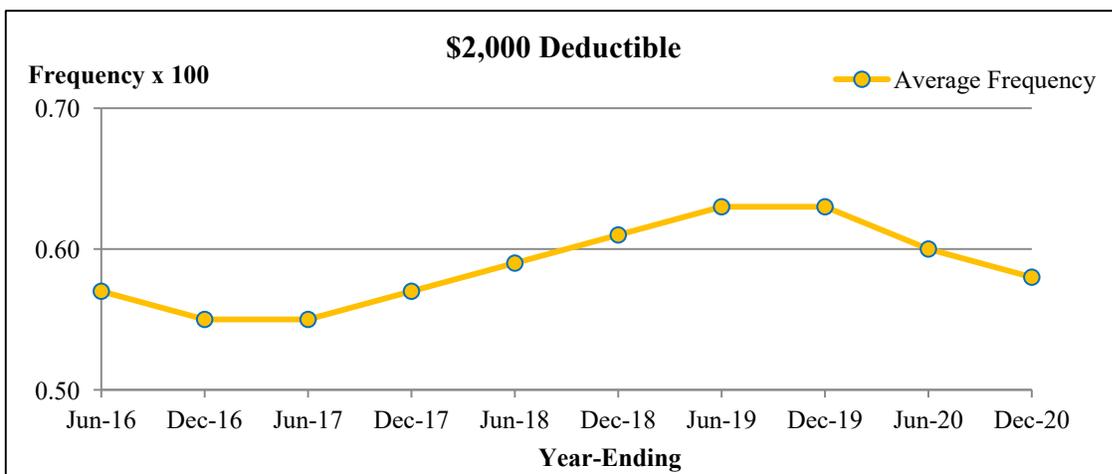
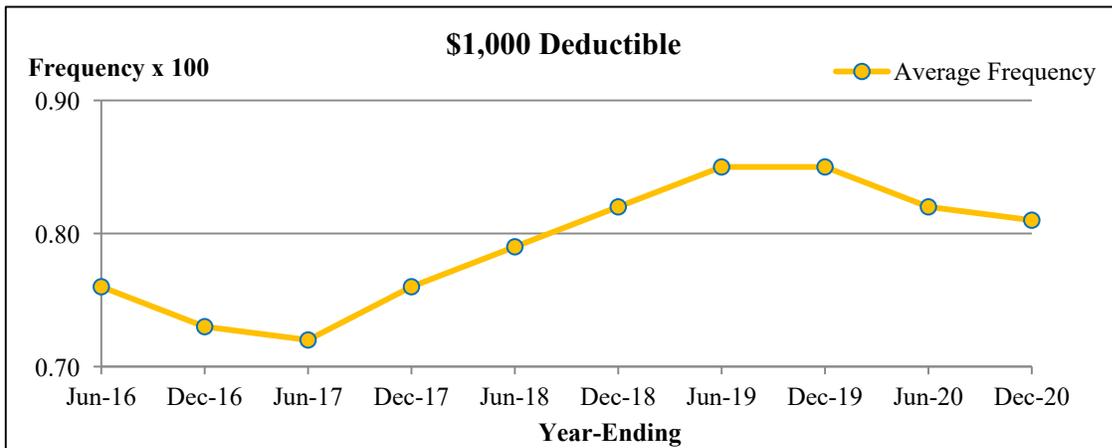
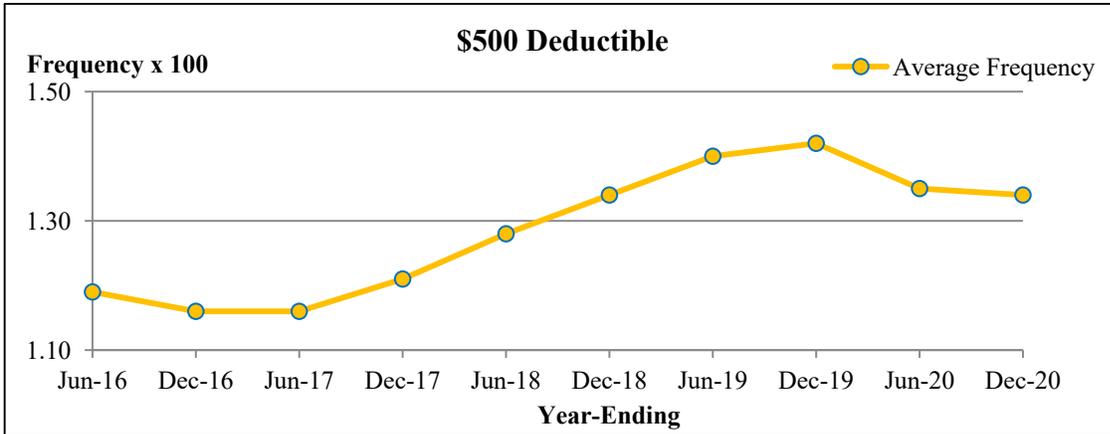
* Multistate data excludes Massachusetts

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

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

VERISK

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



*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

VERISK

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

Severity Trend

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

Average Annual Change Using Exponential Fits:

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

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

* Multistate data excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

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

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

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

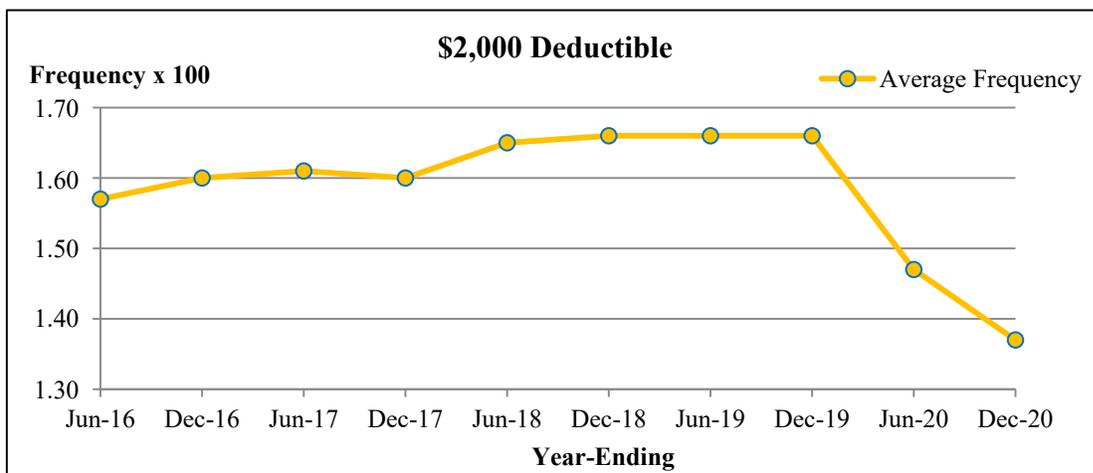
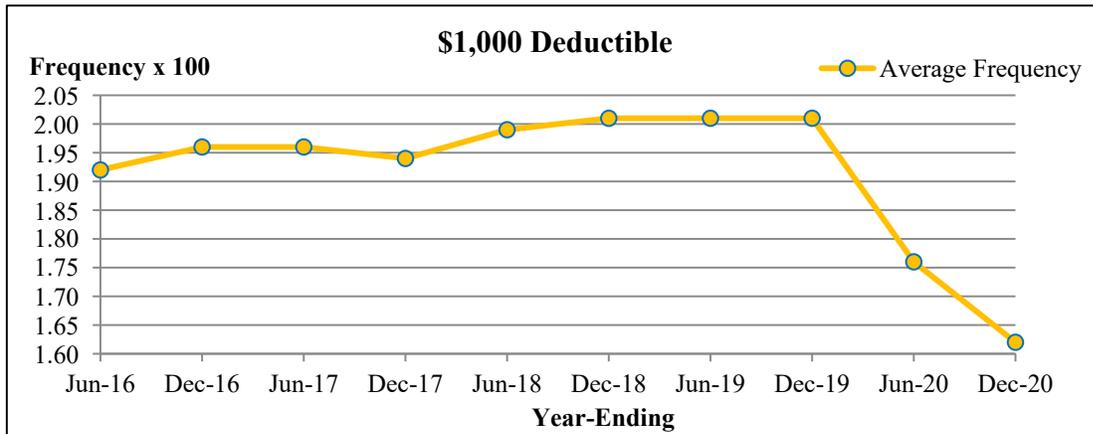
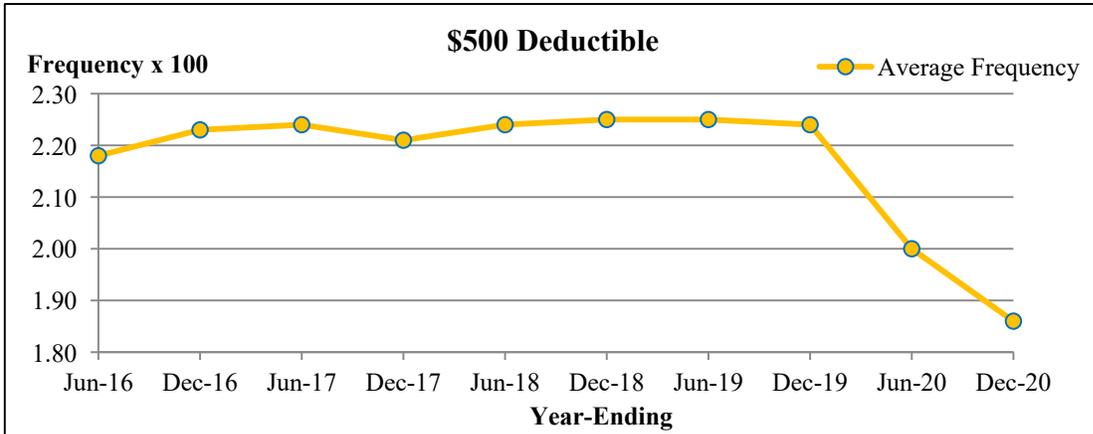
* Multistate data excludes Massachusetts

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

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

VERISK

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



*Excludes Massachusetts
Selected Collision Frequency Trend Factor: 0.0%

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Severity Trend

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

Average Annual Change Using Exponential Fits:

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

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

* Multistate data excludes Massachusetts

VERISK

Hired Autos OTC

All Perils (excluding specified causes of loss coverage codes)

Triangle of Shifted Losses

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

Triangle of Relative Loss Ratios

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

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

Hired Autos Collision

All Perils

Triangle of Shifted Losses

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

Triangle of Relative Loss Ratios

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

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

VERISK

Indicated Percentage Discounts

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

VERISK

CALCULATION OF OFF-BALANCE FACTORS

HIRED AUTOS PHYSICAL DAMAGE

OTHER THAN COLLISION

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

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

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

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

COLLISION

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

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

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

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

VERISK

DETERMINATION OF REVISED BASE LOSS COSTS

HIRED AUTOS PHYSICAL DAMAGE

OTHER THAN COLLISION

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

COLLISION

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

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

VERISK

HIRED AUTOS REVISED LOSS COSTS

Hired Autos

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

Specified Perils

Current	Indicated	Selected
0.16	0.22	0.22

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

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**TENNESSEE (41)
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		
\$ 744	\$ 11	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 593	\$ 19	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 2991	\$ 124	N/A
– SCHOOL AND CHURCH BUSES		
\$ 283	\$ 13	N/A
– OTHER BUSES		
\$ 2351	\$ 81	N/A
– VAN POOLS		
\$ 707	\$ 23	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 410	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 664	\$ 10	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 412	\$ 13	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 2669	\$ 111	N/A
– SCHOOL AND CHURCH BUSES		
\$ 252	\$ 13	N/A
– OTHER BUSES		
\$ 2098	\$ 76	N/A
– VAN POOLS		
\$ 631	\$ 20	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 366	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 103**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 471	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 437	\$ 14	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1893	\$ 79	N/A
– SCHOOL AND CHURCH BUSES		
\$ 179	\$ 10	N/A
– OTHER BUSES		
\$ 1488	\$ 63	N/A
– VAN POOLS		
\$ 447	\$ 14	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 260	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 479	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 392	\$ 12	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1926	\$ 80	N/A
– SCHOOL AND CHURCH BUSES		
\$ 182	\$ 9	N/A
– OTHER BUSES		
\$ 1514	\$ 62	N/A
– VAN POOLS		
\$ 455	\$ 15	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 264	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 106**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 375	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 293	\$ 9	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1508	\$ 63	N/A
– SCHOOL AND CHURCH BUSES		
\$ 143	\$ 10	N/A
– OTHER BUSES		
\$ 1185	\$ 49	N/A
– VAN POOLS		
\$ 356	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 207	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 362	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 357	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1455	\$ 61	N/A
– SCHOOL AND CHURCH BUSES		
\$ 138	\$ 10	N/A
– OTHER BUSES		
\$ 1144	\$ 63	N/A
– VAN POOLS		
\$ 344	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 200	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 112**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 348	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 354	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1399	\$ 58	N/A
– SCHOOL AND CHURCH BUSES		
\$ 132	\$ 10	N/A
– OTHER BUSES		
\$ 1100	\$ 55	N/A
– VAN POOLS		
\$ 331	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 192	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 406	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 369	\$ 12	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1632	\$ 68	N/A
– SCHOOL AND CHURCH BUSES		
\$ 154	\$ 9	N/A
– OTHER BUSES		
\$ 1283	\$ 54	N/A
– VAN POOLS		
\$ 386	\$ 12	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 224	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 121**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 347	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 341	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1395	\$ 58	N/A
– SCHOOL AND CHURCH BUSES		
\$ 132	\$ 10	N/A
– OTHER BUSES		
\$ 1097	\$ 61	N/A
– VAN POOLS		
\$ 330	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 191	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 338	\$ 10	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 344	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1359	\$ 57	N/A
– SCHOOL AND CHURCH BUSES		
\$ 128	\$ 9	N/A
– OTHER BUSES		
\$ 1068	\$ 45	N/A
– VAN POOLS		
\$ 321	\$ 10	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 186	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
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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		
\$ 342	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 306	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1375	\$ 57	N/A
– SCHOOL AND CHURCH BUSES		
\$ 130	\$ 9	N/A
– OTHER BUSES		
\$ 1081	\$ 58	N/A
– VAN POOLS		
\$ 325	\$ 10	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 189	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 439	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 306	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1765	\$ 73	N/A
– SCHOOL AND CHURCH BUSES		
\$ 167	\$ 11	N/A
– OTHER BUSES		
\$ 1387	\$ 68	N/A
– VAN POOLS		
\$ 417	\$ 13	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 242	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
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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		
\$ 599	\$ 12	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 398	\$ 13	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 2408	\$ 100	N/A
– SCHOOL AND CHURCH BUSES		
\$ 228	\$ 12	N/A
– OTHER BUSES		
\$ 1893	\$ 65	N/A
– VAN POOLS		
\$ 569	\$ 18	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 330	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 372	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 258	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1495	\$ 62	N/A
– SCHOOL AND CHURCH BUSES		
\$ 141	\$ 9	N/A
– OTHER BUSES		
\$ 1176	\$ 62	N/A
– VAN POOLS		
\$ 353	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 205	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 127**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 327	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 338	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1315	\$ 55	N/A
– SCHOOL AND CHURCH BUSES		
\$ 124	\$ 9	N/A
– OTHER BUSES		
\$ 1033	\$ 55	N/A
– VAN POOLS		
\$ 311	\$ 10	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 180	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 366	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 347	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1471	\$ 61	N/A
– SCHOOL AND CHURCH BUSES		
\$ 139	\$ 9	N/A
– OTHER BUSES		
\$ 1157	\$ 56	N/A
– VAN POOLS		
\$ 348	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 202	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 129**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 365	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 296	\$ 9	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1467	\$ 61	N/A
– SCHOOL AND CHURCH BUSES		
\$ 139	\$ 9	N/A
– OTHER BUSES		
\$ 1153	\$ 58	N/A
– VAN POOLS		
\$ 347	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 201	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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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		
\$ 346	\$ 9	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 331	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1391	\$ 58	N/A
– SCHOOL AND CHURCH BUSES		
\$ 131	\$ 9	N/A
– OTHER BUSES		
\$ 1093	\$ 60	N/A
– VAN POOLS		
\$ 329	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 191	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**TENNESSEE (41)
TERRITORY 101**

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			
	\$ 139	\$ 149	\$ 510
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 92	\$ 98	\$ 574
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 211	\$ 226	\$ 1148
– SCHOOL AND CHURCH BUSES			
	\$ 95	\$ 101	\$ 321
– OTHER BUSES			
	\$ 95	\$ 101	\$ 321
– VAN POOLS			
	\$ 211	\$ 226	\$ 1148
<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			
	\$ 125	\$ 134	\$ 527
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 113	\$ 121	\$ 499
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 190	\$ 204	\$ 1186
– SCHOOL AND CHURCH BUSES			
	\$ 85	\$ 91	\$ 332
– OTHER BUSES			
	\$ 85	\$ 91	\$ 332
– VAN POOLS			
	\$ 190	\$ 204	\$ 1186
<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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**TENNESSEE (41)
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			
	\$ 128	\$ 137	\$ 445
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 116	\$ 124	\$ 500
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 195	\$ 208	\$ 1001
– SCHOOL AND CHURCH BUSES			
	\$ 87	\$ 93	\$ 280
– OTHER BUSES			
	\$ 87	\$ 93	\$ 280
– VAN POOLS			
	\$ 195	\$ 208	\$ 1001
<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			
	\$ 112	\$ 120	\$ 495
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 114	\$ 122	\$ 451
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 170	\$ 182	\$ 1114
– SCHOOL AND CHURCH BUSES			
	\$ 76	\$ 82	\$ 312
– OTHER BUSES			
	\$ 76	\$ 82	\$ 312
– VAN POOLS			
	\$ 170	\$ 182	\$ 1114
<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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**TENNESSEE (41)
TERRITORY 106**

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			
	\$ 112	\$ 120	\$ 397
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 99	\$ 106	\$ 291
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 170	\$ 182	\$ 893
– SCHOOL AND CHURCH BUSES			
	\$ 76	\$ 82	\$ 250
– OTHER BUSES			
	\$ 76	\$ 82	\$ 250
– VAN POOLS			
	\$ 170	\$ 182	\$ 893
<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			
	\$ 142	\$ 152	\$ 503
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 169	\$ 181	\$ 400
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 216	\$ 231	\$ 1132
– SCHOOL AND CHURCH BUSES			
	\$ 97	\$ 103	\$ 317
– OTHER BUSES			
	\$ 97	\$ 103	\$ 317
– VAN POOLS			
	\$ 216	\$ 231	\$ 1132
<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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**TENNESSEE (41)
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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			
	\$ 121	\$ 129	\$ 380
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 93	\$ 99	\$ 375
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 184	\$ 196	\$ 855
– SCHOOL AND CHURCH BUSES			
	\$ 82	\$ 88	\$ 239
– OTHER BUSES			
	\$ 82	\$ 88	\$ 239
– VAN POOLS			
	\$ 184	\$ 196	\$ 855
<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			
	\$ 123	\$ 131	\$ 482
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 106	\$ 113	\$ 467
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 187	\$ 199	\$ 1085
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 89	\$ 304
– OTHER BUSES			
	\$ 84	\$ 89	\$ 304
– VAN POOLS			
	\$ 187	\$ 199	\$ 1085
<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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**TENNESSEE (41)
TERRITORY 121**

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			
	\$ 131	\$ 140	\$ 496
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 106	\$ 113	\$ 538
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 199	\$ 213	\$ 1116
– SCHOOL AND CHURCH BUSES			
	\$ 89	\$ 95	\$ 312
– OTHER BUSES			
	\$ 89	\$ 95	\$ 312
– VAN POOLS			
	\$ 199	\$ 213	\$ 1116
<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			
	\$ 122	\$ 130	\$ 376
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 106	\$ 113	\$ 468
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 185	\$ 198	\$ 846
– SCHOOL AND CHURCH BUSES			
	\$ 83	\$ 88	\$ 237
– OTHER BUSES			
	\$ 83	\$ 88	\$ 237
– VAN POOLS			
	\$ 185	\$ 198	\$ 846
<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			
	\$ 133	\$ 142	\$ 463
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 138	\$ 147	\$ 402
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 202	\$ 216	\$ 1042
– SCHOOL AND CHURCH BUSES			
	\$ 90	\$ 97	\$ 292
– OTHER BUSES			
	\$ 90	\$ 97	\$ 292
– VAN POOLS			
	\$ 202	\$ 216	\$ 1042
<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			
	\$ 125	\$ 134	\$ 453
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 124	\$ 132	\$ 411
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 190	\$ 204	\$ 1019
– SCHOOL AND CHURCH BUSES			
	\$ 85	\$ 91	\$ 285
– OTHER BUSES			
	\$ 85	\$ 91	\$ 285
– VAN POOLS			
	\$ 190	\$ 204	\$ 1019
<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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**TENNESSEE (41)
TERRITORY 125**

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			
	\$ 119	\$ 127	\$ 535
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 105	\$ 112	\$ 443
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 181	\$ 193	\$ 1204
– SCHOOL AND CHURCH BUSES			
	\$ 81	\$ 86	\$ 337
– OTHER BUSES			
	\$ 81	\$ 86	\$ 337
– VAN POOLS			
	\$ 181	\$ 193	\$ 1204
<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			
	\$ 143	\$ 153	\$ 476
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 152	\$ 162	\$ 373
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 217	\$ 233	\$ 1071
– SCHOOL AND CHURCH BUSES			
	\$ 97	\$ 104	\$ 300
– OTHER BUSES			
	\$ 97	\$ 104	\$ 300
– VAN POOLS			
	\$ 217	\$ 233	\$ 1071
<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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**TENNESSEE (41)
TERRITORY 127**

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			
	\$ 105	\$ 112	\$ 415
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 87	\$ 93	\$ 370
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 160	\$ 170	\$ 934
– SCHOOL AND CHURCH BUSES			
	\$ 71	\$ 76	\$ 261
– OTHER BUSES			
	\$ 71	\$ 76	\$ 261
– VAN POOLS			
	\$ 160	\$ 170	\$ 934
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 124	\$ 132	\$ 459
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 103	\$ 110	\$ 437
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 188	\$ 201	\$ 1033
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 90	\$ 289
– OTHER BUSES			
	\$ 84	\$ 90	\$ 289
– VAN POOLS			
	\$ 188	\$ 201	\$ 1033
<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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**TENNESSEE (41)
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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			
	\$ 108	\$ 115	\$ 356
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 93	\$ 99	\$ 437
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 164	\$ 175	\$ 801
– SCHOOL AND CHURCH BUSES			
	\$ 73	\$ 78	\$ 224
– OTHER BUSES			
	\$ 73	\$ 78	\$ 224
– VAN POOLS			
	\$ 164	\$ 175	\$ 801
<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			
	\$ 150	\$ 160	\$ 512
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 138	\$ 147	\$ 461
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 228	\$ 243	\$ 1152
– SCHOOL AND CHURCH BUSES			
	\$ 102	\$ 109	\$ 323
– OTHER BUSES			
	\$ 102	\$ 109	\$ 323
– VAN POOLS			
	\$ 228	\$ 243	\$ 1152
<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
\$ 1.15

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

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

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

Supplementary Information – Tennessee

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 Tennessee

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>
09/30/2018	+5.1%	+4.2%
12/31/2018	+5.5%	+4.3%
03/31/2019	+5.7%	+4.6%
06/30/2019	+5.7%	+5.1%
09/30/2019	+5.7%	+5.5%
12/31/2019	+5.9%	+5.9%
03/31/2020	+6.0%	+6.2%
06/30/2020	+5.9%	+6.8%
09/30/2020	+5.7%	+7.3%
12/31/2020	+5.6%	+7.8%
03/31/2021	+5.3%	+8.0%
06/30/2021	+5.7%	+8.0%
09/30/2021	+6.3%	+8.2%
12/31/2021	+7.1%	+8.2%
03/31/2022	+7.8%	+8.5%
06/30/2022	+8.1%	+9.5%

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 – Tennessee

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 – Tennessee**Tennessee Trends****Liability Loss Trend**

	<u>Current Trends</u> <u>Data through</u> <u>6/30/2022</u>	<u>Previous Trends</u> <u>Data through</u> <u>6/30/2021</u>
Tennessee Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+9.8%	+10.7%
Property Damage (\$100,000 Limit)	+6.3%	+10.3%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+8.2%	+6.0%
Property Damage (\$100,000 Limit)	+9.0%	+8.3%
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)	+8.2%	+6.0%
Property Damage (\$100,000 Limit)	+9.0%	+8.3%
Private Passenger Types*		
Bodily Injury (\$100,000 Limit)	+8.2%	+6.0%
Property Damage (\$100,000 Limit)	+9.0%	+8.3%

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

Liability Premium Trend

	<u>Current Trends</u> <u>Data through 6/30/2022</u>
Trucks, Tractors & Trailers	+0.2%
Private Passenger Types	0.0%

Tennessee bodily injury severity trend receives 5% 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 7.1% instead of 11.6%. For the Private Passenger Types coverage, the indication would have been 8.2% instead of 12.8%. For the Auto Dealers coverage, the indication would have been 18.6% instead of 24.8%.

Supplementary Information – Tennessee

Physical Damage Loss Trend

		Current Trends <u>Data through 6/30/2022</u>	Previous Trends <u>Data through 6/30/2021</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	+8.0%	+5.0%
	Collision	+10.0%	+6.0%
Private Passenger Types	OTC	+7.5%	+6.5%
	Collision	+10.0%	+6.0%

Physical Damage Premium Trend

		Current VVF Trends <u>Data through 6/30/2022</u>	Previous OCN Trends <u>Data through 6/30/2021</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	+2.0%	+0.9%
	Collision	+2.0%	+1.6%
Private Passenger Types	OTC	+1.8%	+1.0%
	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 3.0 points for Trucks, Tractors & Trailers OTC and has increased by 1.0 points for Private Passenger Types OTC. The premium trend has increased by 1.1 points for Trucks, Tractors & Trailers OTC and has increased by 0.8 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 10.1%, instead of 16.5%, and 13.0%, instead of 13.4%, respectively.

The loss trend has increased by 4.0 points for both Trucks, Tractors & Trailers Collision and Private Passenger Types Collision. The premium trend has increased by 0.4 points for Trucks, Tractors, & Trailers Collision and has increased by 0.5 points for Private Passenger Types Collision. If the prior loss and premium trends were used, the Trucks, Tractors & Trailers and Private Passenger Types Collision indications in this document would have been 47.5%, instead of 67.0%, and 13.8%, instead of 30.2%, respectively.

Supplementary Information – Tennessee**Loss Development****Methodology**

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Tennessee 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	1.078	1.075
27 to Ultimate	1.143	1.140
15 to Ultimate	1.354	1.333
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.008	1.006
27 to Ultimate	1.018	1.016
15 to Ultimate	1.065	1.063
Private Passenger Types BI		
39 to Ultimate	1.080	1.081
27 to Ultimate	1.156	1.160
15 to Ultimate	1.460	1.464
Private Passenger Types PD		
39 to Ultimate	1.004	1.004
27 to Ultimate	1.011	1.011
15 to Ultimate	1.037	1.027
Auto Dealers BI		
39 to Ultimate	1.100	-----
27 to Ultimate	1.292	-----
15 to Ultimate	1.820	-----
Auto Dealers PD		
39 to Ultimate	1.032	-----
27 to Ultimate	1.065	-----
15 to Ultimate	1.142	-----

Supplementary Information – Tennessee

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 +20.3% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 05/01/2024 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Trucks, Tractors and Trailers Collision	+67.0%	+50.0%
Auto Dealers Liability	+24.8%	-10.0%

The overall filed change is +17.7%.

Notes

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