

LOSS COSTS – IMPLEMENTATION

OCTOBER 27, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-340

MARYLAND REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

KEY MESSAGE

Loss costs representing a 13.8% 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 Maryland, 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 effective 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-133857671, 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.

TERRITORY CERTIFICATION

- We have submitted the certification statement contained in Maryland Regulation 31.07.03.04 Section A. "Certification Statement for Insurers and Rating Organizations" certifying the territories on file.
- If you utilize ISO territories and loss costs without deviation or modification, you may satisfy the certification requirement by filing the "Certification Statement for Insurers Adopting the Certification Statement of a Rating Organization" contained in Maryland Regulation 31.07.03.04 Section B. by referencing ISO's territory certification.
- If you utilize ISO territories and loss costs, but have filed a deviation or modification that varies by territory, or if you do not utilize ISO's territories, you must certify your own territories by filing the "Certification Statement for Insurers and Rating Organizations" contained in Maryland Regulation 31.07.03.04 Section A.

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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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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MARYLAND

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2023-BRLA1

EXECUTIVE SUMMARY

PURPOSE

This document:

- revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 13.8% statewide change from the loss costs currently in effect.
- provides the analyses used to derive these advisory loss costs.

DEFINITION OF
THE ISO
ADVISORY
PROSPECTIVE
LOSS COSTS

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.”

IMPACTS OF
COVID-19 ON
ADVISORY
PROSPECTIVE
LOSS COSTS

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.

FORMAT

In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through D-4, the exhibits are labeled EXHIBIT A1 through EXHIBIT D9, and the revised prospective loss cost pages are numbered E-1 through E-19.

HIRED AUTOS
LOSS COSTS

The loss costs for hired autos physical damage have been revised in this filing. Details of the analysis are in Section D.

AUTO DEALERS
AND
GARAGEKEEPERS

The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.

REVISED LOSS
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors & Trailers</u>	<u>Indicated</u>	<u>Filed*</u>	<u>Adjusted**</u>
<u>Liability</u>			
Single Limit Liability	9.4%	9.4%	8.7%
Personal Injury Protection	3.8%	0.0%	0.0%
<u>Physical Damage</u>			
Other than Collision	12.8%	12.8%	15.6%
Collision	49.1%	49.1%	24.3%
Total Trucks, Tractors & Trailers	14.3%	14.3%	10.8%
<u>Private Passenger Types</u>			
<u>Liability</u>			
Single Limit Liability	10.2%	10.2%	4.8%
Personal Injury Protection	-1.1%	-1.1%	-1.1%
<u>Physical Damage</u>			
Other than Collision	7.8%	7.8%	-0.4%
Collision	12.8%	12.8%	12.8%
Total Private Passenger Types	10.4%	10.4%	6.1%
<u>Auto Dealers</u>			
<u>Liability</u>			
Single Limit Liability	35.2%	35.2%	35.2%
Personal Injury Protection	0.8%	-10.0%	-10.0%
Total Auto Dealers	30.7%	29.3%	29.3%
<u>Hired Autos</u>			
<u>Physical Damage</u>			
Other Than Collision	38.3%	38.3%	38.3%
Collision	167.2%	167.2%	167.2%
Total Hired Autos	124.1%	124.1%	124.1%
<u>Grand Total</u>	13.8%	13.8%	10.2%

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 05/01/2024 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: 0.0% was selected for Trucks, Tractors & Trailers PIP due to the favorable state experience in the recent accident years. -10.0% was selected for Auto Dealers PIP due to the favorable state experience in the recent accident years.

PRIOR ISO REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-22-BRLA1	CA-20-BRLA1	CA-19-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	02/01/2023	02/01/2021	02/01/2020
<u>Changes</u>			
Indicated	-7.3%	6.0%	4.0%
Filed	-7.7%	6.0%	4.0%
Approved	-7.7%	6.0%	4.0%

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	+9.2%
Private Passenger Types Liability:	
Bodily Injury	+8.2%
Property Damage	+9.2%
Trucks, Tractors & Trailers PIP	+3.6%
Private Passenger Types PIP	+3.5%

ADJUSTMENTS TO REPORTED EXPERIENCE (CONT'D)	Trucks, Tractors & Trailers OTC	+8.0%
	Trucks, Tractors & Trailers Collision	+10.0%
	Private Passenger Types OTC	+7.5%
	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. Selective Insurance Co. of America
2. Travelers Indemnity Company
3. Zurich American Insurance Company
4. Cincinnati Insurance Company
5. Old Republic Insurance Company
6. Tokio Marine Companies
7. Nationwide Mutual Insurance Co.
8. Insurance Company of North America
9. American International Group
10. Liberty Mutual Insurance Company

PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Zurich American Insurance Company
3. Liberty Mutual Insurance Company
4. Cincinnati Insurance Company
5. Harford Mutual Insurance Company
6. Tokio Marine Companies
7. Nationwide Mutual Insurance Co.
8. Continental Casualty Company
9. Allstate Insurance Company
10. National Trust 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)
37.2%

Physical Damage (ASLOB 21.2)
29.2%

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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MARYLAND
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

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

**STEP 2:
DISTRIBUTION TO
TERRITORIES** For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average. See the calculations in **Exhibits B6-B15**.

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

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

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

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-B15**.

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 AND PIP TERRITORY DEVELOPMENT

COLUMN (1) EARNED CAR YEARS	Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).
COLUMN (2) \$100,000 LIABILITY OR BASIC PIP LOSS COST	Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the \$100,000 liability or basic PIP loss cost at present ISO manual level. Liability loss costs are trended to a prospective level by the application of premium trend factors.
COLUMN (3) 5 YEAR ENDED EXPERIENCE LOSS COST	Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is Bodily Injury and Property Damage combined or basic PIP and is trended and developed to an ultimate settlement basis including all loss adjustment expenses.
COLUMN (4) EXPERIENCE RATIO LOSS COST	For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average \$100,000 liability or basic PIP loss cost at present ISO manual level. [Col. (3) / Col. (2)]
COLUMN (5) CREDIBILITY	The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).
COLUMN (6) FORMULA EXPERIENCE RATIO	The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows: $[\text{Terr. Group Col. (4)} \times \text{Terr. Group Col. (5)}] \\ + [\text{SW Total Col. (4)} \times (1.0 - \text{Terr. Group Col. (5)})]$

COLUMN (7)
INDEX TO
STATE

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

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

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

COLUMN (8)
BASE CLASS
LOSS COST

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

COLUMN (9)
INDICATED BASE
LOSS COST

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

COLUMN (10)
REVISED BASE
LOSS COST

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

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

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

EXPLANATORY MEMORANDUM FOR AUTO DEALERS LIABILITY AND PIP

COLUMN (1)
EARNED CAR
YEARS

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

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

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

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

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

COLUMN (4)
AUTO DEALERS
PRESENT
\$100,000 LIABILITY
OR BASIC PIP
LOSS COST

Current Auto Dealers \$100,000 liability base loss cost or basic PIP loss cost.

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

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

COLUMN (7)
TERRITORY
RELATIVITY

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

COLUMN (8)
ADJUSTED
TERRITORY
RELATIVITY

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

COLUMN (9)
INDICATED
BASE LOSS COST

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

COLUMN (10)
REVISED
BASE LOSS COST

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

COLUMN (11)
LOSS COST
CHANGE

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

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

COLUMN (1)
EARNED CAR
YEARS

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

COLUMN (2)
UNDERLYING
LOSS COST

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

COLUMN (3)
5 YEAR ENDED
EXPERIENCE
LOSS COST

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

COLUMN (4)
EXPERIENCE
RATIO LOSS
COST

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

COLUMN (5)
CREDIBILITY

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

COLUMN (6)
FORMULA
EXPERIENCE
RATIO

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

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

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

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%

PERSONAL
INJURY
PROTECTION
TREND

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

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
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, PIP, other than collision and collision respectively. Separate standards by coverage/major class for full credibility were calculated using the Mayerson, Jones and Bowers expansion formula.

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 PIP
FLOWCHART TO DETERMINE
YEAR WEIGHTS AND
EXPERIENCE PERIOD CREDIBILITY

TRUCKS, TRACTORS, & TRAILERS AND PRIVATE PASSENGER TYPES

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

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims \geq 1,400,
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 150,
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims $<$ 150,
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

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

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

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

- Step 2: Determine Experience Period Credibility.
Use the total # of claims for the number of years used in the
review as determined from Step 1.

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

CREDIBILITY FORMULA = (# CLAIMS)/(# CLAIMS + K)
 ALL LIABILITY COVERAGES
 CREDIBILITY TABLE
 NUMBER OF CLAIMS

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

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

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

PERSONAL INJURY PROTECTION
CREDIBILITY TABLES
NUMBER OF CLAIMS

<u>Credibility</u>	<u>Trucks, Tractors & Trailers and Private Pass Types</u>	<u>Credibility</u>	<u>Auto Dealers</u>
*0.00	0 - 3	*0.00	0 - 6
0.05	4 - 13	0.10	7 - 27
0.10	14 - 31	0.20	28 - 61
0.15	32 - 55	0.30	62 - 109
0.20	56 - 87	0.40	110 - 170
0.25	88 - 125	0.50	171 - 245
0.30	126 - 171	0.60	246 - 334
0.35	172 - 223	0.70	335 - 437
0.40	224 - 283	0.80	438 - 553
0.45	284 - 349	0.90	554 - 682
0.50	350 - 423	1.00	> 682
0.55	424 - 503		
0.60	504 - 591		
0.65	592 - 685		
0.70	686 - 787		
0.75	788 - 895		
0.80	896 - 1,011		
0.85	1,012 - 1,133		
0.90	1,134 - 1,263		
0.95	1,264 - 1,399		
1.00	> 1,399		

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

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

PHYSICAL DAMAGE
CREDIBILITY TABLES
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

MARYLAND
CLAIMS PER TERRITORY
LIABILITY AND PIP

Territory	Trucks, Tractors & Trailers Incurred Claims 5 Years Ending 6/30/2022		Private Passenger Types Incurred Claims 5 Years Ending 6/30/2022	
	Combined BI and PD	PIP	Combined BI and PD	PIP
101	1,592	120	310	55
102	2,986	251	713	129
108	558	52	149	12
109	1,246	67	212	25
110	744	58	109	17
111	879	62	266	23
112	1,764	101	216	41
113	1,883	154	262	33
114	12,233	781	1,769	244
SW Total	23885	1646	4006	579

Claims for Trend

BI	PD
<u>1,355</u>	<u>3,856</u>

MARYLAND
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	179	435	92	258
102	421	892	256	504
108	53	152	48	117
109	130	291	78	153
110	107	215	43	83
111	111	260	80	240
112	130	332	59	136
113	668	674	191	212
114	2,170	3,599	1,121	1,467
SW Total	3969	6850	1968	3170

WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

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

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

DESCRIPTION OF
WIND AND WATER
ADJUSTMENT
PROCEDURE

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

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

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

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

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

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MARYLAND

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	12,934	2,469,353	2,456,419	0.005	0.056	137,559	2,606,912
1988	39,858	2,943,089	2,903,231	0.014	0.047	136,452	3,079,541
1989	59,603	2,980,674	2,921,071	0.020	0.041	119,764	3,100,438
1990	60,231	3,279,680	3,219,449	0.019	0.042	135,217	3,414,897
1991	45,574	2,792,694	2,747,120	0.017	0.044	120,873	2,913,567
1992	57,036	2,522,070	2,465,034	0.023	0.038	93,671	2,615,741
1993	100,117	2,401,847	2,301,730	0.043	0.018	41,431	2,443,278
1994	59,014	2,804,752	2,745,738	0.021	0.040	109,830	2,914,582
1995	46,542	3,016,875	2,970,333	0.016	0.045	133,665	3,150,540
1996	127,614	3,576,858	3,449,244	0.037	0.024	82,782	3,659,640
1997	132,316	3,581,787	3,449,471	0.038	0.023	79,338	3,661,125
1998	131,526	3,728,994	3,597,468	0.037	0.024	86,339	3,815,333
1999	54,237	3,786,837	3,732,600	0.015	0.046	171,700	3,958,537
2000	317,067	4,214,601	3,897,534	0.081	-0.020	-77,951	4,136,650
2001	75,735	4,101,501	4,025,766	0.019	0.042	169,082	4,270,583
2002	477,059	3,918,942	3,441,883	0.139	-0.078	-268,467	3,650,475
2003	77,310	3,780,254	3,702,944	0.021	0.040	148,118	3,928,372
2004	835,371	3,561,238	2,725,867	0.306	-0.245	-667,837	2,893,401
2005	64,424	2,527,579	2,463,155	0.026	0.035	86,210	2,613,789
2006	85,384	2,422,355	2,336,971	0.037	0.024	56,087	2,478,442
2007	93,257	2,559,851	2,466,594	0.038	0.023	56,732	2,616,583
2008	136,203	2,685,750	2,549,547	0.053	0.008	20,396	2,706,146
2009	35,373	3,220,856	3,185,483	0.011	0.050	159,274	3,380,130
2010	378,568	3,155,438	2,776,870	0.136	-0.075	-208,265	2,947,173
2011	103,530	2,633,930	2,530,400	0.041	0.020	50,608	2,684,538
2012	500,974	3,440,385	2,939,411	0.170	-0.109	-320,396	3,119,989
2013	208,391	2,466,558	2,258,167	0.092	-0.031	-70,003	2,396,555
2014	71,421	2,895,823	2,824,402	0.025	0.036	101,678	2,997,501
2015	163,053	2,714,062	2,551,009	0.064	-0.003	-7,653	2,706,409
2016	91,026	3,027,413	2,936,387	0.031	0.030	88,092	3,115,505
2017	337,037	2,957,082	2,620,045	0.129	-0.068	-178,163	2,778,919
2018	311,627	3,239,553	2,927,926	0.106	-0.045	-131,757	3,107,796
2019	147,815	3,126,705	2,978,890	0.050	0.011	32,768	3,159,473
2020	95,568	2,841,833	2,746,265	0.035	0.026	71,403	2,913,236
2021	321,473	3,103,221	2,781,748	0.116	-0.055	-152,996	2,950,225
2022	529,203	4,009,410	3,480,207	0.152	-0.091	-316,699	3,692,711

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.061

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
MARYLAND

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	24,729	1,606,972	1,582,243	0.016	0.083	131,326	1,738,298
1988	12,404	1,740,736	1,728,332	0.007	0.092	159,007	1,899,743
1989	39,779	1,780,167	1,740,388	0.023	0.076	132,269	1,912,436
1990	65,842	1,907,606	1,841,764	0.036	0.063	116,031	2,023,637
1991	20,221	1,764,568	1,744,347	0.012	0.087	151,758	1,916,326
1992	51,424	1,997,661	1,946,237	0.026	0.073	142,075	2,139,736
1993	68,221	1,713,195	1,644,974	0.041	0.058	95,408	1,808,603
1994	37,787	2,363,649	2,325,862	0.016	0.083	193,047	2,556,696
1995	66,530	2,081,253	2,014,723	0.033	0.066	132,972	2,214,225
1996	92,274	2,292,802	2,200,528	0.042	0.057	125,430	2,418,232
1997	123,473	2,074,502	1,951,029	0.063	0.036	70,237	2,144,739
1998	154,679	2,373,322	2,218,643	0.070	0.029	64,341	2,437,663
1999	71,636	2,129,958	2,058,322	0.035	0.064	131,733	2,261,691
2000	122,335	2,012,544	1,890,209	0.065	0.034	64,267	2,076,811
2001	52,861	1,935,713	1,882,852	0.028	0.071	133,682	2,069,395
2002	235,317	1,982,243	1,746,926	0.135	-0.036	-62,889	1,919,354
2003	156,598	1,716,070	1,559,472	0.100	-0.001	-1,559	1,714,511
2004	482,136	1,821,105	1,338,969	0.360	-0.261	-349,471	1,471,634
2005	85,607	1,291,332	1,205,725	0.071	0.028	33,760	1,325,092
2006	127,234	1,319,787	1,192,553	0.107	-0.008	-9,540	1,310,247
2007	111,582	1,141,468	1,029,886	0.108	-0.009	-9,269	1,132,199
2008	67,938	1,170,255	1,102,317	0.062	0.037	40,786	1,211,041
2009	70,196	1,219,372	1,149,176	0.061	0.038	43,669	1,263,041
2010	310,893	1,639,728	1,328,835	0.234	-0.135	-179,393	1,460,335
2011	157,705	1,174,133	1,016,428	0.155	-0.056	-56,920	1,117,213
2012	284,237	1,475,114	1,190,877	0.239	-0.140	-166,723	1,308,391
2013	213,986	1,219,126	1,005,140	0.213	-0.114	-114,586	1,104,540
2014	96,496	1,131,393	1,034,897	0.093	0.006	6,209	1,137,602
2015	148,627	1,313,730	1,165,103	0.128	-0.029	-33,788	1,279,942
2016	161,923	1,315,334	1,153,411	0.140	-0.041	-47,290	1,268,044
2017	119,217	1,267,247	1,148,030	0.104	-0.005	-5,740	1,261,507
2018	207,577	1,182,243	974,666	0.213	-0.114	-111,112	1,071,131
2019	96,310	1,384,681	1,288,371	0.075	0.024	30,921	1,415,602
2020	46,120	1,293,680	1,247,560	0.037	0.062	77,349	1,371,029
2021	127,012	937,337	810,325	0.157	-0.058	-46,999	890,338
2022	196,344	1,009,677	813,333	0.241	-0.142	-115,493	894,184

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.099

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

COLUMN (1)
OTC WIND AND
WATER LOSSES

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

COLUMN (2)
OTC TOTAL
LOSSES

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

COLUMN (3)
OTC LOSSES
OTHER THAN
WIND AND WATER

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

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

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

COLUMN (5)
VARIATION FROM
AVERAGE WIND
RATIO

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

COLUMN (6)
WIND AND WATER
ADJUSTMENT

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

COLUMN (7)
ADJUSTED OTC
TOTAL LOSSES

Column (2) + Column (6).

TERRITORIAL WIND AND WATER PROCEDURE
OTHER THAN COLLISION

OBJECTIVE

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

DESCRIPTION OF
TERRITORIAL WIND
AND WATER
PROCEDURE

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

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

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

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

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

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

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

METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

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

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

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

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

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

PHYSICAL DAMAGE LOSS COSTS FOR RULE 290. - HIRED AUTOS

OBJECTIVE	The objective of this procedure is to determine the indicated advisory prospective physical damage loss costs for Rule 290. - Hired Autos. Advisory prospective physical damage loss costs for additional deductible amounts are also being introduced.
STEP 1: DETERMINATION OF MULTISTATE LOSS COST INDICATION	The first step in this process is the determination of the multistate loss cost indications for Hired Autos OTC and Collision. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibit labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in Exhibit D1 .
STEP 2: CALCULATION OF DEDUCTIBLE DISCOUNT FACTORS	In order to examine the relationship between the loss costs by deductible, we calculated deductible discount factors. This analysis also allows us to introduce loss costs for additional deductibles of \$250, \$500, \$1000, \$2000, \$3000, and \$5000 for OTC and \$2000, \$3000, and \$5000 for Collision.
STEP 3: REVISED MULTISTATE BASE LOSS COSTS	The multistate OTC and Collision loss costs appearing in this section are calculated by multiplying the current multistate base loss cost by the filed change (from Exhibit D1) and by an off-balance factor. The Deductible Discount Factor changes in this filing will be introduced on a "revenue neutral" basis. That is, an off-balance factor (OBF) will be applied to the base loss costs so that, on average, there is no change to the aggregate loss costs. The off-balance factors are calculated on Exhibit D7 . See the calculation of the revised multistate base loss costs in Exhibit D8 .

STEP 4:
REVISED
LOSS COSTS BY
DEDUCTIBLE

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

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

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

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

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

EXPERIENCE
PERIOD DATA

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 - DETERMINATION OF MULTISTATE ADVISORY LOSS COST LEVEL CHANGE

OBJECTIVE	<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 D1.</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 D2);• Loaded for all loss adjustment expenses (see Section C);• Placed on the prospective cost/frequency levels by the application of trend factors (see Exhibits D3 and D4).
EXPERIENCE RATIO (Item 3)	<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 D5**.

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

VERISK

MARYLAND
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	\$ 81,144,233	9.4%
Personal Injury Protection	728,501	0.0%
Combined	81,872,734	9.3%
Physical Damage		
Other Than Collision	4,227,488	12.8%
Collision	11,788,815	49.1%
Combined	16,016,303	39.5%
Total Trucks, Tractors & Trailers	97,889,037	14.3%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	11,112,326	10.2%
Personal Injury Protection	288,707	-1.1%
Combined	11,401,033	9.9%
Physical Damage		
Other Than Collision	1,454,922	7.8%
Collision	3,851,034	12.8%
Combined	5,305,956	11.4%
Total Private Passenger Types	16,706,989	10.4%
AUTO DEALERS		
Liability		
Single Limit Liability	224,716	35.2%
Personal Injury Protection	33,586	-10.0%
Combined	258,302	29.3%
Total Auto Dealers	258,302	29.3%
HIRED AUTOS		
Physical Damage		
Other Than Collision	29,307	38.3%
Collision	58,348	167.2%
Combined	87,655	124.1%
Total Hired Autos	87,655	124.1%
GRAND TOTAL ALL COVERAGES	114,941,983	13.8%
TOTAL LIABILITY	93,532,069	9.4%
TOTAL PHYSICAL DAMAGE	21,409,914	32.9%

(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

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory	\$100,000 CSL	
Code	Liability	PIP ^(a)
101	6.7%	-5.0%
102	6.6%	0.0%
108	8.6%	7.1%
109	7.5%	0.0%
110	11.5%	0.0%
111	5.8%	0.0%
112	11.3%	0.0%
113	8.2%	0.0%
114	10.8%	0.0%

(a) For Trucks, Tractors, and Trailers PIP 0.0% was selected to reflect the favorable experience in the recent accident years.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	11.2%	56.3%	11.7%
102	11.1%	59.9%	11.3%
108	8.0%	48.2%	7.3%
109	8.9%	56.4%	7.9%
110	11.7%	51.0%	12.2%
111	14.6%	44.4%	17.2%
112	8.2%	43.5%	8.9%
113	9.1%	44.8%	8.9%
114	15.2%	47.3%	15.2%

VERISK

MARYLAND
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	PIP	Physical Damage		Specified Causes of Loss ^(c)
			Comprehensive ^(a)	Collision ^(b)	
101	972	19	119	633	86
102	775	15	110	606	79
108	881	15	122	535	88
109	855	10	134	480	96
110	792	11	153	530	110
111	763	16	94	550	68
112	997	15	119	554	86
113	344	4	120	430	86
114	594	8	106	498	76

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

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

(c) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.720 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

VERISK

MARYLAND
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	PIP
101	14.2%	6.9%
102	10.8%	-2.9%
108	6.4%	-4.3%
109	12.8%	0.0%
110	9.8%	-3.8%
111	8.9%	0.0%
112	11.3%	5.0%
113	10.2%	-7.7%
114	9.7%	0.0%

VERISK

MARYLAND
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	4.9%	15.6%	4.9%
102	7.8%	12.8%	8.1%
108	8.4%	11.5%	8.8%
109	9.0%	12.1%	8.3%
110	6.1%	8.5%	6.0%
111	5.9%	12.1%	6.6%
112	8.3%	15.8%	8.7%
113	6.6%	12.2%	6.1%
114	8.1%	12.6%	7.5%

VERISK

MARYLAND
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	PIP	Physical Damage		Specified Causes of Loss ^(c)
			Comprehensive ^(a)	Collision ^(b)	
101	693	31	149	658	107
102	614	34	111	501	80
108	552	22	103	506	74
109	625	27	145	529	104
110	538	25	122	381	88
111	565	19	90	426	65
112	639	42	157	528	113
113	292	12	145	322	104
114	419	17	120	402	86

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

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

(c) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.720 to the Private Passenger Types Comprehensive base loss costs.

VERISK

MARYLAND
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	PIP ^(a)
101	64.4%	-20.0%
102	26.1%	-14.3%
108	42.6%	9.1%
109	24.5%	-33.3%
110	52.4%	-18.2%
111	14.9%	-18.8%
112	51.3%	-14.3%
113	30.3%	-25.0%
114	32.9%	0.0%

(a) For Auto Dealers PIP, -10.0% was selected to reflect the favorable experience in the recent accident years.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCEREVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES
REVISED BASE LOSS COSTS BY TERRITORY

FOR AUTO DEALERS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL	PIP
101	740	16
102	590	12
108	670	12
109	651	8
110	602	9
111	580	13
112	758	12
113	262	3
114	452	7

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory	\$100,000 CSL	
Code	Liability	PIP ^(a)
101	6.7%	-7.1%
102	6.5%	0.0%
108	8.7%	0.0%
109	7.5%	0.0%
110	11.4%	0.0%
111	5.8%	0.0%
112	11.3%	0.0%
113	8.3%	0.0%
114	10.8%	0.0%

(a) For Trucks, Tractors, and Trailers PIP 0.0% was selected to reflect the favorable experience in the recent accident years.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	11.0%	56.3%	12.0%
102	11.3%	59.9%	11.1%
108	7.6%	48.3%	7.2%
109	9.1%	56.3%	8.1%
110	12.0%	51.0%	12.1%
111	14.4%	44.5%	17.0%
112	8.4%	43.5%	9.2%
113	9.0%	44.9%	9.2%
114	15.0%	47.3%	16.0%

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL ^(a)	PIP ^(b)	Physical Damage		Specified Causes of Loss ^(e)
			Comprehensive ^(c)	Collision ^(d)	
101	923	13	181	1424	131
102	736	10	167	1364	120
108	837	10	185	1204	134
109	812	7	204	1080	146
110	752	7	233	1193	167
111	725	11	143	1238	103
112	947	10	181	1247	131
113	327	3	182	968	131
114	564	5	161	1121	116

- (a) The loss costs for Van Pools were calculated by a relativity of 0.95 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 2.25 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory	\$100,000 CSL	
Code	Liability	PIP ^(a)
101	6.7%	-5.0%
102	6.6%	0.0%
108	8.7%	7.0%
109	7.5%	0.0%
110	11.6%	0.0%
111	5.8%	0.0%
112	11.3%	0.0%
113	8.2%	0.0%
114	10.8%	0.0%

(a) For Trucks, Tractors, and Trailers PIP 0.0% was selected to reflect the favorable experience in the recent accident years.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	11.0%	56.3%	12.0%
102	11.3%	59.9%	11.1%
108	7.6%	48.3%	7.2%
109	9.1%	56.3%	8.1%
110	12.0%	51.0%	12.1%
111	14.4%	44.5%	17.0%
112	8.4%	43.5%	9.2%
113	9.0%	44.9%	9.2%
114	15.0%	47.3%	16.0%

VERISK

MARYLAND
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 \$100,000 CSL ^(a)	PIP ^(b)	Physical Damage		Specified Causes of Loss ^(e)
			Comprehensive ^(c)	Collision ^(d)	
101	3907	96	181	1424	131
102	3116	76	167	1364	120
108	3542	76	185	1204	134
109	3437	51	204	1080	146
110	3184	56	233	1193	167
111	3067	81	143	1238	103
112	4008	76	181	1247	131
113	1383	20	182	968	131
114	2388	41	161	1121	116

- (a) The loss costs for Taxis and Limousines were calculated by a relativity of 4.02 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 5.07 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 2.25 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 1.52 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory	\$100,000 CSL	
Code	Liability	PIP ^(a)
101	6.6%	0.0%
102	6.9%	0.0%
108	8.8%	0.0%
109	7.6%	0.0%
110	11.5%	0.0%
111	5.8%	0.0%
112	11.5%	0.0%
113	8.3%	0.0%
114	10.8%	0.0%

(a) For Trucks, Tractors, and Trailers PIP 0.0% was selected to reflect the favorable experience in the recent accident years.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	11.0%	56.5%	11.5%
102	11.9%	59.8%	12.5%
108	7.8%	48.5%	7.1%
109	8.3%	56.5%	6.6%
110	11.8%	51.1%	11.9%
111	14.3%	44.6%	17.9%
112	8.0%	43.6%	7.4%
113	9.3%	44.9%	7.4%
114	14.3%	47.4%	15.6%

VERISK

MARYLAND
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 \$100,000 CSL ^(a)	PIP ^(b)	Physical Damage		Specified Causes of Loss ^(e)
			Comprehensive ^(c)	Collision ^(d)	
101	369	12	81	399	58
102	295	9	75	382	54
108	335	9	83	337	60
109	325	6	91	302	65
110	301	7	104	334	75
111	290	10	64	347	46
112	379	9	81	349	58
113	131	2	82	271	58
114	226	5	72	314	52

- (a) The loss costs for School and Church Buses were calculated by a relativity of 0.38 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 0.62 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 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

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR ALL OTHER BUSES POLICY COVERAGES

Territory	\$100,000 CSL	
Code	Liability	PIP ^(a)
101	6.7%	-5.1%
102	6.6%	0.0%
108	8.6%	7.2%
109	7.6%	0.0%
110	11.5%	0.0%
111	5.8%	0.0%
112	11.3%	0.0%
113	8.2%	0.0%
114	10.8%	0.0%

(a) For Trucks, Tractors, and Trailers PIP 0.0% was selected to reflect the favorable experience in the recent accident years.

VERISK

MARYLAND
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
101	11.0%	56.5%	11.5%
102	11.9%	59.8%	12.5%
108	7.8%	48.5%	7.1%
109	8.3%	56.5%	6.6%
110	11.8%	51.1%	11.9%
111	14.3%	44.6%	17.9%
112	8.0%	43.6%	7.4%
113	9.3%	44.9%	7.4%
114	14.3%	47.4%	15.6%

VERISK

MARYLAND
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 \$100,000 CSL ^(a)	PIP ^(b)	Physical Damage		Specified Causes of Loss ^(e)
			Comprehensive ^(c)	Collision ^(d)	
101	3072	112	81	399	58
102	2449	89	75	382	54
108	2784	89	83	337	60
109	2702	59	91	302	65
110	2503	65	104	334	75
111	2411	95	64	347	46
112	3151	89	81	349	58
113	1087	24	82	271	58
114	1877	47	72	314	52

- (a) The loss costs for All Other Buses were calculated by a relativity of 3.16 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for PIP have been calculated by a relativity of 5.91 to the Trucks, Tractors, and Trailers PIP loss costs.
- (c) Comprehensive base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$25,000-29,999 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.63 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss were calculated by a relativity of 0.68 to the Trucks, Tractors, and Trailers Specified Causes of Loss loss costs.

VERISK

MARYLAND
 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	\$51,985,922	\$61,107,262	1.175	20%	4,488
06/30/21	\$50,814,955	\$50,350,378	0.991	30%	3,677
06/30/22	\$49,781,738	\$55,967,221	1.124	50%	3,901

(6) AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)). 1.094

(7) EXPECTED EXPERIENCE RATIO (D). 1.107

(8) CREDIBILITY (E). 1.00

(9) CREDIBILITY WEIGHTED EXPERIENCE RATIO:
 ((6) * (8)) + ((7) * (1.000- (8))). 1.094

(10) INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000). 9.4%

(11) FILED CHANGE. 9.4%

(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

MARYLAND
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	\$18,433,180	\$16,225,337	
	06/30/21	\$15,506,427	\$14,066,117	
	06/30/22	\$15,674,363	\$16,963,270	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	06/30/20	\$21,162,581	\$18,072,429	
	06/30/21	\$19,321,783	\$15,822,834	
	06/30/22	\$22,652,668	\$19,775,356	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.2%	9.2%	8.7%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	06/30/20	\$32,209,448	\$28,897,814	\$61,107,262
	06/30/21	\$27,185,749	\$23,164,629	\$50,350,378
	06/30/22	\$29,448,468	\$26,518,752	\$55,967,221

(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	1.170	1.018
06/30/22	1.357	1.055

(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

MARYLAND
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	\$51,420,299
	06/30/21	\$50,361,700
	06/30/22	\$49,435,688
(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	\$51,985,922
	06/30/21	\$50,814,955
	06/30/22	\$49,781,738

(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

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

ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF INCURRED CLAIMS
06/30/20	\$740,954	\$926,647	1.251	20%	324
06/30/21	\$733,209	\$713,929	0.974	30%	254
06/30/22	\$728,501	\$718,862	0.987	50%	275

(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.036
(7)	EXPECTED EXPERIENCE RATIO (D).				1.045
(8)	CREDIBILITY (E).				0.75
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.038
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				3.8%
(11)	FILED CHANGE.				0.0%

- (A) TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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 PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 1,400 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).

VERISK

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

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES		
	06/30/20	\$719,555
	06/30/21	\$578,390
	06/30/22	\$615,373
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)		
	06/30/20	\$767,092
	06/30/21	\$612,289
	06/30/22	\$638,988
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		
		3.6%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)		
	06/30/20	\$926,647
	06/30/21	\$713,929
	06/30/22	\$718,862

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

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

YEAR ENDING	PIP
06/30/20	1.001
06/30/21	0.994
06/30/22	0.975

(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

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

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	06/30/18	\$5,265,531	\$6,146,444	1.167	10%	837
	06/30/19	\$4,970,640	\$5,786,575	1.164	15%	843
	06/30/20	\$4,679,634	\$4,943,967	1.056	20%	730
	06/30/21	\$4,360,840	\$4,647,228	1.066	25%	776
	06/30/22	\$4,227,488	\$5,555,212	1.314	30%	783
COLL.	06/30/20	\$12,855,360	\$17,326,795	1.348	20%	1,207
	06/30/21	\$12,132,304	\$17,056,295	1.406	30%	1,248
	06/30/22	\$11,788,815	\$19,860,299	1.685	50%	1,272

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.164	1.535
(7)	EXPECTED EXPERIENCE RATIO (D).	1.074	1.098
(8)	CREDIBILITY (E).	0.60	0.90
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).	1.128	1.491
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	12.8%	49.1%
(11)	FILED CHANGE.	12.8%	49.1%

- (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

MARYLAND
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	\$3,107,796	----
	06/30/19	\$3,159,473	----
	06/30/20	\$2,913,236	\$9,276,181
	06/30/21	\$2,950,225	\$10,114,771
	06/30/22	\$3,692,711	\$13,314,327
(2) DEVELOPED LOSSES AND	06/30/18	\$3,496,271	----
ALL LOSS ADJUSTMENT	06/30/19	\$3,554,407	----
EXPENSES (A)	06/30/20	\$3,280,668	\$10,425,268
	06/30/21	\$3,328,960	\$11,288,084
	06/30/22	\$4,299,700	\$14,454,366
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		8.0%	10.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/18	\$6,146,444	----
ALL LOSS ADJUSTMENT	06/30/19	\$5,786,575	----
EXPENSES (B)	06/30/20	\$4,943,967	\$17,326,795
	06/30/21	\$4,647,228	\$17,056,295
	06/30/22	\$5,555,212	\$19,860,299

(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

MARYLAND
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	\$4,554,958	----
AT CURRENT LEVEL	06/30/19	\$4,383,280	----
	06/30/20	\$4,212,092	\$11,570,981
	06/30/21	\$4,000,771	\$11,130,554
	06/30/22	\$3,958,322	\$11,038,216
(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	\$5,265,531	----
	06/30/19	\$4,970,640	----
	06/30/20	\$4,679,634	\$12,855,360
	06/30/21	\$4,360,840	\$12,132,304
	06/30/22	\$4,227,488	\$11,788,815

(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) * ((1.0 + (2)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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

MARYLAND
 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	\$8,641,382	\$13,511,408	1.564	10%	1,095
06/30/19	\$8,541,348	\$11,800,854	1.382	15%	1,005
06/30/20	\$8,260,833	\$8,796,950	1.065	20%	741
06/30/21	\$7,655,161	\$6,229,098	0.814	25%	550
06/30/22	\$7,349,422	\$7,724,345	1.051	30%	615
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.095
(7)	EXPECTED EXPERIENCE RATIO (D).				1.110
(8)	CREDIBILITY (E).				0.55
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.102
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				10.2%
(11)	FILED CHANGE.				10.2%
(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 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

MARYLAND
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	\$3,798,651	\$2,946,750	
ALLOATED LOSS	06/30/19	\$3,493,579	\$2,842,565	
ADJUSTMENT EXPENSES	06/30/20	\$2,631,428	\$2,362,148	
	06/30/21	\$1,881,718	\$1,803,604	
	06/30/22	\$2,088,934	\$2,501,630	
(2) DEVELOPED LOSSES AND	06/30/18	\$4,094,110	\$3,259,415	
ALL LOSS ADJUSTMENT	06/30/19	\$3,828,561	\$3,147,316	
EXPENSES (A)	06/30/20	\$3,026,668	\$2,620,614	
	06/30/21	\$2,330,687	\$2,014,905	
	06/30/22	\$2,947,747	\$2,902,516	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.2%	9.2%	8.7%
(4) TRENDED LOSSES AND	06/30/18	\$7,295,704	\$6,215,704	\$13,511,408
ALL LOSS ADJUSTMENT	06/30/19	\$6,305,640	\$5,495,214	\$11,800,854
EXPENSES (B)	06/30/20	\$4,606,589	\$4,190,362	\$8,796,950
	06/30/21	\$3,279,277	\$2,949,821	\$6,229,098
	06/30/22	\$3,832,071	\$3,892,274	\$7,724,345
(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	1.163	1.011	
	06/30/22	1.325	1.050	

(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

MARYLAND
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	\$8,641,382
AT CURRENT LEVEL	06/30/19	\$8,541,348
	06/30/20	\$8,260,833
	06/30/21	\$7,655,161
	06/30/22	\$7,349,422
(2) SELECTED ANNUAL PREMIUM TREND (SEE TREND EXHIBIT IN SECTION C)		0.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	06/30/18	\$8,641,382
	06/30/19	\$8,541,348
	06/30/20	\$8,260,833
	06/30/21	\$7,655,161
	06/30/22	\$7,349,422

(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

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

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/18	\$315,081	\$452,998	1.438	10%	150
06/30/19	\$307,936	\$426,888	1.386	15%	144
06/30/20	\$302,084	\$325,654	1.078	20%	121
06/30/21	\$294,961	\$191,303	0.649	25%	77
06/30/22	\$288,707	\$214,408	0.743	30%	87
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.953
(7)	EXPECTED EXPERIENCE RATIO (D).				1.044
(8)	CREDIBILITY (E).				0.60
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				0.989
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				-1.1%
(11)	FILED CHANGE.				-1.1%
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 232 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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 PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 1,400 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

VERISK

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

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	06/30/18	\$330,498
ALLOCATED LOSS	06/30/19	\$322,151
ADJUSTMENT EXPENSES	06/30/20	\$253,588
	06/30/21	\$155,651
	06/30/22	\$188,845
(2) DEVELOPED LOSSES AND	06/30/18	\$351,980
ALL LOSS ADJUSTMENT	06/30/19	\$343,434
EXPENSES (A)	06/30/20	\$271,152
	06/30/21	\$164,774
	06/30/22	\$191,265
(3) SELECTED ANNUAL LOSS		
TREND (SEE TREND		3.5%
EXHIBIT IN SECTION C)		
(4) TRENDED LOSSES AND	06/30/18	\$452,998
ALL LOSS ADJUSTMENT	06/30/19	\$426,888
EXPENSES (B)	06/30/20	\$325,654
	06/30/21	\$191,303
	06/30/22	\$214,408

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

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

YEAR ENDING	PIP
06/30/18	1.000
06/30/19	1.001
06/30/20	1.004
06/30/21	0.994
06/30/22	0.951

(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

MARYLAND
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - PRIVATE PASSENGER TYPES (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	\$1,966,115	\$2,047,332	1.041	10%	435
	06/30/19	\$1,846,534	\$2,517,825	1.364	15%	504
	06/30/20	\$1,654,129	\$2,268,882	1.372	20%	378
	06/30/21	\$1,455,905	\$1,368,860	0.940	25%	347
	06/30/22	\$1,454,922	\$1,306,195	0.898	30%	304
COLL.	06/30/20	\$4,460,651	\$5,146,531	1.154	20%	573
	06/30/21	\$4,042,432	\$4,027,844	0.996	30%	437
	06/30/22	\$3,851,034	\$4,667,124	1.212	50%	530

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.087	1.136
(7)	EXPECTED EXPERIENCE RATIO (D).	1.070	1.112
(8)	CREDIBILITY (E).	0.45	0.65
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).	1.078	1.128
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).	7.8%	12.8%
(11)	FILED CHANGE.	7.8%	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 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 8,500 CLAIMS FOR O.T.C. AND 3,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).		

VERISK

MARYLAND
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	\$1,071,131	----
	06/30/19	\$1,415,602	----
	06/30/20	\$1,371,029	\$2,755,279
	06/30/21	\$890,338	\$2,386,198
	06/30/22	\$894,184	\$3,184,943
(2) DEVELOPED LOSSES AND	06/30/18	\$1,205,022	----
ALL LOSS ADJUSTMENT	06/30/19	\$1,592,552	----
EXPENSES (A)	06/30/20	\$1,542,408	\$3,096,589
	06/30/21	\$1,000,629	\$2,665,681
	06/30/22	\$1,026,076	\$3,396,742
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		7.5%	10.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/18	\$2,047,332	----
ALL LOSS ADJUSTMENT	06/30/19	\$2,517,825	----
EXPENSES (B)	06/30/20	\$2,268,882	\$5,146,531
	06/30/21	\$1,368,860	\$4,027,844
	06/30/22	\$1,306,195	\$4,667,124

(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	1.000	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	-----
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

MARYLAND
 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	\$1,724,662	----
AT CURRENT LEVEL	06/30/19	\$1,648,691	----
	06/30/20	\$1,503,754	\$4,232,117
	06/30/21	\$1,348,060	\$3,872,061
	06/30/22	\$1,371,274	\$3,724,404
(2) SELECTED ANNUAL VVF TRENDS (SEE TRENDS EXHIBIT IN SECTION C)		1.8%	1.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	06/30/18	\$1,966,115	----
	06/30/19	\$1,846,534	----
	06/30/20	\$1,654,129	\$4,460,651
	06/30/21	\$1,455,905	\$4,042,432
	06/30/22	\$1,454,922	\$3,851,034

(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

MARYLAND
 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	\$585,286	\$1,050,449	1.795	10%	66
06/30/19	\$556,417	\$1,380,911	2.482	15%	37
06/30/20	\$405,408	\$154,106	0.380	20%	19
06/30/21	\$208,091	\$361,244	1.736	25%	20
06/30/22	\$148,622	\$303,526	2.042	30%	13
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.675
(7)	EXPECTED EXPERIENCE RATIO (D).				1.316
(8)	CREDIBILITY (E).				0.10
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.352
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				35.2%
(11)	FILED CHANGE.				35.2%
(A)	AUTO DEALERS EXPERIENCE IS FOR ALL AUTO DEALERS RISKS WRITTEN IN ACCORDANCE WITH RULE 248 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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

MARYLAND
 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	\$325,235	\$203,214	
ALLOATED LOSS	06/30/19	\$611,697	\$138,907	
ADJUSTMENT EXPENSES	06/30/20	\$21,105	\$63,876	
	06/30/21	\$123,093	\$71,355	
	06/30/22	\$75,000	\$67,687	
(2) DEVELOPED LOSSES AND	06/30/18	\$348,454	\$225,225	
ALL LOSS ADJUSTMENT	06/30/19	\$672,955	\$156,102	
EXPENSES (A)	06/30/20	\$24,725	\$72,842	
	06/30/21	\$169,374	\$83,972	
	06/30/22	\$145,373	\$85,415	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.2%	9.2%	8.6%
(4) TRENDED LOSSES AND	06/30/18	\$620,945	\$429,504	\$1,050,449
ALL LOSS ADJUSTMENT	06/30/19	\$1,108,357	\$272,554	\$1,380,911
EXPENSES (B)	06/30/20	\$37,631	\$116,474	\$154,106
	06/30/21	\$238,309	\$122,935	\$361,244
	06/30/22	\$188,985	\$114,542	\$303,526
(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	1.006	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

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

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/18	\$39,007	\$30,409	0.780	10%	9
06/30/19	\$38,023	\$35,033	0.921	15%	11
06/30/20	\$38,449	\$16,170	0.421	20%	5
06/30/21	\$34,630	\$12,312	0.356	25%	4
06/30/22	\$33,586	\$18,840	0.561	30%	6
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.557
(7)	EXPECTED EXPERIENCE RATIO (D).				1.121
(8)	CREDIBILITY (E).				0.20
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))) .				1.008
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000) .				0.8%
(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 PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 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 PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 683 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

VERISK

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

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	06/30/18	\$22,186
ALLOCATED LOSS	06/30/19	\$26,464
ADJUSTMENT EXPENSES	06/30/20	\$12,642
	06/30/21	\$9,958
	06/30/22	\$15,000
(2) DEVELOPED LOSSES AND	06/30/18	\$23,628
ALL LOSS ADJUSTMENT	06/30/19	\$28,184
EXPENSES (A)	06/30/20	\$13,464
	06/30/21	\$10,605
	06/30/22	\$16,806
(3) SELECTED ANNUAL LOSS		
TREND (SEE TREND		3.5%
EXHIBIT IN SECTION C)		
(4) TRENDED LOSSES AND	06/30/18	\$30,409
ALL LOSS ADJUSTMENT	06/30/19	\$35,033
EXPENSES (B)	06/30/20	\$16,170
	06/30/21	\$12,312
	06/30/22	\$18,840

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

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

YEAR ENDING	PIP
06/30/18	1.000
06/30/19	1.000
06/30/20	1.000
06/30/21	1.000
06/30/22	1.052

(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

MARYLAND
 COMMERCIAL AUTOMOBILE INSURANCE
 SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								BASE	BASE	BASE	
T	EARNED CAR	\$100000	EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	06/30/2022	COST	06/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	3593	943.51	1157.64	1.227	0.35	1.276	0.975	911	972	972	6.7%
102	8628	762.55	950.92	1.247	0.50	1.275	0.974	727	775	775	6.6%
108	1266	860.35	1112.96	1.294	0.20	1.300	0.993	811	881	881	8.6%
109	3315	832.41	1043.54	1.254	0.30	1.288	0.984	795	855	855	7.5%
110	2165	681.87	973.54	1.428	0.25	1.334	1.019	710	792	792	11.5%
111	2309	718.91	832.12	1.157	0.25	1.266	0.967	721	763	763	5.8%
112	3526	1005.72	1392.63	1.385	0.35	1.331	1.017	896	997	997	11.3%
113	18381	243.25	312.26	1.284	0.40	1.295	0.989	318	344	344	8.2%
114	49785	498.34	661.01	1.326	1.00	1.326	1.013	536	594	594	10.8%
SW	92968	535.47	697.23	1.302		1.309					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 9.4 PERCENT.

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

VERISK

MARYLAND
 COMMERCIAL AUTOMOBILE INSURANCE
 PERSONAL INJURY PROTECTION

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
	EARNED CAR	P.I.P.	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	3807	17.46	19.00	1.088	0.25	1.216	0.964	20	20	19	-5.0%
102	9165	13.23	16.04	1.212	0.40	1.240	0.983	15	15	15	0.0%
108	1300	13.56	21.79	1.607	0.15	1.310	1.039	14	15	15	7.1%
109	3286	9.08	11.25	1.239	0.20	1.254	0.994	10	10	10	0.0%
110	2354	9.49	14.56	1.534	0.20	1.313	1.041	11	12	11	0.0%
111	2029	15.04	17.01	1.131	0.20	1.233	0.978	16	16	16	0.0%
112	3628	13.51	15.66	1.159	0.25	1.233	0.978	15	15	15	0.0%
113	16887	3.26	4.48	1.374	0.30	1.293	1.025	4	4	4	0.0%
114	49120	6.85	8.77	1.280	0.70	1.273	1.010	8	8	8	0.0%
SW	91576	7.96	10.01	1.258		1.261					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 3.8 PERCENT.

** KEYED TO A STATEWIDE LOSS COST CHANGE OF 0.0 PERCENT.

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

VERISK

MARYLAND
 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	ADV
T	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
E	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	06/30/2022	COST	06/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	888	570.92	841.59	1.474	0.15	1.243	1.036	607	693	693	14.2%
102	2405	530.68	648.09	1.221	0.20	1.206	1.005	554	614	614	10.8%
108	566	492.19	375.26	0.762	0.10	1.158	0.965	519	552	552	6.4%
109	726	526.36	774.51	1.471	0.10	1.229	1.024	554	625	625	12.8%
110	522	473.87	506.66	1.069	0.05	1.195	0.996	490	538	538	9.8%
111	932	506.73	548.81	1.083	0.15	1.184	0.987	519	565	565	8.9%
112	614	555.86	721.50	1.298	0.10	1.212	1.010	574	639	639	11.3%
113	1847	254.26	299.25	1.177	0.15	1.198	0.998	265	292	292	10.2%
114	9229	365.68	431.05	1.179	0.35	1.194	0.995	382	419	419	9.7%
SW	17729	414.54	498.08	1.202		1.200					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 10.2 PERCENT.

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

VERISK

MARYLAND
 COMMERCIAL AUTOMOBILE INSURANCE
 PERSONAL INJURY PROTECTION

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR	P.I.P.	EXPER LOSS				INDEX	BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				(6) TO	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022	RATIO	CRED	RATIO		COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	895	22.6	34.27	1.516	0.15	1.121	1.069	29	31	31	6.9%
102	2409	27.31	28.00	1.025	0.30	1.043	0.994	35	34	34	-2.9%
108	550	17.26	11.03	0.639	0.05	1.030	0.982	23	22	22	-4.3%
109	655	21.06	21.39	1.016	0.10	1.048	0.999	27	27	27	0.0%
110	544	20.87	18.15	0.870	0.10	1.033	0.985	26	25	25	-3.8%
111	906	14.09	14.18	1.006	0.10	1.047	0.998	19	19	19	0.0%
112	594	31.14	45.56	1.463	0.15	1.113	1.061	40	42	42	5.0%
113	1821	10.23	8.16	0.798	0.15	1.013	0.966	13	12	12	-7.7%
114	9004	13.12	13.38	1.020	0.40	1.039	0.990	17	17	17	0.0%
SW	17378	16.61	17.45	1.051		1.049					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF -1.1 PERCENT.

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

VERISK

MARYLAND
 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)
	TTT ACC-YR	AGG LCCL	REV	PRES AUTO	RATIO TO		CHANGES IN		BASE	BASE	
T	06/30/2022	YR ENDED	TTT	DEALERS	STATEWIDE		TERRITORY	ADJ	CLASS	CLASS	ADV
E	EARNED	06/30/2022	BASE	BASE LOSS	AVERAGE	COLUMNS	RELATIVITY	0.991	LOSS	LOSS	LOSS
R	EXPOS		LOSS	COST	(3)	(4)	REQ		COST	COST	COST
R			COST	COST			(5)/(6)		IND*	REV	CHG**
101	3593	4950	972	450	1.586	1.293	1.227	1.216	740	740	64.4%
102	8628	21590	775	468	1.264	1.345	0.940	0.932	590	590	26.1%
108	1266	6222	881	470	1.437	1.351	1.064	1.054	670	670	42.6%
109	3315	8100	855	523	1.395	1.503	0.928	0.920	651	651	24.5%
110	2165	1246	792	395	1.292	1.135	1.138	1.128	602	602	52.4%
111	2309	5231	763	505	1.245	1.451	0.858	0.850	580	580	14.9%
112	3526	23386	997	501	1.626	1.440	1.129	1.119	758	758	51.3%
113	18381	5933	344	201	0.561	0.578	0.971	0.962	262	262	30.3%
114	49785	71964	594	340	0.969	0.977	0.992	0.983	452	452	32.9%
SW	92968	148622	613	348			1.009				

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 35.2 PERCENT.

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

VERISK

MARYLAND
 COMMERCIAL AUTOMOBILE INSURANCE
 PERSONAL INJURY PROTECTION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
 AUTO DEALERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
			REV				CHANGES IN		BASE	BASE	
T	TTT ACC-YR		TTT	PRES AUTO	RATIO TO		TERRITORY		CLASS	CLASS	ADV
E	06/30/2022	AGG LCCL	BASE	DEALERS	STATEWIDE		RELATIVITY		LOSS	LOSS	LOSS
R	EARNED	YR ENDED	LOSS	BASE LOSS	AVERAGE	COLUMNS	REQ	ADJ	COST	COST	COST
R	EXPOS	06/30/2022	COST	COST	(3)	(4)	(5)/(6)	0.918	IND*	REV	CHG**
101	3807	1561	19	20	2.111	2.222	0.950	0.872	18	16	-20.0%
102	9165	4542	15	14	1.667	1.556	1.071	0.983	14	12	-14.3%
108	1300	902	15	11	1.667	1.222	1.364	1.252	14	12	9.1%
109	3286	628	10	12	1.111	1.333	0.833	0.765	9	8	-33.3%
110	2354	1939	11	11	1.222	1.222	1.000	0.918	10	9	-18.2%
111	2029	2905	16	16	1.778	1.778	1.000	0.918	15	13	-18.8%
112	3628	4052	15	14	1.667	1.556	1.071	0.983	14	12	-14.3%
113	16887	1441	4	4	0.444	0.444	1.000	0.918	4	3	-25.0%
114	49120	15616	8	7	0.889	0.778	1.143	1.049	7	7	0.0%
SW	91576	33586	9	9			1.089				

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 0.8 PERCENT.

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

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

VERISK

MARYLAND
 COMMERCIAL AUTOMOBILE INSURANCE
 PHYSICAL DAMAGE - COMPREHENSIVE

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
	EARNED CAR	UND	EXPER LOSS	EXPER	CRED	FORM	INDEX	BASE	BASE	BASE	ADV
T	YRS YR	LOSS	COST 5 YRS	RATIO		RATIO	(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	LOSS	END				STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022					COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	2460	88.32	98.32	1.113	0.10	1.170	0.982	107	119	119	11.2%
102	5426	83.49	95.98	1.150	0.15	1.172	0.983	99	110	110	11.1%
108	993	93.38	54.17	0.580	0.05	1.146	0.961	113	122	122	8.0%
109	1908	101.47	92.22	0.909	0.10	1.149	0.964	123	134	134	8.9%
110	1413	133.27	166.26	1.248	0.05	1.180	0.990	137	153	153	11.7%
111	1298	73.15	108.01	1.477	0.10	1.206	1.012	82	94	94	14.6%
112	2562	89.42	80.06	0.895	0.10	1.148	0.963	110	119	119	8.2%
113	7688	87.94	92.71	1.054	0.20	1.152	0.966	110	120	120	9.1%
114	26584	78.34	101.02	1.290	0.40	1.222	1.025	92	106	106	15.2%
SW	50332	84.00	98.76	1.176		1.192					

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

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

VERISK

MARYLAND
 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
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022	RATIO		RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	2563	272.09	505.35	1.857	0.30	1.685	1.049	405	633	633	56.3%
102	5465	257.32	486.65	1.891	0.40	1.723	1.073	379	606	606	59.9%
108	1005	238.40	356.73	1.496	0.15	1.594	0.993	361	535	535	48.2%
109	1948	204.44	389.66	1.906	0.25	1.685	1.049	307	480	480	56.4%
110	1397	276.26	464.98	1.683	0.20	1.625	1.012	351	530	530	51.0%
111	1374	261.09	347.72	1.332	0.20	1.555	0.968	381	550	550	44.4%
112	2612	272.19	367.46	1.350	0.25	1.546	0.963	386	554	554	43.5%
113	7824	185.80	272.15	1.465	0.35	1.560	0.971	297	430	430	44.8%
114	26831	228.77	361.63	1.581	0.85	1.586	0.988	338	498	498	47.3%
SW	51019	231.07	372.25	1.611		1.606					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 49.1 PERCENT.

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

VERISK

MARYLAND
 COMMERCIAL AUTOMOBILE INSURANCE
 PHYSICAL DAMAGE - COMPREHENSIVE

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								BASE	BASE	BASE	
T	EARNED CAR		EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	06/30/2022	COST	06/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	698	133.52	122.42	0.917	0.10	1.159	0.975	142	149	149	4.9%
102	1668	107.95	133.79	1.239	0.15	1.194	1.004	103	111	111	7.8%
108	440	97.07	133.62	1.377	0.05	1.196	1.006	95	103	103	8.4%
109	519	129.55	206.42	1.593	0.05	1.206	1.014	133	145	145	9.0%
110	347	130.88	121.73	0.930	0.05	1.173	0.987	115	122	122	6.1%
111	731	103.03	89.83	0.872	0.05	1.170	0.984	85	90	90	5.9%
112	503	124.22	165.70	1.334	0.05	1.193	1.003	145	157	157	8.3%
113	1031	146.92	163.83	1.115	0.10	1.179	0.992	136	145	145	6.6%
114	6141	120.02	145.09	1.209	0.35	1.194	1.004	111	120	120	8.1%
SW	12078	120.46	142.88	1.186		1.189					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.8 PERCENT.

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

VERISK

MARYLAND
 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
R	ENDED	LOSS	END				STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2022	COST	06/30/2022					COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	699	434.70	689.22	1.586	0.25	1.474	1.026	569	658	658	15.6%
102	1644	370.58	534.70	1.443	0.35	1.438	1.001	444	501	501	12.8%
108	430	390.48	517.41	1.325	0.15	1.419	0.988	454	506	506	11.5%
109	524	359.48	500.65	1.393	0.20	1.427	0.994	472	529	529	12.1%
110	326	320.55	344.38	1.074	0.15	1.382	0.962	351	381	381	8.5%
111	704	353.69	498.43	1.409	0.25	1.429	0.995	380	426	426	12.1%
112	459	325.50	551.53	1.694	0.15	1.475	1.027	456	528	528	15.8%
113	1021	234.70	327.78	1.397	0.20	1.428	0.994	287	322	322	12.2%
114	6041	304.44	436.13	1.433	0.60	1.434	0.999	357	402	402	12.6%
SW	11848	325.04	466.85	1.436		1.436					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 12.8 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. <u>AVG</u>	5 YR. <u>AVG</u>
(1)	<u>ITEM</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>		
	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	MARYLAND				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
9/30/2019	15412.77	14459.79	4214.54	4341.66	25681.06	25432.38	4784.83	4748.66
12/31/2019	15246.14	14830.15	4320.23	4431.23	26080.17	25930.72	4846.28	4857.65
3/31/2020	15222.67	15210.00	4490.07	4522.65	26349.29	26438.83	4932.75	4969.14
6/30/2020	15232.83	15599.58	4693.89	4615.96	26790.16	26956.89	5110.85	5083.19
9/30/2020	15171.05	15999.14	4868.36	4711.19	27334.17	27485.10	5221.35	5199.86
12/31/2020	15566.42	16408.93	5068.44	4808.39	27886.91	28023.67	5365.64	5319.21
3/31/2021	16473.23	16829.21	5086.26	4907.59	28479.12	28572.78	5491.75	5441.29
6/30/2021	16828.25	17260.26	4929.06	5008.84	29147.18	29132.66	5442.86	5566.18
9/30/2021	17952.91	17702.36	4988.06	5112.18	29598.42	29703.51	5595.07	5693.93
12/31/2021	18480.43	18155.77	5082.92	5217.65	30329.99	30285.54	5754.29	5824.62
3/31/2022	19055.68	18620.80	5206.47	5325.30	31054.96	30878.98	5970.20	5958.30
6/30/2022	19663.40	19097.74	5510.07	5435.16	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) MARYLAND	10.6%	8.5%
	(B) MULTISTATE	8.1%	9.5%
(10)	CREDIBILITY	0.05	0.30
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	8.2%	9.2%
(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%	9.2%

* EXCLUDES MASSACHUSETTS

VERISK

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

QUARTER ENDING	MEDICAL INDEX*		HOSPITAL AND RELATED SERVICES*		INCOME LOSSES**	
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
3/31/2020	513.9	511.7	913.8	909.4	806.90	819.20
6/30/2020	519.0	515.0	919.8	917.0	842.47	830.95
9/30/2020	522.8	518.3	923.6	924.6	844.60	842.86
12/31/2020	519.8	521.7	927.1	932.3	857.90	854.95
3/31/2021	523.7	525.0	940.0	940.0	859.53	867.21
6/30/2021	523.8	528.4	945.0	947.9	882.83	879.65
9/30/2021	524.7	531.8	954.4	955.8	894.20	892.27
12/31/2021	528.8	535.2	960.6	963.7	907.90	905.06
3/31/2022	537.2	538.6	972.5	971.7	917.33	918.04
6/30/2022	543.9	542.1	980.8	979.8	934.23	931.21
9/30/2022	553.1	545.6	992.6	988.0	940.53	944.56
12/31/2022	551.9	549.1	996.2	996.2	955.87	958.11

	(A) MEDICAL	(B) HOSPITAL	(C) COMBINED+	(D) INCOME
(1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT)	2.6%	3.4%	3.0%	5.9%
(2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST 0.79*(1C) + 0.21*(1D). BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING.				3.6%
(3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%
(4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS (1.0 + (2)) * (1.0 + (3))				3.6%
* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX BASED ON CONSUMER PRICE INDEX.				
** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.				
+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE IN INDEX = {(1A) * .5} + (1B) * .5}.				

VERISK

CLAIM COST TREND DATA FOR PIP
PRIVATE PASSENGER TYPES
MARYLAND

QUARTER ENDING	MEDICAL INDEX*		HOSPITAL AND RELATED SERVICES*		INCOME LOSSES**	
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
3/31/2020	513.9	511.7	913.8	909.4	806.90	819.20
6/30/2020	519.0	515.0	919.8	917.0	842.47	830.95
9/30/2020	522.8	518.3	923.6	924.6	844.60	842.86
12/31/2020	519.8	521.7	927.1	932.3	857.90	854.95
3/31/2021	523.7	525.0	940.0	940.0	859.53	867.21
6/30/2021	523.8	528.4	945.0	947.9	882.83	879.65
9/30/2021	524.7	531.8	954.4	955.8	894.20	892.27
12/31/2021	528.8	535.2	960.6	963.7	907.90	905.06
3/31/2022	537.2	538.6	972.5	971.7	917.33	918.04
6/30/2022	543.9	542.1	980.8	979.8	934.23	931.21
9/30/2022	553.1	545.6	992.6	988.0	940.53	944.56
12/31/2022	551.9	549.1	996.2	996.2	955.87	958.11

	(A) MEDICAL	(B) HOSPITAL	(C) COMBINED+	(D) INCOME
(1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT)	2.6%	3.4%	3.0%	5.9%
(2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST 0.84*(1C) + 0.16*(1D). BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING.				3.5%
(3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%
(4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS (1.0 + (2)) * (1.0 + (3))				3.5%

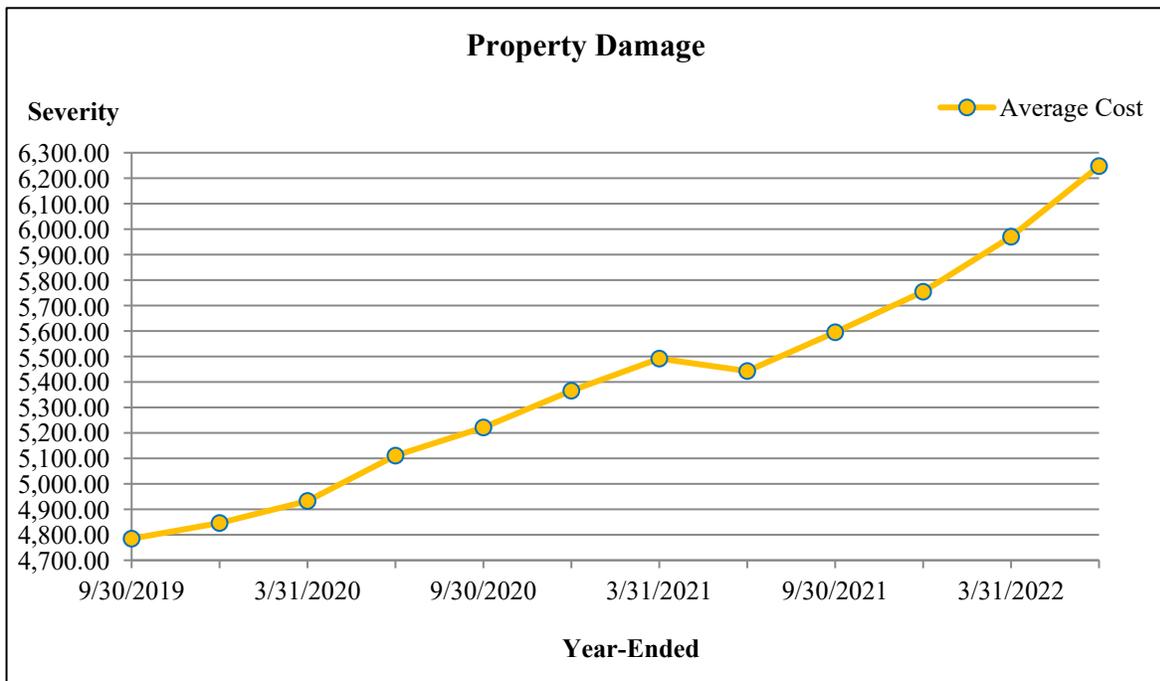
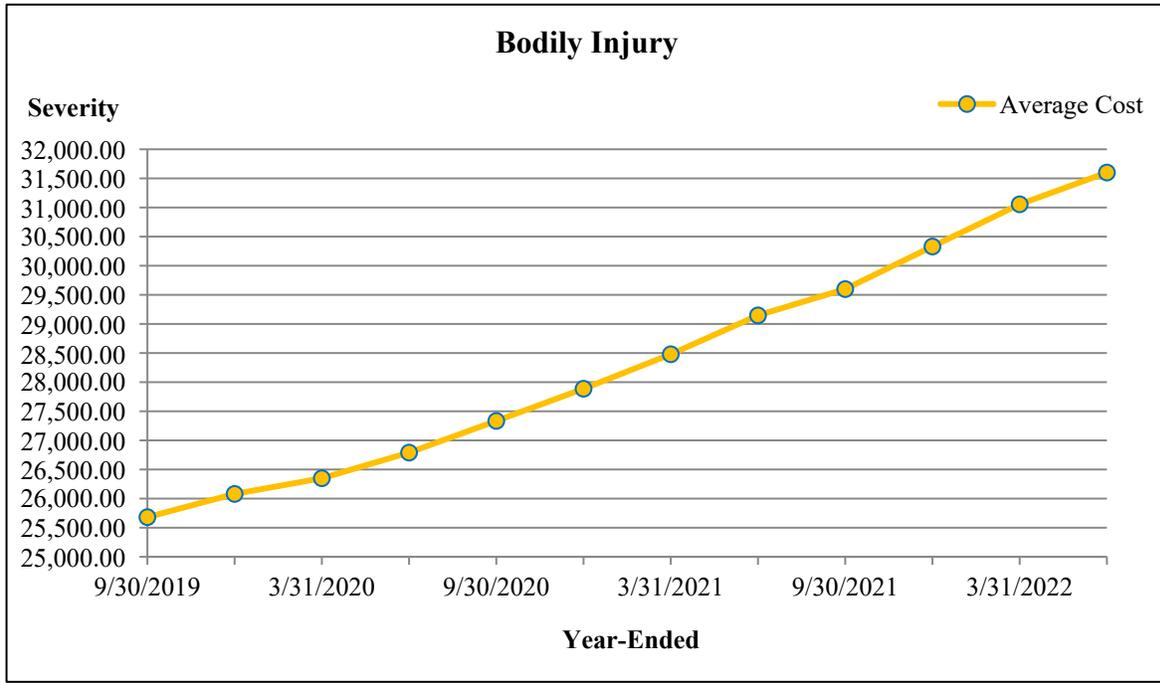
* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX BASED ON CONSUMER PRICE INDEX.

** INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.

+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE IN INDEX = {(1A) * .5} + (1B) * .5}.

VERISK

Commercial Automobile Liability
Average Paid Claim Cost Experience
Multistate*



*Excludes Massachusetts

VERISK

COMMERCIAL AUTO LIABILITY
INCURRED CLAIM FREQUENCY

MULTISTATE*

TRUCKS, TRACTORS, AND TRAILERS

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
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%

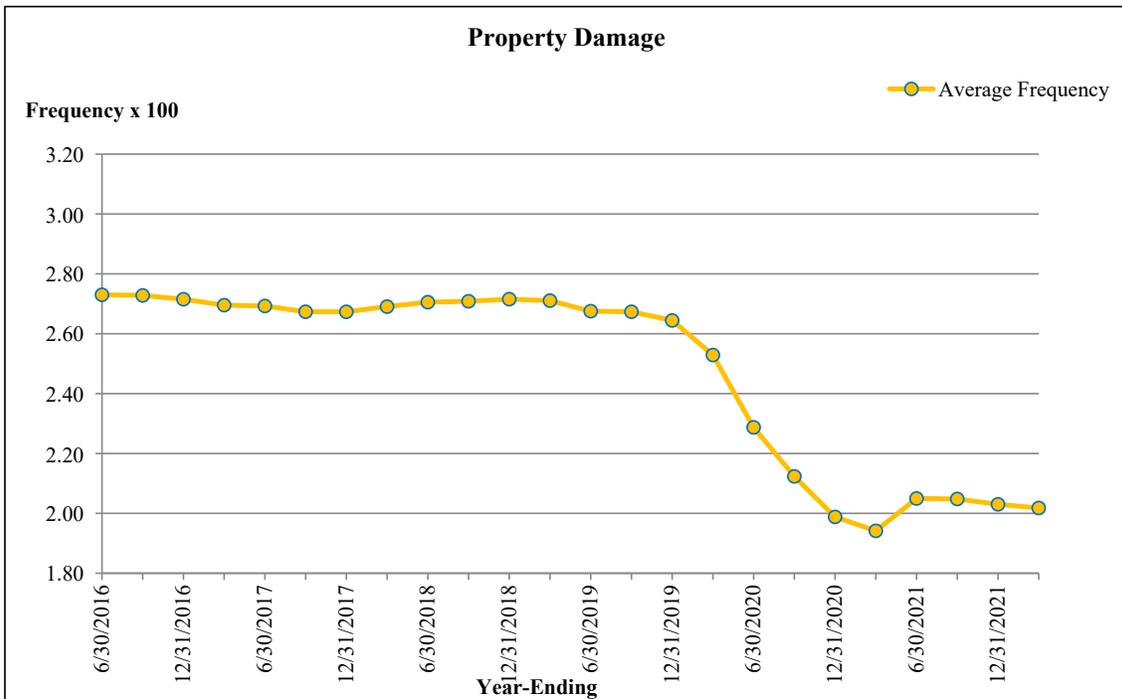
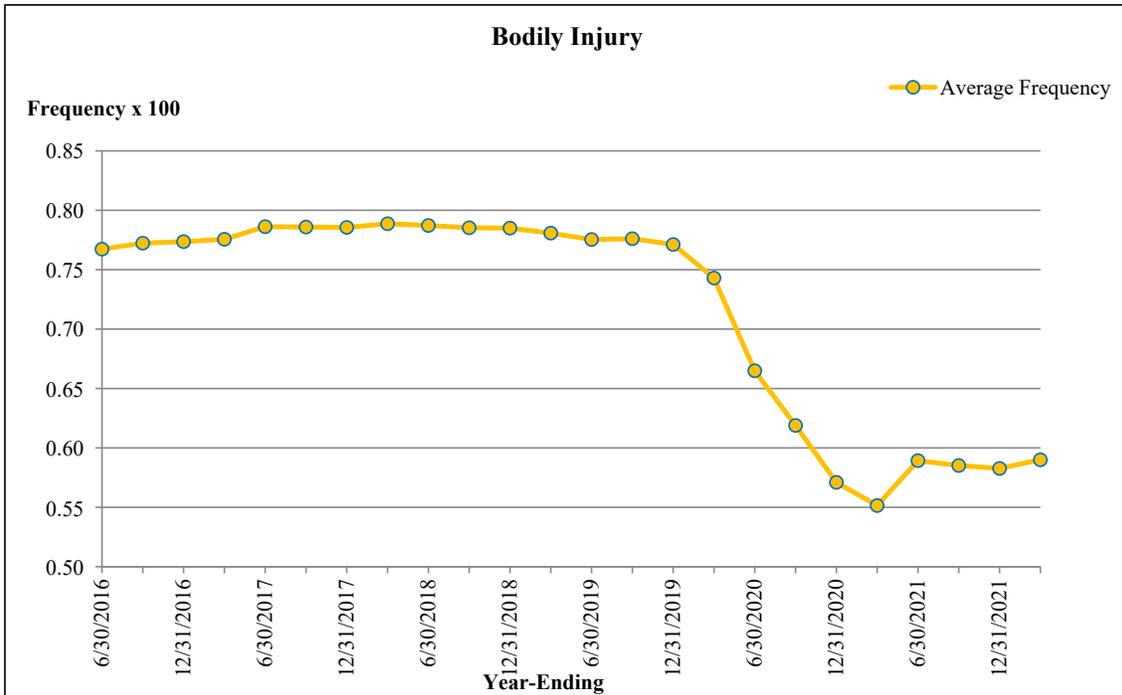
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

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

VERISK

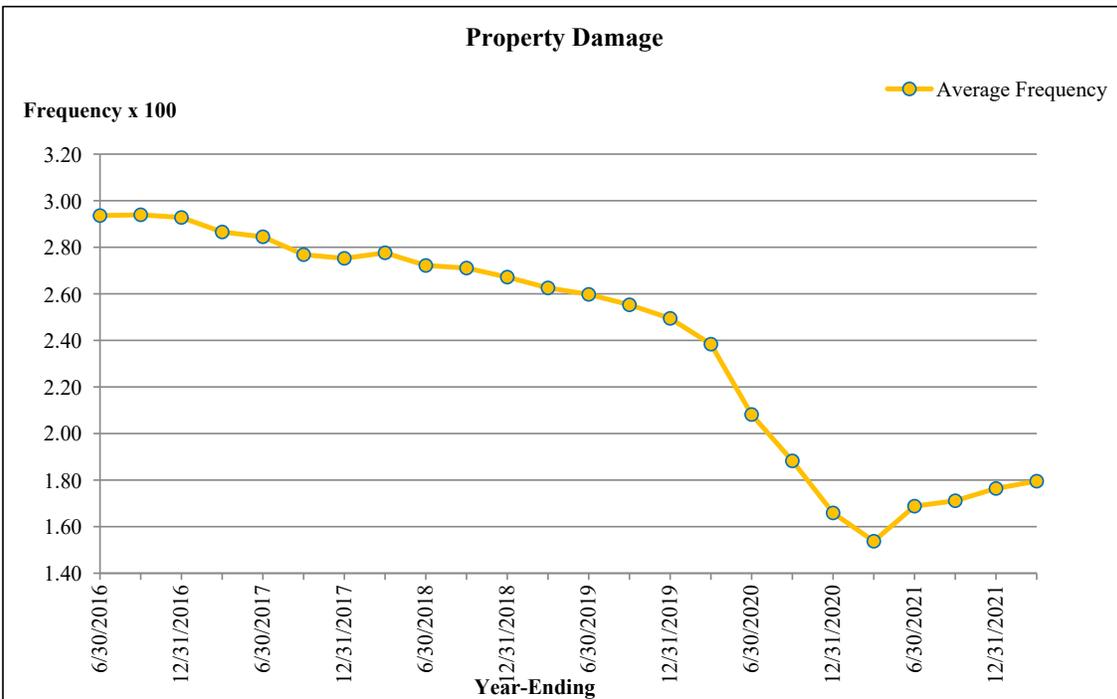
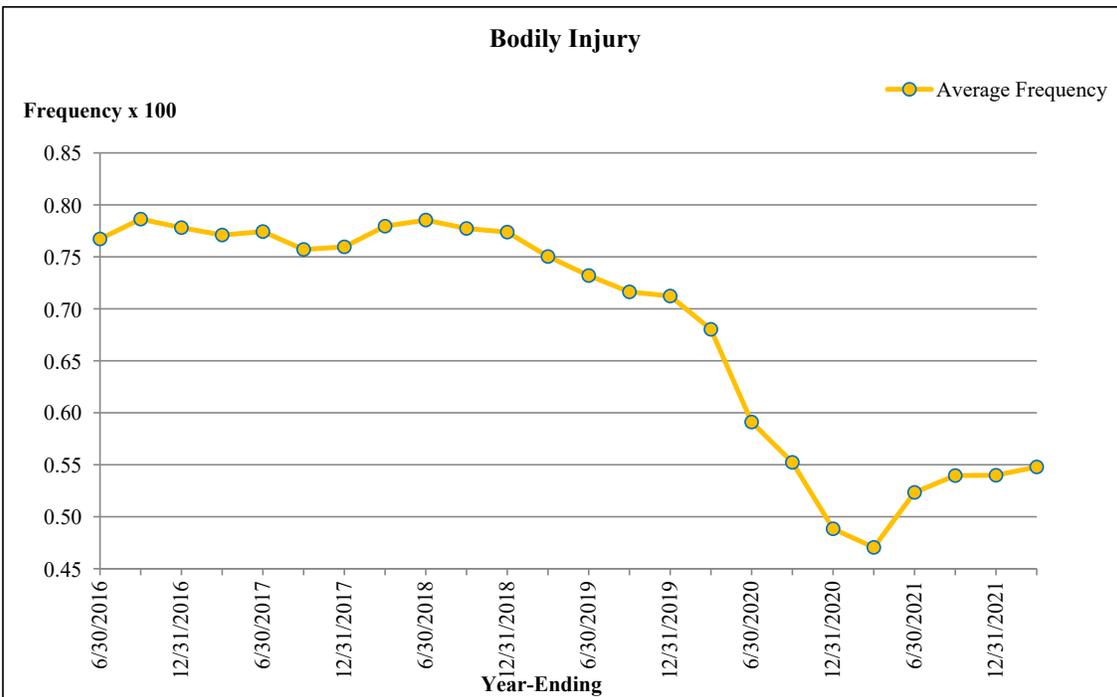
Commercial Automobile Liability
 Incurred Claim Frequency Experience
 Trucks, Tractors, and Trailers
 Multistate*



*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%

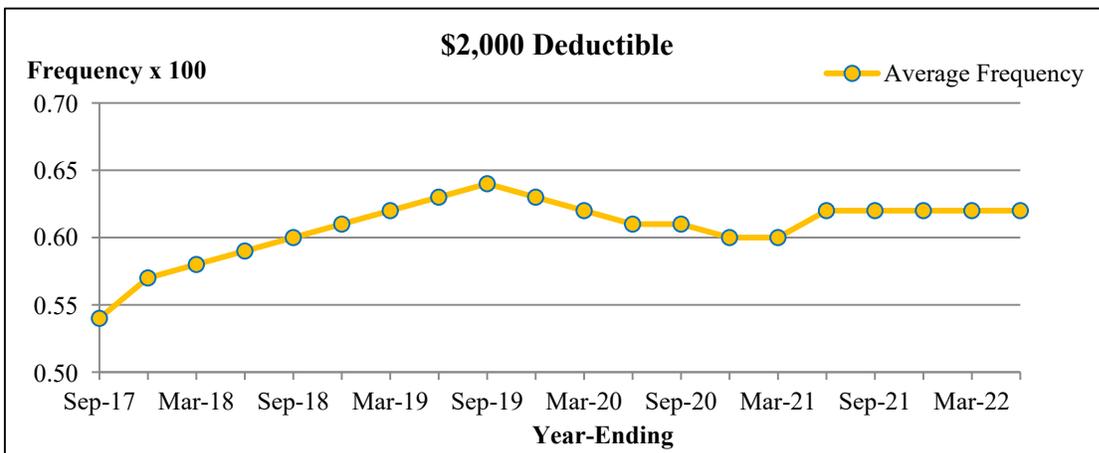
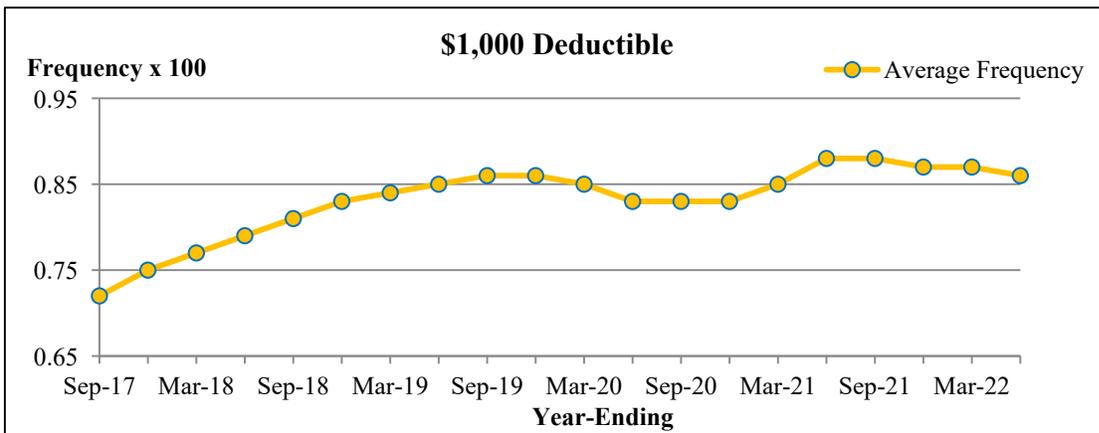
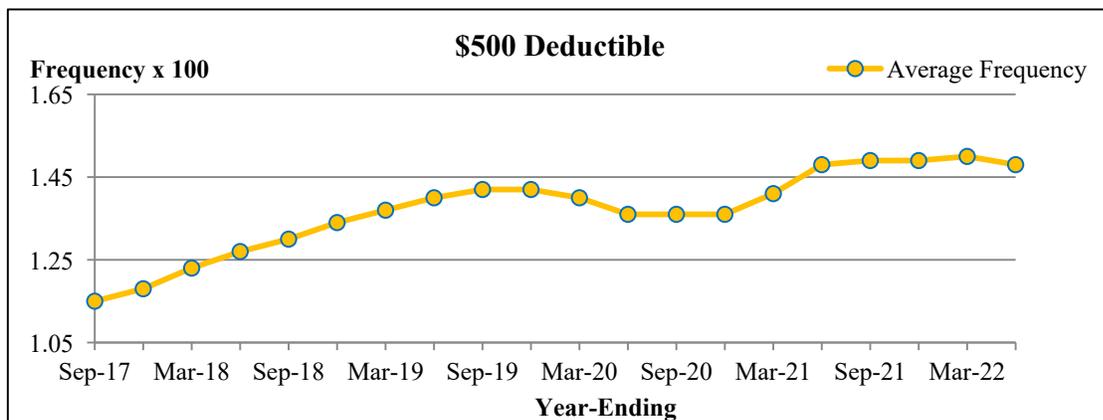
* Multistate data excludes Massachusetts

** 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%

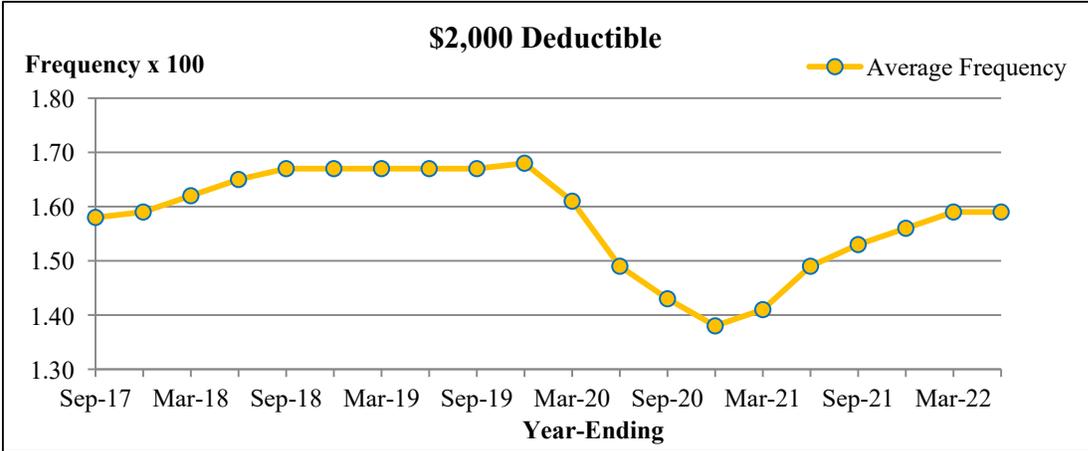
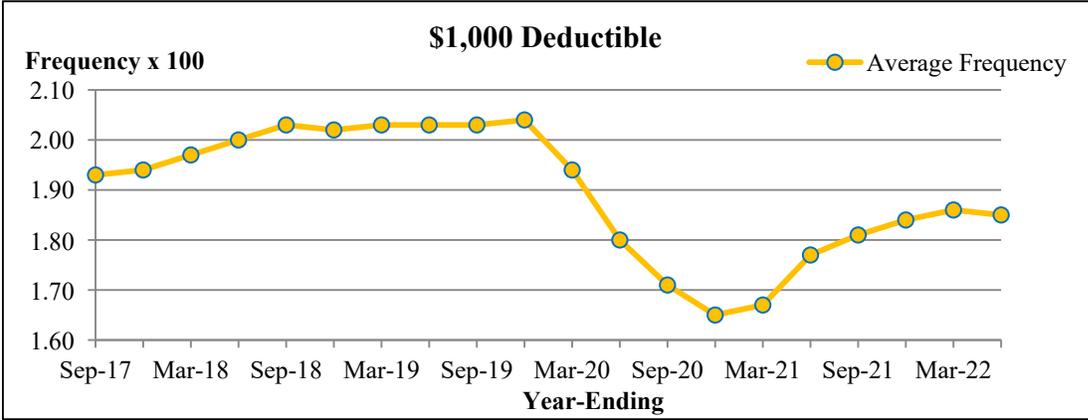
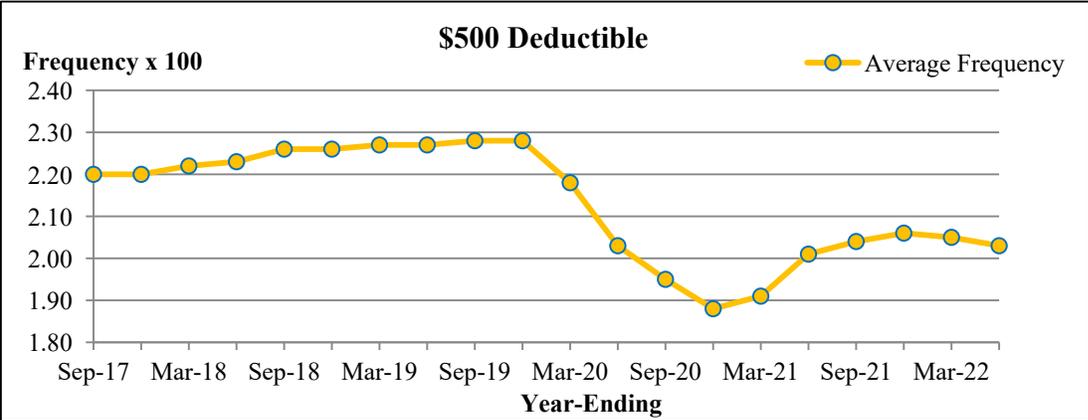
* Multistate data excludes Massachusetts

** 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:

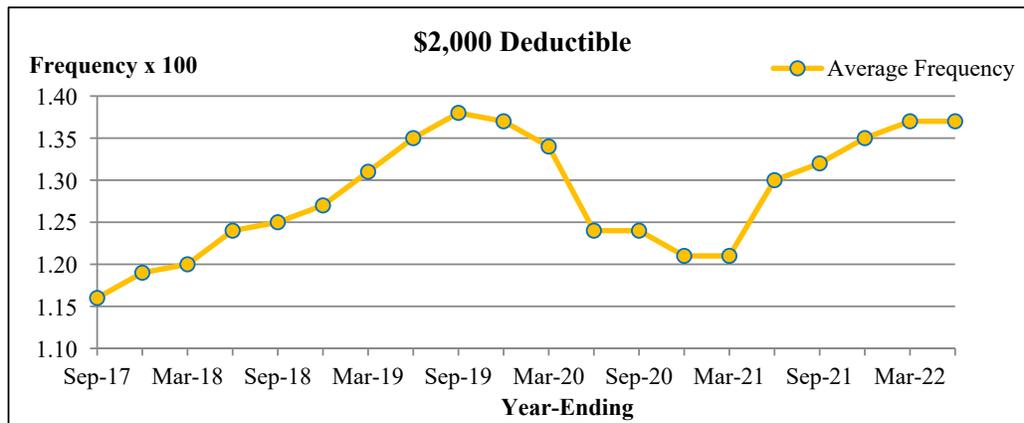
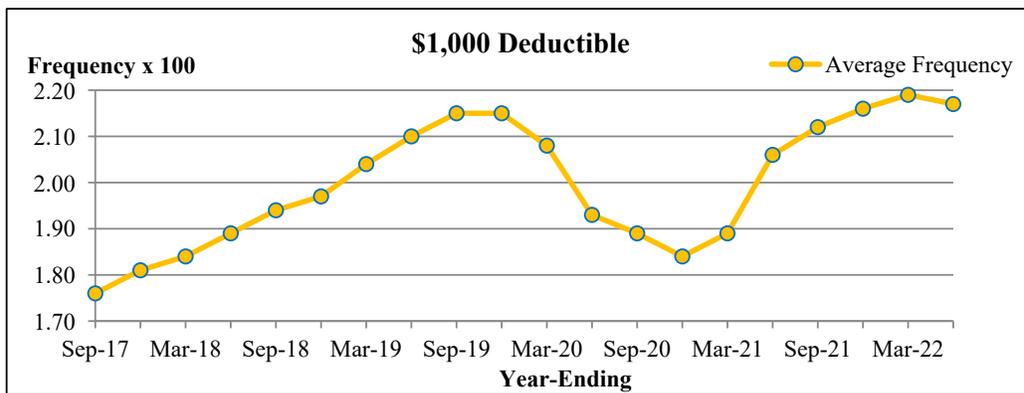
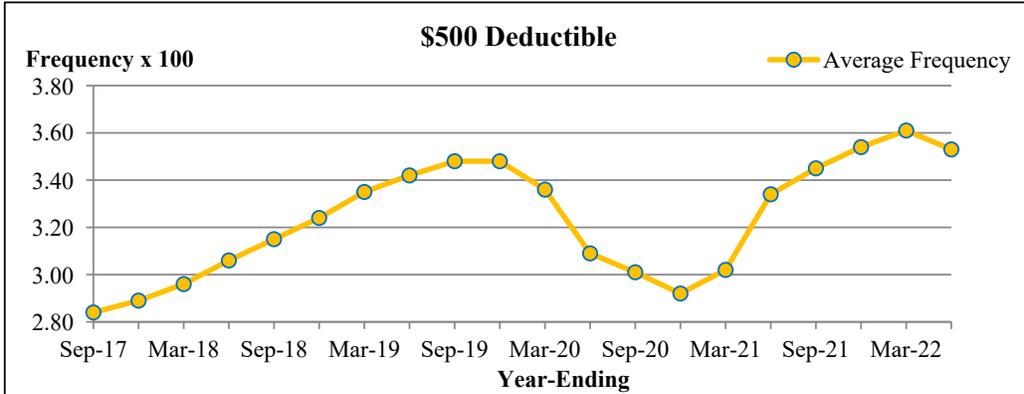
Deductible:	Percent of Losses
Full	0.6%
\$50	0.4%
\$100	2.8%
\$200	0.5%
\$250	11.0%
\$500	37.5%
\$1,000	42.1%
\$2,000	3.2%
\$3,000	0.8%
\$5,000	1.0%

* 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%

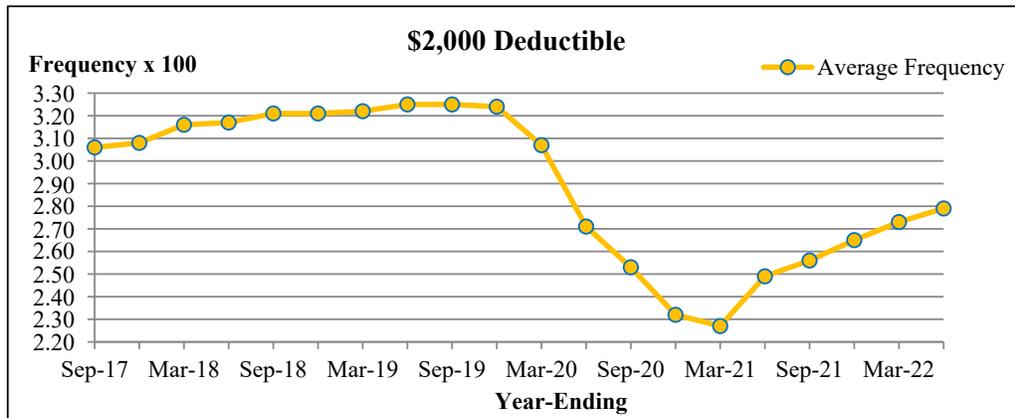
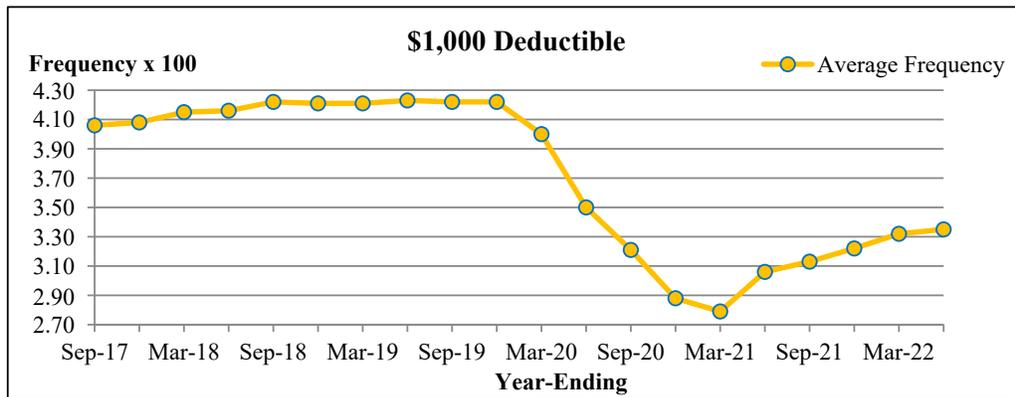
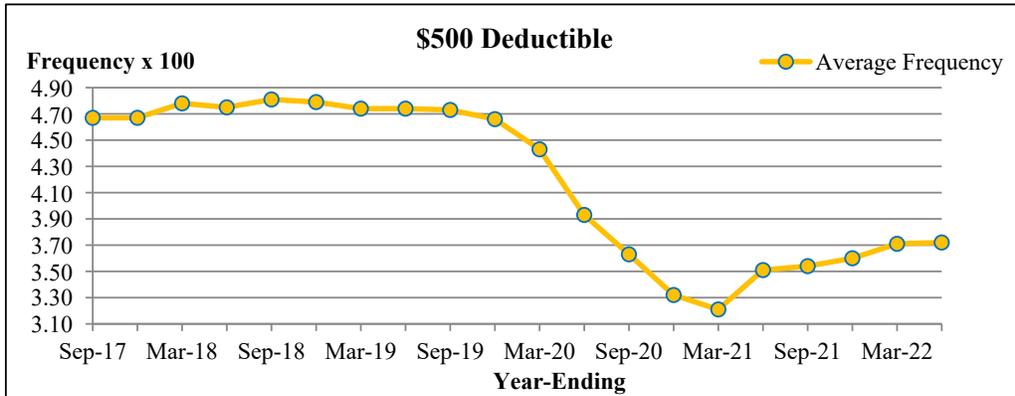
* Multistate data excludes Massachusetts

** 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

MARYLAND
 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	13,159,327	13,810,440	14,990,092	1.049	1.085	
06/30/2012	12,584,723	14,926,265	16,024,471	1.186	1.074	
06/30/2013	12,543,313	15,102,712	16,526,630	1.204	1.094	
06/30/2014	13,296,489	16,011,337	17,716,706	1.204	1.107	
06/30/2015	13,464,093	15,314,034	16,950,717	1.137	1.107	
06/30/2016	15,951,946	18,661,730	20,706,255	1.170	1.110	
06/30/2017	18,603,622	21,691,896	22,837,437	1.166	1.053	
06/30/2018	16,783,240	19,393,801	21,092,292	1.156	1.088	
06/30/2019	16,352,688	18,665,141	20,198,559	1.141	1.082	
06/30/2020	13,209,401	16,396,910	17,458,158	1.241	1.065	
06/30/2021	14,607,778	16,111,472		1.103		
06/30/2022	16,920,355					
(1) Average Factor (Best 3 of 5) :				(A) State	1.154	1.078
				(B) Multistate	1.269	1.122
(2) Credibility					0.950	0.830
(3) Credibility Weighted Factors					1.160	1.085

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	13,067,576	13,353,650	13,324,350	1.022	0.998	
06/30/2012	12,397,652	12,814,711	12,947,224	1.034	1.010	
06/30/2013	12,103,610	12,622,243	12,752,225	1.043	1.010	
06/30/2014	12,420,837	12,672,443	12,669,775	1.020	1.000	
06/30/2015	12,316,690	13,004,434	12,944,639	1.056	0.995	
06/30/2016	14,118,241	14,810,822	14,855,223	1.049	1.003	
06/30/2017	15,064,258	15,624,360	15,735,096	1.037	1.007	
06/30/2018	16,339,452	16,902,598	16,964,491	1.034	1.004	
06/30/2019	17,752,130	18,389,919	18,527,557	1.036	1.007	
06/30/2020	15,302,486	15,627,856	15,611,022	1.021	0.999	
06/30/2021	13,678,401	14,362,015		1.050		
06/30/2022	17,752,334					
(1) Average Factor (Best 3 of 5) :				(A) State	1.036	1.005
				(B) Multistate	1.047	1.010
(2) Credibility					0.970	0.000
(3) Credibility Weighted Factors					1.036	1.010

Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.078	1.008
27 to Ultimate	1.170	1.018
15 to Ultimate	1.357	1.055

** 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				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
	06/30/2011	1.228	1.116	1.045
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				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
	06/30/2011	1.034	1.005	1.000
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			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
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	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
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

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

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2013	785,113	756,927	753,114	751,725	749,262
06/30/2014	685,580	670,842	674,067	669,340	666,843
06/30/2015	712,965	681,555	679,212	670,362	670,775
06/30/2016	806,164	758,452	754,481	750,055	751,331
06/30/2017	838,665	842,548	835,979	838,747	840,128
06/30/2018	881,529	835,503	821,192	825,309	823,156
06/30/2019	821,911	804,817	797,509	802,882	
06/30/2020	710,749	689,175	702,224		
06/30/2021	568,717	565,893			
06/30/2022	603,934				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2013	0.964	0.995	0.998	0.997
06/30/2014	0.979	1.005	0.993	0.996
06/30/2015	0.956	0.997	0.987	1.001
06/30/2016	0.941	0.995	0.994	1.002
06/30/2017	1.005	0.992	1.003	1.002
06/30/2018	0.948	0.983	1.005	0.997
06/30/2019	0.979	0.991	1.007	
06/30/2020	0.970	1.019		
06/30/2021	0.995			

Average Factor:				
(Best 3 of 5)	0.981	0.993	1.001	1.000
(Latest 3)	0.981	0.998	1.005	1.000
(Latest 5)	0.979	0.996	0.999	1.000

Selected Factor:	0.981	0.993	1.001	1.000
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Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.001
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.994
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.975

(A) Includes Basic Benefits Losses.

VERISK

MARYLAND
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	3,054,709	3,593,835	3,774,390	1.176	1.050	
06/30/2012	3,263,966	3,520,910	3,615,355	1.079	1.027	
06/30/2013	3,269,485	3,282,386	3,362,038	1.004	1.024	
06/30/2014	3,069,914	3,111,314	3,344,255	1.013	1.075	
06/30/2015	3,104,871	3,226,547	3,693,555	1.039	1.145	
06/30/2016	3,352,777	3,737,624	3,792,791	1.115	1.015	
06/30/2017	3,324,911	3,892,141	4,218,357	1.171	1.084	
06/30/2018	3,103,380	3,254,835	3,419,245	1.049	1.051	
06/30/2019	3,094,779	3,474,192	3,619,004	1.123	1.042	
06/30/2020	2,284,805	2,746,388	3,004,353	1.202	1.094	
06/30/2021	2,345,559	2,354,659		1.004		
06/30/2022	2,894,296					
(1) Average Factor (Best 3 of 5) :				(A) State	1.114	1.059
				(B) Multistate	1.268	1.120
(2) Credibility					0.840	0.700
(3) Credibility Weighted Factors					1.139	1.077

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	2,792,020	2,871,583	2,853,129	1.028	0.994	
06/30/2012	2,963,955	3,038,995	3,021,089	1.025	0.994	
06/30/2013	2,802,085	2,895,294	2,902,085	1.033	1.002	
06/30/2014	2,449,146	2,535,028	2,540,961	1.035	1.002	
06/30/2015	2,799,686	2,889,936	2,911,553	1.032	1.007	
06/30/2016	2,863,062	3,058,231	3,089,296	1.068	1.010	
06/30/2017	2,858,036	2,921,525	2,899,547	1.022	0.992	
06/30/2018	2,957,879	3,069,124	3,109,598	1.038	1.013	
06/30/2019	2,819,916	2,916,017	2,889,797	1.034	0.991	
06/30/2020	2,404,535	2,577,261	2,587,849	1.072	1.004	
06/30/2021	2,091,840	2,179,555		1.042		
06/30/2022	2,818,164					
(1) Average Factor (Best 3 of 5) :				(A) State	1.038	1.002
				(B) Multistate	1.049	1.007
(2) Credibility					0.920	0.000
(3) Credibility Weighted Factors					1.039	1.007

Summary of Factors

	Bodily <u>Injury</u>	Property <u>Damage</u>
39 to Ultimate **	1.080	1.004
27 to Ultimate	1.163	1.011
15 to Ultimate	1.325	1.050

** 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				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
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				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
	06/30/2011	1.034	1.007	1.002
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

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

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>
06/30/2013	360,029	364,737	366,878	374,177	374,177
06/30/2014	356,997	341,753	345,554	344,554	347,054
06/30/2015	379,220	373,560	383,348	385,616	384,923
06/30/2016	353,866	360,126	353,446	353,446	353,446
06/30/2017	345,466	327,031	320,511	320,511	320,511
06/30/2018	321,247	303,161	301,430	305,918	306,679
06/30/2019	317,226	305,413	306,325	307,646	
06/30/2020	256,993	246,729	245,451		
06/30/2021	147,757	148,701			
06/30/2022	184,170				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2013	1.013	1.006	1.020	1.000
06/30/2014	0.957	1.011	0.997	1.007
06/30/2015	0.985	1.026	1.006	0.998
06/30/2016	1.018	0.981	1.000	1.000
06/30/2017	0.947	0.980	1.000	1.000
06/30/2018	0.944	0.994	1.015	1.002
06/30/2019	0.963	1.003	1.004	
06/30/2020	0.960	0.995		
06/30/2021	1.006			
Average Factor: (Best 3 of 5)	0.957	0.990	1.003	1.001
(Latest 3)	0.976	0.997	1.006	1.001
(Latest 5)	0.964	0.991	1.005	1.001
Selected Factor:	0.957	0.990	1.003	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.001
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.994
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.951

(A) Includes Basic Benefits Losses.

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
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				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
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	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
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 Ending	\$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 Ending	<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

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

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>
06/30/2013	26,602	21,357	20,814	20,316	20,316
06/30/2014	14,575	17,518	17,518	17,518	17,518
06/30/2015	6,277	882	882	882	882
06/30/2016	11,744	11,744	11,744	11,744	11,744
06/30/2017	13,272	13,272	13,272	13,272	13,272
06/30/2018	26,718	21,718	21,718	21,718	21,718
06/30/2019	19,379	26,191	26,191	26,191	
06/30/2020	18,080	12,619	12,619		
06/30/2021	7,142	9,595			
06/30/2022	15,000				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2013	0.803	0.975	0.976	1.000
06/30/2014	1.202	1.000	1.000	1.000
06/30/2015	0.141	1.000	1.000	1.000
06/30/2016	1.000	1.000	1.000	1.000
06/30/2017	1.000	1.000	1.000	1.000
06/30/2018	0.813	1.000	1.000	1.000
06/30/2019	1.352	1.000	1.000	
06/30/2020	0.698	1.000		
06/30/2021	1.343			

Average Factor:				
(Best 3 of 5)	1.052	1.000	1.000	1.000
(Latest 3)	1.131	1.000	1.000	1.000
(Latest 5)	1.041	1.000	1.000	1.000

Selected Factor:	1.052	1.000	1.000	1.000
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Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.000
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.052

(A) Includes Basic Benefits Losses.

VERISK

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

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
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 Ending	<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 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	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 <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	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 <u>Ending</u>	<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 <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	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 <u>Ending</u>	<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 <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	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 <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	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	PIP
	Taxis & Limos	4.02	5.07
	School and Church Buses	0.38	0.62
	Other Buses	3.16	5.91
	Van Pools	0.95	0.68
(2)	Public Automobiles Physical Damage		
	Taxis, Limos and Van Pools		
	Other Than Collision:	1.52	
	Collision	2.25	
	School, Church, and Other Buses		
	Other Than Collision:	0.68	
	Collision	0.63	
(3)	PIP Relativities		
	Class of Business		
	PPT principally operated by employees	0.650	
(4)	Specified Cause of Loss Relativity	0.720	
	This factor is used for Trucks, Tractors and Trailers and Private Passenger Types.		
(5)	The loss cost for hired autos is set forth in Section E. It applies in all territories and is calculated as 0.25% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.		

VERISK

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

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

* EXCLUDES MASSACHUSETTS

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

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

VERISK

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

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

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

	O.T.C	COLL.
	1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

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

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

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

Accident Year <u>Ending</u>	<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 <u>Ending</u>	<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%

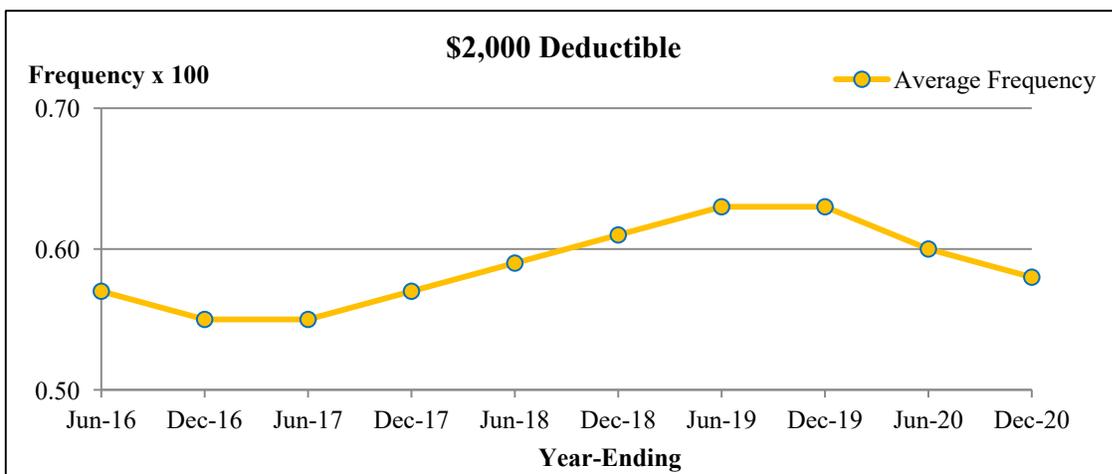
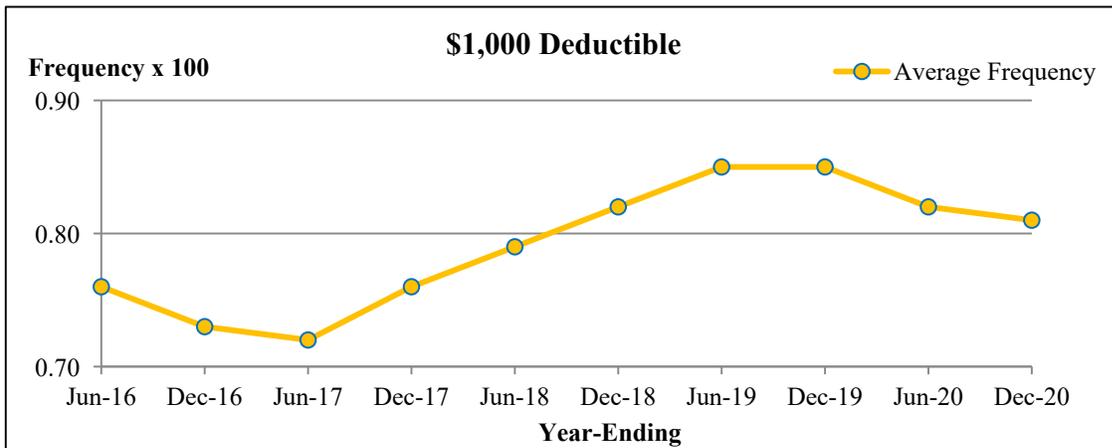
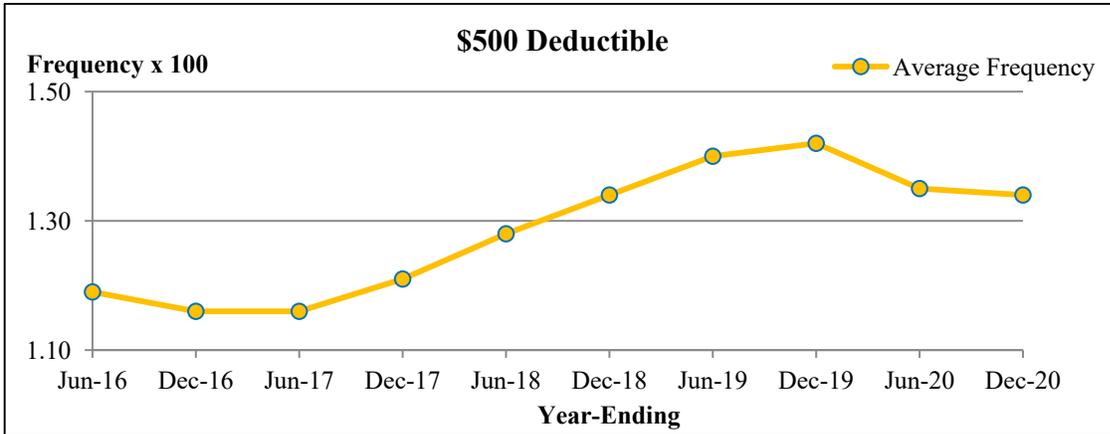
* Multistate data excludes Massachusetts

** 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%

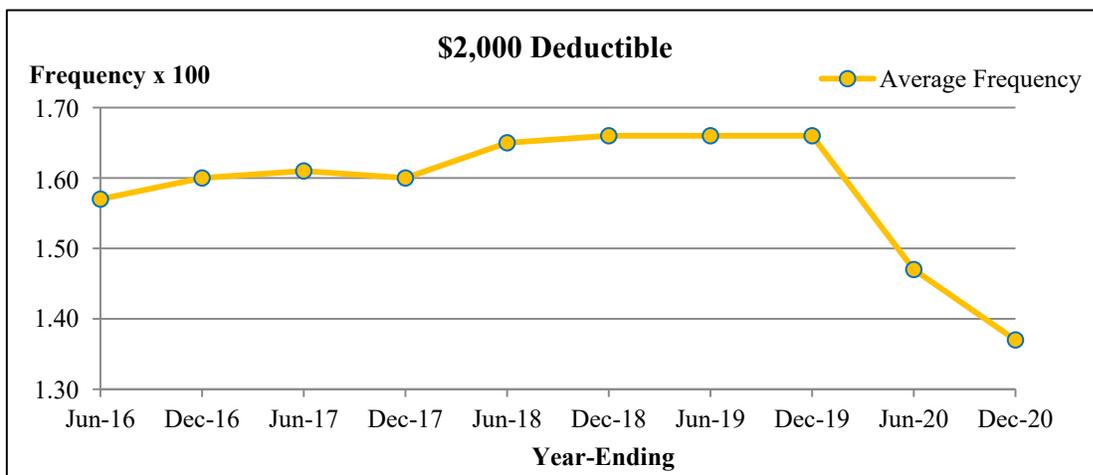
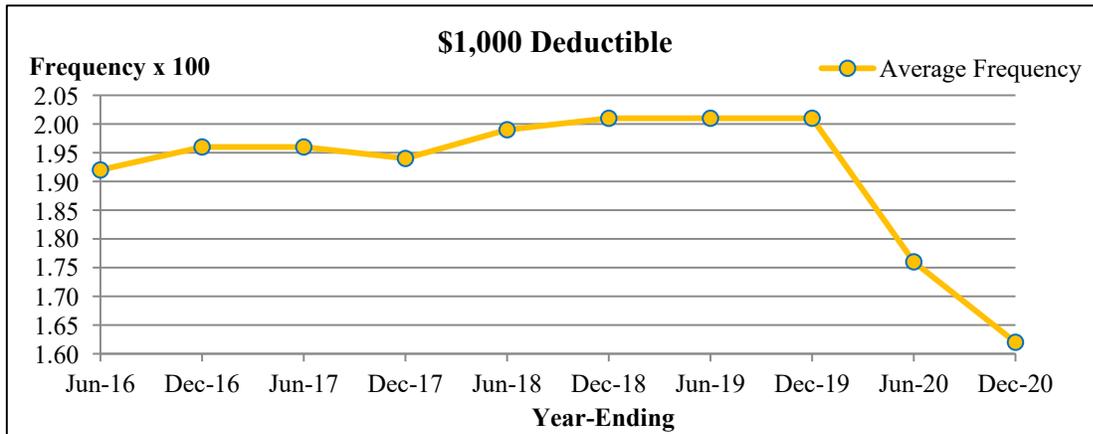
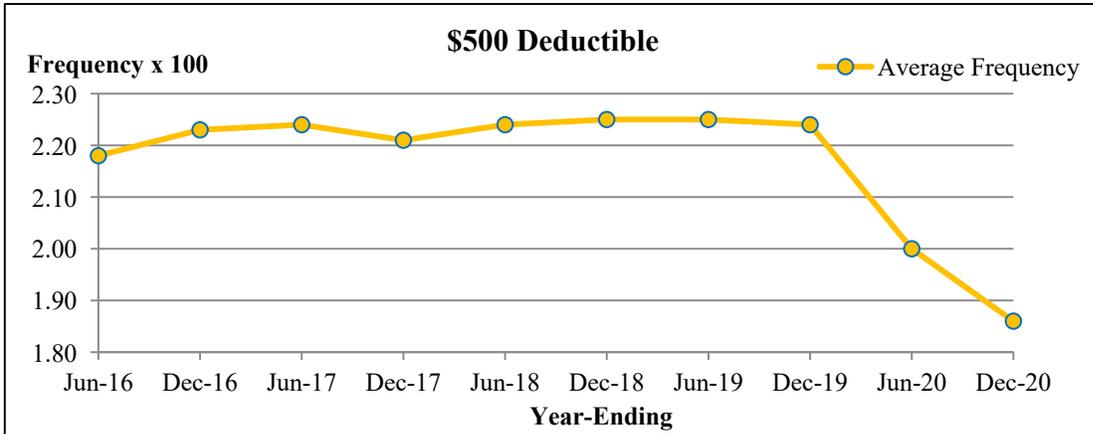
* Multistate data excludes Massachusetts

** 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.

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

**MARYLAND (19)
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			
\$ 972	\$8.00	All Autos \$ 19	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 693	\$9.00	Not Principally Operated By Employees \$ 31	Principally Operated By Employees \$ 20
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 3907	\$214.00	All Autos \$ 96	
– SCHOOL AND CHURCH BUSES			
\$ 369	\$35.00	All Autos \$ 12	
– OTHER BUSES			
\$ 3072	\$190.00	All Autos \$ 112	
– VAN POOLS			
\$ 923	\$8.00	All Autos \$ 13	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 740	Refer to Rule 249.	All Autos \$ 16	
<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. 			

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 775	\$6.00	All Autos \$ 15	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 614	\$9.00	Not Principally Operated By Employees \$ 34	Principally Operated By Employees \$ 22
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 3116	\$159.00	All Autos \$ 76	
– SCHOOL AND CHURCH BUSES			
\$ 295	\$28.00	All Autos \$ 9	
– OTHER BUSES			
\$ 2449	\$203.00	All Autos \$ 89	
– VAN POOLS			
\$ 736	\$5.00	All Autos \$ 10	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 590	Refer to Rule 249.	All Autos \$ 12	
<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. 			

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

**MARYLAND (19)
TERRITORY 108**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 881	\$6.00	All Autos \$ 15	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 552	\$9.00	Not Principally Operated By Employees \$ 22	Principally Operated By Employees \$ 14
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 3542	\$144.00	All Autos \$ 76	
– SCHOOL AND CHURCH BUSES			
\$ 335	\$20.00	All Autos \$ 9	
– OTHER BUSES			
\$ 2784	\$162.00	All Autos \$ 89	
– VAN POOLS			
\$ 837	\$4.00	All Autos \$ 10	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 670	Refer to Rule 249.	All Autos \$ 12	
<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. 			

COMMERCIAL LINES MANUAL
DIVISION ONE
AUTOMOBILE
LOSS COST PAGES

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits	
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
\$ 855	\$6.00	All Autos \$ 10	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 625	\$9.00	Not Principally Operated By Employees \$ 27	Principally Operated By Employees \$ 18
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 3437	\$144.00	All Autos \$ 51	
– SCHOOL AND CHURCH BUSES			
\$ 325	\$23.00	All Autos \$ 6	
– OTHER BUSES			
\$ 2702	\$192.00	All Autos \$ 59	
– VAN POOLS			
\$ 812	\$4.00	All Autos \$ 7	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 651	Refer to Rule 249.	All Autos \$ 8	
<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			
\$ 792	\$4.00	All Autos \$ 11	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 538	\$9.00	Not Principally Operated By Employees \$ 25	Principally Operated By Employees \$ 16
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 3184	\$98.00	All Autos \$ 56	
– SCHOOL AND CHURCH BUSES			
\$ 301	\$16.00	All Autos \$ 7	
– OTHER BUSES			
\$ 2503	\$106.00	All Autos \$ 65	
– VAN POOLS			
\$ 752	\$3.00	All Autos \$ 7	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 602	Refer to Rule 249.	All Autos \$ 9	
<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			
\$ 763	\$6.00	All Autos \$ 16	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 565	\$9.00	Not Principally Operated By Employees \$ 19	Principally Operated By Employees \$ 12
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 3067	\$163.00	All Autos \$ 81	
– SCHOOL AND CHURCH BUSES			
\$ 290	\$20.00	All Autos \$ 10	
– OTHER BUSES			
\$ 2411	\$164.00	All Autos \$ 95	
– VAN POOLS			
\$ 725	\$6.00	All Autos \$ 11	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 580	Refer to Rule 249.	All Autos \$ 13	
<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			
\$ 997	\$6.00	All Autos \$ 15	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 639	\$9.00	Not Principally Operated By Employees \$ 42	Principally Operated By Employees \$ 27
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 4008	\$147.00	All Autos \$ 76	
– SCHOOL AND CHURCH BUSES			
\$ 379	\$20.00	All Autos \$ 9	
– OTHER BUSES			
\$ 3151	\$157.00	All Autos \$ 89	
– VAN POOLS			
\$ 947	\$5.00	All Autos \$ 10	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 758	Refer to Rule 249.	All Autos \$ 12	
<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			
\$ 344	\$3.00	All Autos \$ 4	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 292	\$9.00	Not Principally Operated By Employees \$ 12	Principally Operated By Employees \$ 8
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 1383	\$52.00	All Autos \$ 20	
– SCHOOL AND CHURCH BUSES			
\$ 131	\$12.00	All Autos \$ 2	
– OTHER BUSES			
\$ 1087	\$92.00	All Autos \$ 24	
– VAN POOLS			
\$ 327	\$3.00	All Autos \$ 3	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 262	Refer to Rule 249.	All Autos \$ 3	
<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			
\$ 594	\$4.00	All Autos \$ 8	
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
\$ 419	\$9.00	Not Principally Operated By Employees \$ 17	Principally Operated By Employees \$ 11
RULE 240. PUBLIC AUTO CLASSIFICATIONS –			
– TAXICABS AND LIMOUSINES			
\$ 2388	\$52.00	All Autos \$ 41	
– SCHOOL AND CHURCH BUSES			
\$ 226	\$16.00	All Autos \$ 5	
– OTHER BUSES			
\$ 1877	\$97.00	All Autos \$ 47	
– VAN POOLS			
\$ 564	\$3.00	All Autos \$ 5	
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT			
\$ 452	Refer to Rule 249.	All Autos \$ 7	
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. ● For liability increased limits factors, refer to Rule 300. ● Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 86	\$ 119	\$ 633
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 107	\$ 149	\$ 658
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 131	\$ 181	\$ 1424
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 81	\$ 399
– OTHER BUSES			
	\$ 58	\$ 81	\$ 399
– VAN POOLS			
	\$ 131	\$ 181	\$ 1424
<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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**MARYLAND (19)
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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 79	\$ 110	\$ 606
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 80	\$ 111	\$ 501
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 120	\$ 167	\$ 1364
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 75	\$ 382
– OTHER BUSES			
	\$ 54	\$ 75	\$ 382
– VAN POOLS			
	\$ 120	\$ 167	\$ 1364
<ul style="list-style-type: none"> ● For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. ● For Private Passenger Types Classifications, refer to Rule 232. for premium development. ● For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. ● For Deductible factors, refer to Rule 298. ● For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 88	\$ 122	\$ 535
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 74	\$ 103	\$ 506
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 134	\$ 185	\$ 1204
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 83	\$ 337
– OTHER BUSES			
	\$ 60	\$ 83	\$ 337
– VAN POOLS			
	\$ 134	\$ 185	\$ 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			
	\$ 96	\$ 134	\$ 480
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 104	\$ 145	\$ 529
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 146	\$ 204	\$ 1080
– SCHOOL AND CHURCH BUSES			
	\$ 65	\$ 91	\$ 302
– OTHER BUSES			
	\$ 65	\$ 91	\$ 302
– VAN POOLS			
	\$ 146	\$ 204	\$ 1080
<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			
	\$ 110	\$ 153	\$ 530
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 88	\$ 122	\$ 381
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 167	\$ 233	\$ 1193
– SCHOOL AND CHURCH BUSES			
	\$ 75	\$ 104	\$ 334
– OTHER BUSES			
	\$ 75	\$ 104	\$ 334
– VAN POOLS			
	\$ 167	\$ 233	\$ 1193
<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			
	\$ 68	\$ 94	\$ 550
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 65	\$ 90	\$ 426
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 103	\$ 143	\$ 1238
– SCHOOL AND CHURCH BUSES			
	\$ 46	\$ 64	\$ 347
– OTHER BUSES			
	\$ 46	\$ 64	\$ 347
– VAN POOLS			
	\$ 103	\$ 143	\$ 1238
<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			
	\$ 86	\$ 119	\$ 554
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 113	\$ 157	\$ 528
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 131	\$ 181	\$ 1247
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 81	\$ 349
– OTHER BUSES			
	\$ 58	\$ 81	\$ 349
– VAN POOLS			
	\$ 131	\$ 181	\$ 1247
<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			
	\$ 86	\$ 120	\$ 430
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 104	\$ 145	\$ 322
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 131	\$ 182	\$ 968
– SCHOOL AND CHURCH BUSES			
	\$ 58	\$ 82	\$ 271
– OTHER BUSES			
	\$ 58	\$ 82	\$ 271
– VAN POOLS			
	\$ 131	\$ 182	\$ 968
<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			
	\$ 76	\$ 106	\$ 498
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 86	\$ 120	\$ 402
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 116	\$ 161	\$ 1121
– SCHOOL AND CHURCH BUSES			
	\$ 52	\$ 72	\$ 314
– OTHER BUSES			
	\$ 52	\$ 72	\$ 314
– VAN POOLS			
	\$ 116	\$ 161	\$ 1121
<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
\$ 1.46

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 – Maryland

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 Maryland

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 – Maryland

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 – Maryland

Maryland Trends

Liability Loss Trend

	Current Trends Data <u>through</u> <u>6/30/2022</u>	Previous Trends Data through <u>6/30/2021</u>
Maryland Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	10.6%	0.8%
Property Damage (\$100,000 Limit)	8.5%	10.6%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	8.2%	5.5%
Property Damage (\$100,000 Limit)	9.2%	8.7%
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%	5.5%
Property Damage (\$100,000 Limit)	9.2%	8.7%
Private Passenger Types*		
Bodily Injury (\$100,000 Limit)	8.2%	5.5%
Property Damage (\$100,000 Limit)	9.2%	8.7%

*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%

Maryland bodily injury severity trend receives 5% weight when combined with multistate trend in the filing, property damage trend receives 30% 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 3.8% instead of 9.4%. For the Private Passenger Types coverage, the indication would have been 4.9% instead of 10.2%. For the Auto Dealers coverage, the indication would have been 27.1% instead of 35.2%.

Supplementary Information – Maryland

No-Fault Coverage (PIP)

	Current Trends <u>Data through 12/31/2022</u>	Previous Trends <u>Data through 12/31/2021</u>
Maryland Claim Cost Trends		
Trucks, Tractors & Trailers	3.6%	3.7%
Private Passenger Types	3.5%	3.5%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers	0.0%	0.0%
Private Passenger Types	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers	3.6%	3.7%
Private Passenger Types*	3.5%	3.5%

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

If the prior trends were used to calculate the indicated change in this document, the Truck, Tractors & Trailers PIP indication would have been 4.1% instead of 3.8%.

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 6.4%, instead of 12.8%, and 7.3%, instead of 7.8%, 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 31.7%, instead of 49.1%, and 2.4%, instead of 12.8%, respectively.

Supplementary Information – Maryland

Loss Development

Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Maryland 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	1.170	1.178
15 to Ultimate	1.357	1.383
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.008	1.006
27 to Ultimate	1.018	1.016
15 to Ultimate	1.055	1.052
Private Passenger Types BI		
39 to Ultimate	1.080	1.081
27 to Ultimate	1.163	1.163
15 to Ultimate	1.325	1.337
Private Passenger Types PD		
39 to Ultimate	1.004	1.004
27 to Ultimate	1.011	1.011
15 to Ultimate	1.050	1.054
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 – Maryland

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 13.8% 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 & Trailers PIP	+3.8%	0.0%
Auto Dealers PIP	+0.8%	-10.0%

The overall filed change is 13.8%.

Notes

- The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.
- Trucks, Tractors and Trailers Liability (9.4%) - the high indication is due to poor experience, especially in the years ending 06/30/20, and 06/30/22.
- Trucks, Tractors and Trailers Other Than Collision (12.8%) - the high indication is due to poor experience, especially in the year ending 06/30/22.
- Trucks, Tractors and Trailers Collision (49.1%) - the high indication is due to very poor experience in all years of the review.
- Private Passenger Types Liability (10.2%) - the high indication is due to poor experience, especially in the years ending 06/30/18, and 06/30/19.
- Private Passenger Types Collision (12.8%) - the high indication is due to poor experience, especially in the years ending 06/30/22.
- Auto Dealers Liability (35.2%) – 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 as well as poor experience in most years.