

LOSS COSTS – IMPLEMENTATION

DECEMBER 22, 2023

COMMERCIAL AUTOMOBILE

LI-CA-2023-391

INDIANA REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED

KEY MESSAGE

Loss costs representing a 13.2% statewide change to be implemented.

BACKGROUND

In circular [LI-CA-2023-334](#), 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 Indiana, which provides additional information on the attached loss cost level experience review.

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

EFFECTIVE DATE

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

These changes are applicable to all policies written on or after April 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 April 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 MARCH 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-133923909, NOT this circular number.

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

RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

POLICYHOLDER NOTIFICATION

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

FUTURE ISO ACTION

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

REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 4-24 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

REFERENCE(S)

- [LI-CA-2023-334](#) (10/25/2023) 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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Callers outside the United States, Canada, and the Caribbean may contact us using our global toll-free number (International Access Code + 800 48977489). For information on all ISO products, visit us at www.verisk.com/iso. To keep abreast of the latest Insurance Lines Services updates, view www.verisk.com/ils.

INDIANA

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2023-BRLA1

EXECUTIVE SUMMARY

PURPOSE	<p>This document:</p> <ul style="list-style-type: none">• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 13.2% statewide change from the loss costs currently in effect.• provides the analyses used to derive these advisory loss costs.
DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS	<p>Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”</p>
AUTO ACCIDENT FREQUENCY	<p>During the recent pandemic, economic activity was artificially constrained, resulting in an unprecedented drop in auto accident frequency. Following that period, ISO has observed that accident frequency has not risen as quickly as expected and remains below pre-pandemic levels. Today this means we have loss experience being reviewed from time periods with both significantly higher frequency than today, and significantly lower frequency than today, and the future is marked by greater-than-usual uncertainty. We continue to carefully assess each experience indication for appropriateness, using actuarial judgment to intervene where necessary.</p>
FORMAT	<p>In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through D-4, the exhibits are labeled EXHIBIT A1 through EXHIBIT D9, and the revised prospective loss cost pages are numbered E-1 through E-51.</p>
HIRED AUTOS LOSS COSTS	<p>The loss costs for hired autos physical damage have been revised in this filing. Details of the analysis are in Section D.</p>
AUTO DEALERS AND GARAGEKEEPERS	<p>The Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.</p>

REVISED LOSS
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors & Trailers</u>	<u>Indicated</u>	<u>Filed</u>
Liability		
Single Limit Liability	5.8%	5.8%
Physical Damage		
Other than Collision	25.4%	25.4%
Collision	44.6%	44.6%
Total Trucks, Tractors & Trailers	14.2%	14.2%
<u>Private Passenger Types</u>		
Liability		
Single Limit Liability	7.9%	0.0%
Physical Damage		
Other than Collision	15.3%	15.3%
Collision	17.8%	17.8%
Total Private Passenger Types	11.2%	6.1%
<u>Auto Dealers</u>		
Liability		
Single Limit Liability	26.2%	10.0%
Total Auto Dealers	26.2%	10.0%
<u>Hired Autos</u>		
Physical Damage		
Other Than Collision	38.0%	38.0%
Collision	166.5%	166.5%
Total Hired Autos	128.5%	128.5%
<u>Grand Total</u>	14.0%	13.2%

Loss cost level changes are relative to the current loss costs.

INDICATED VS.
FILED

Indicated changes are based on standard ISO methodology, utilizing a 04/01/2024 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: For Private Passenger Types Liability, 0.0% was selected to reflect the favorable state experience in recent years. For Auto Dealers Liability, 10.0% was selected to temper the large indication.

PRIOR ISO
REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2022-BRLA1	CA-2020-BRLA1	CA-2018-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	4/1/2023	4/1/2021	4/1/2019
<u>Changes</u>			
Indicated	10.3%	2.6%	4.3%
Filed	10.2%	2.5%	4.0%
Approved	10.2%	2.5%	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 9/30/2022 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 third quarter 2022 and claim frequency trend data through second 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	+8.4%
Property Damage	+10.6%
Private Passenger Types Liability:	

	Bodily Injury	+8.4%
	Property Damage	+10.6%
ADJUSTMENTS TO REPORTED EXPERIENCE (CONT'D)	Trucks, Tractors & Trailers OTC	+8.0%
	Trucks, Tractors & Trailers Collision	+11.0%
	Private Passenger Types OTC	+7.5%
	Private Passenger Types Collision	+10.5%

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 +0.0% 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 +1.0% and +0.5% for OTC and Collision respectively. For Private Passenger Types, the VVF trend factors are +2.5% and +1.2% for OTC and Collision respectively.

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

TEN LARGEST COMPANIES/ GROUPS IN THIS REVIEW

LIABILITY (ASLOB 19.3 & 19.4)

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

PHYSICAL DAMAGE (ASLOB 21.2)

1. Cincinnati Insurance Company
2. Travelers Indemnity Company
3. Zurich American Insurance Company
4. Liberty Mutual Insurance Company
5. Great American Insurance Company
6. Employers Mutual Casualty Company
7. Canal Insurance Company
8. Old Republic Insurance Company
9. Fairfax Financial
10. Westfield 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 12/31/2022 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 12/31/2022 is:

Liability (ASLOB 19.3 & 19.4)

36.1%

Physical Damage (ASLOB 21.2)

24.0%

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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INDIANA
COMMERCIAL AUTOMOBILE
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OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

INTRODUCTION	Commercial Automobile advisory prospective loss costs are determined by evaluating the adequacy of the current ISO loss costs to pay for our best estimate of losses and all loss adjustment expenses that will be incurred in the prospective (or future) period. This evaluation is done separately by coverage for the major classes.
STEP 1: DETERMINATION OF STATEWIDE LOSS COST INDICATION	The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change." See the calculations in Exhibits B1-B5 .
STEP 2: DISTRIBUTION TO TERRITORIES	For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average. See the calculations in Exhibits B6-B12 .
STEP 3: APPLICATION OF PERCENT CHANGES	The last step is the calculation of the ISO advisory prospective loss costs. This is achieved by applying either the filed statewide or territorial changes to the current ISO loss costs. For liability, the percentage change is applied at the basic limit; for physical damage, it is applied at the base OCN, age and deductible. The resulting Loss Costs are displayed in Section E.

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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

INCURRED
LOSSES & LAE
(Item 2)

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

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

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

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

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

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

EXPERIENCE
RATIO
(Item 3)

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

YEAR WEIGHTS
(Item 4)

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

EXPECTED
EXPERIENCE
RATIO
(Item 7)

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

CREDIBILITY

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

CREDIBILITY
WEIGHTED
EXPERIENCE
RATIO

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

OBJECTIVE	The objective of this procedure is to distribute the statewide loss cost indication by territory. In other words, what percentage changes by territory should be made in order to equitably achieve an adequate statewide prospective loss cost level?
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TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE	For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost. See the calculations in Exhibits B6-B12 .
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AUTO DEALERS LIABILITY	Because Auto Dealers Statistics by territory lack sufficient credibility to be used meaningfully in developing revised loss costs, it is appropriate to utilize a body of statistics which can be expected to reflect the Auto Dealers hazard differences by territory. Consequently, the development of indicated Auto Dealers base loss costs is based upon a relationship to the corresponding Trucks, Tractors & Trailers \$100,000 revised base loss costs by territory. The revised Trucks, Tractors & Trailers base loss costs are compared to the revised statewide average Trucks, Tractors & Trailers base loss cost to produce the indicated territorial indices to the statewide average base loss costs for Auto Dealers. The relationship between these Trucks, Tractors & Trailers indicated territorial indices and the current Auto Dealers territorial indices yields the change in the Auto Dealers index.
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EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE
PASSENGER TYPES LIABILITY TERRITORY DEVELOPMENT

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

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

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

(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 \$100,000 base class loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

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

COLUMN (10)
REVISED BASE
LOSS COST

Revised \$100,000 base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

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

EXPLANATORY MEMORANDUM FOR AUTO DEALERS LIABILITY

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

COLUMN (10)
REVISED
BASE LOSS COST

Revised \$100,000 base loss cost.

COLUMN (11)
LOSS COST
CHANGE

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

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

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

COLUMN (7)
INDEX TO
STATE

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

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

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

COLUMN (8)
BASE CLASS
LOSS COST

Present ISO base class loss cost.

COLUMN (9)
INDICATED BASE
LOSS COST

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

COLUMN (10)
REVISED BASE
LOSS COST

Revised base loss cost.

COLUMN (11)
ADVISORY
LOSS COST
CHANGE

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

LOSS ADJUSTMENT EXPENSE FACTORS

OBJECTIVE

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

LIABILITY COVERAGES

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

PHYSICAL DAMAGE COVERAGES

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

AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

OBJECTIVE	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	<p>Trend credibility is based on a full credibility standard of 975,000 claims for BI and 390,000 claims for PD. These standards were developed using a Bayesian analysis. Partial credibility is determined by the following formula:</p> $A = C/(C+K)$ <p>where C equals the number of claims for the latest year ended point and K equals 25,000 for bodily injury and 10,000 for property damage. The resulting table of partial credibilities is shown in this section.</p>

LIABILITY:
FREQUENCY
TREND

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

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

PHYSICAL
DAMAGE:
LOSS TREND

Data Selections

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

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

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

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

Data Adjustments

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

PHYSICAL

DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

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

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

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

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

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

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

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

PHYSICAL

DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

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

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

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

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

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

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

PHYSICAL
DAMAGE:
LOSS TREND
(CONT'D)

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

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

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

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

	Trucks, Tractors & Trailers	Private Passenger Types
	<u>Pure Premium</u>	<u>Pure Premium</u>
OTC:	+8.0%	+7.5%
COLL:	+11.0%	+10.5%

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
12/31/2019	3.189	3.083
03/31/2020	3.194	3.146
06/30/2020	3.248	3.210
09/30/2020	3.263	3.275
12/31/2020	3.283	3.342
03/31/2021	3.315	3.410
06/30/2021	3.384	3.480
09/30/2021	3.458	3.551
12/31/2021	3.561	3.623
03/31/2022	3.703	3.697
06/30/2022	3.848	3.772
09/30/2022	3.903	3.849
12/31/2022	3.984	3.928
03/31/2023	4.050	4.008
06/30/2023	4.122	4.089
09/30/2023	4.142	4.173
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9622	8.4%
12 Point Fit	0.9782	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:

Earned Year Ending	Trucks, Tractors and Trailers	Private Passenger Types
9/30/2018	0.7%	0.8%
9/30/2019	0.9%	4.3%
9/30/2020	1.5%	4.6%
9/30/2021	35.2%	23.1%
9/30/2022	55.6%	45.0%

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 four years ending 9/30/2022 for Private Passenger Types, and the three 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 0.0% and 0.0% for Trucks, Tractors & Trailers and Private Passenger Types respectively.

PHYSICAL DAMAGE VVF TREND

OBJECTIVE

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

DATA LIMITATIONS UNIQUE TO PREMIUM TREND

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

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

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

Earned Year Ending	Trucks, Tractors and Trailers	Private Passenger Types
9/30/2018	0.6%	0.7%
9/30/2019	0.8%	4.4%
9/30/2020	1.4%	4.7%
9/30/2021	34.2%	23.6%
9/30/2022	54.6%	45.8%

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 four years ending 9/30/2022 for Private Passenger Types, and the three 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 1.0% and 0.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. For Private Passenger Types, VVF trends of 2.5% and 1.2% 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 December 31, 2022. In other words, accident year ended September 30, 2022 includes all losses and allocated loss adjustment expenses paid through December 31, 2022 on accidents occurring from October 1, 2021 to September 30, 2022 and all losses and allocated loss adjustment expenses outstanding on these accidents as of December 31, 2022, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended September 30, 2021 include all loss and loss adjustment expenses paid through December 31, 2022 on accidents occurring from October 1, 2020 to September 30, 2021 and all losses and allocated loss adjustment expenses outstanding on these accidents as of December 31, 2022, 27 months after the inception of the accident year. The immature experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor. See the calculations in Exhibits C14-C16 .
DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY	<p>For Bodily Injury Coverage, states are divided into two multistate groups. One group (No-Fault) consists of states with a no-fault law that has a tort threshold. The other group (Tort) contains the remaining states. The applicable multistate group for this state is used in this document. Losses are developed up to 123 months and are based on \$100,000 CSL data. Three-year averages for Trucks, Tractors & Trailers, Private Passenger Types and Auto Dealers are calculated for each link ratio based on a "best three of five" approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Beyond 123 months the loss development is assumed to be unity.</p> <p>For Property Damage Coverage, one multistate group is used. Losses are developed up to 111 months and \$100,000 CSL data is used. Three-year averages for Trucks, Tractors & Trailers, Private Passenger Types and Auto Dealers are calculated for each link ratio based on a "best three of five" years approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Development beyond 111 months is assumed to be unity.</p>

STATE
CREDIBILITY
WEIGHTED
FACTORS

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

Trucks, Tractors & Trailers

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

Private Passenger Types

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

TRUCKS,
TRACTORS &
TRAILERS AND
PRIVATE
PASSENGER
TYPES

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

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

AUTO DEALERS

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

LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

OBJECTIVE	The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.
DESCRIPTION OF EXPERIENCE PERIOD DATA	For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of December 31, 2022. In other words, accident year ended September 30, 2022 includes all losses paid through December 31, 2022 on accidents occurring from October 1, 2021 to September 30, 2022. Similarly, the paid losses for accident year ended September 30, 2021 include all losses paid through December 31, 2022 on accidents occurring from October 1, 2020 to September 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	<p>The extent to which the state experience is reflected in the development of the prospective loss costs is determined by the credibility of the data for that state. Specifically, ISO credibility procedures are based upon the volume of claims for each coverage separately.</p>
METHODOLOGY	<p>The standards for full credibility were determined from a credibility study using various size of loss distributions for liability, other than collision and collision respectively. Separate standards by coverage/major class for full credibility were calculated using the Mayerson, Jones and Bowers expansion formula.</p>
CREDIBILITY FOR EXPERIENCE LOSS RATIO	<p>The assignment of credibility to the experience loss ratio is based on the total number of claims for the years used. For liability, the claims are based on BI and PD claims combined. For physical damage, credibility is determined separately for OTC and Collision. Partial credibility (Z), as used for the experience loss ratio, is determined using the square root rule as follows:</p> $Z = \sqrt{\frac{\text{Claims}}{X}}$ <p>Where X equals the full credibility standard, by line and coverage, as shown on the following pages of this section.</p>
YEAR WEIGHTS	<p>The weights assigned to the loss ratio by year are based on the credibility of the average number of claims for the years of experience used. A maximum of five years of experience may be used. This procedure is described in detail in the flow chart on the following page. The claim standard used to determine the year weights is based on the credibility standard for each coverage. The schedules of the number of claims required for the year weight assignments are shown on the following pages.</p>

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

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

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

Step 2: Determine the Experience Period Credibility

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

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

Tables For Use With Trend Data

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

K = 25,000

K = 10,000

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

ALL LIABILITY COVERAGES
CREDIBILITY TABLE
NUMBER OF CLAIMS

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

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

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

PHYSICAL DAMAGE
CREDIBILITY TABLES
NUMBER OF CLAIMS

OTHER THAN COLLISION

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

COLLISION

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

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

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

INDIANA
CLAIMS PER TERRITORY
LIABILITY

Territory	Trucks, Tractors & Trailers	Private Passenger Types
	Incurred Claims 5 Years Ending 9/30/2022 Combined BI and PD	Incurred Claims 5 Years Ending 9/30/2022 Combined BI and PD
101	2,104	429
102	413	71
103	932	159
104	454	76
105	499	101
106	226	49
108	131	23
109	60	11
110	107	20
114	206	25
115	34	4
116	650	132
117	528	70
124	346	64
127	196	39
128	114	18
129	487	65
130	1,411	307
131	276	25
132	89	10
133	2,348	335
134	131	27
135	246	25
136	34	10
137	52	6
SW Total	12,074	2,101

Claims for Trend

BI

PD

519

2,356

INDIANA
CLAIMS PER TERRITORY
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 9/30/2022		Private Passenger Types Paid Claims 5 Years Ending 9/30/2022	
	OTC	Coll	OTC	Coll
101	717	1,091	264	482
102	76	182	31	52
103	363	459	145	157
104	212	239	83	100
105	158	268	71	96
106	70	108	33	45
108	67	87	21	41
109	16	19	7	9
110	47	59	18	23
114	43	99	20	19
115	32	24	3	7
116	174	317	90	135
117	298	321	120	72
124	153	192	62	56
127	70	97	20	38
128	38	41	12	16
129	154	262	59	88
130	386	667	254	312
131	92	165	48	35
132	39	57	12	27
133	872	1,157	336	354
134	6	44	7	20
135	104	112	27	40
136	16	20	6	3
137	19	27	4	8
SW Total	4,222	6,114	1,735	2,235

WIND AND WATER PROCEDURE OTHER THAN COLLISION

OBJECTIVE

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

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

DESCRIPTION OF WIND AND WATER ADJUSTMENT PROCEDURE

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

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

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

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

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

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
INDIANA

TRUCKS, TRACTORS, AND TRAILERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR	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	51,952	1,676,831	1,624,879	0.032	0.098	159,238	1,836,069
1988	99,690	1,825,390	1,725,700	0.058	0.072	124,250	1,949,640
1989	370,547	2,098,052	1,727,505	0.214	-0.084	-145,110	1,952,942
1990	212,610	2,226,303	2,013,693	0.106	0.024	48,329	2,274,632
1991	139,703	2,495,610	2,355,907	0.059	0.071	167,269	2,662,879
1992	188,388	2,514,345	2,325,957	0.081	0.049	113,972	2,628,317
1993	268,558	2,544,397	2,275,839	0.118	0.012	27,310	2,571,707
1994	118,860	3,085,974	2,967,114	0.040	0.090	267,040	3,353,014
1995	74,246	2,970,554	2,896,308	0.026	0.104	301,216	3,271,770
1996	1,091,457	4,493,973	3,402,516	0.321	-0.191	-649,881	3,844,092
1997	226,739	3,743,988	3,517,249	0.064	0.066	232,138	3,976,126
1998	391,368	4,676,528	4,285,160	0.091	0.039	167,121	4,843,649
1999	708,380	4,946,251	4,237,871	0.167	-0.037	-156,801	4,789,450
2000	1,304,138	6,291,402	4,987,264	0.261	-0.131	-653,332	5,638,070
2001	450,052	4,436,226	3,986,174	0.113	0.017	67,765	4,503,991
2002	581,132	3,595,833	3,014,701	0.193	-0.063	-189,926	3,405,907
2003	301,010	2,726,323	2,425,313	0.124	0.006	14,552	2,740,875
2004	229,944	2,174,967	1,945,023	0.118	0.012	23,340	2,198,307
2005	179,999	1,739,440	1,559,441	0.115	0.015	23,392	1,762,832
2006	752,830	2,802,136	2,049,306	0.367	-0.237	-485,686	2,316,450
2007	205,071	2,342,789	2,137,718	0.096	0.034	72,682	2,415,471
2008	442,109	2,601,505	2,159,396	0.205	-0.075	-161,955	2,439,550
2009	304,705	2,265,214	1,960,509	0.155	-0.025	-49,013	2,216,201
2010	138,524	2,525,067	2,386,543	0.058	0.072	171,831	2,696,898
2011	397,182	2,956,291	2,559,109	0.155	-0.025	-63,978	2,892,313
2012	671,342	3,020,560	2,349,218	0.286	-0.156	-366,478	2,654,082
2013	365,334	2,935,563	2,570,229	0.142	-0.012	-30,843	2,904,720
2014	270,478	3,167,235	2,896,757	0.093	0.037	107,180	3,274,415
2015	139,460	2,753,299	2,613,839	0.053	0.077	201,266	2,954,565
2016	330,023	3,037,998	2,707,975	0.122	0.008	21,664	3,059,662
2017	277,775	3,340,450	3,062,675	0.091	0.039	119,444	3,459,894
2018	350,458	3,604,315	3,253,857	0.108	0.022	71,585	3,675,900
2019	379,492	3,267,911	2,888,419	0.131	-0.001	-2,888	3,265,023
2020	294,373	4,265,398	3,971,025	0.074	0.056	222,377	4,487,775
2021	353,028	5,103,893	4,750,865	0.074	0.056	266,048	5,369,941
2022	612,453	4,624,939	4,012,486	0.153	-0.023	-92,287	4,532,652

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

0.130

WIND AND WATER PROCEDURE
OTHER THAN COLLISION
INDIANA

PRIVATE PASSENGER TYPES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG(4) - (4)	(3) x (5)	(2) + (6)
YEAR	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	26,425	1,111,157	1,084,732	0.024	0.245	265,759	1,376,916
1988	57,267	1,230,648	1,173,381	0.049	0.220	258,144	1,488,792
1989	845,206	2,142,096	1,296,890	0.652	-0.383	-496,709	1,645,387
1990	109,760	1,273,570	1,163,810	0.094	0.175	203,667	1,477,237
1991	118,382	1,499,963	1,381,581	0.086	0.183	252,829	1,752,792
1992	70,925	1,297,626	1,226,701	0.058	0.211	258,834	1,556,460
1993	215,899	1,175,541	959,642	0.225	0.044	42,224	1,217,765
1994	132,690	1,246,910	1,114,220	0.119	0.150	167,133	1,414,043
1995	77,880	1,157,063	1,079,183	0.072	0.197	212,599	1,369,662
1996	857,917	2,396,328	1,538,411	0.558	-0.289	-444,601	1,951,727
1997	124,321	1,530,554	1,406,233	0.088	0.181	254,528	1,785,082
1998	232,385	1,788,656	1,556,271	0.149	0.120	186,753	1,975,409
1999	304,482	1,913,333	1,608,851	0.189	0.080	128,708	2,042,041
2000	462,277	2,239,506	1,777,229	0.260	0.009	15,995	2,255,501
2001	220,989	1,625,447	1,404,458	0.157	0.112	157,299	1,782,746
2002	151,439	1,419,291	1,267,852	0.119	0.150	190,178	1,609,469
2003	239,158	1,103,006	863,848	0.277	-0.008	-6,911	1,096,095
2004	61,692	852,164	790,472	0.078	0.191	150,980	1,003,144
2005	99,394	475,662	376,268	0.264	0.005	1,881	477,543
2006	910,225	1,512,348	602,123	1.512	-1.243	-748,439	763,909
2007	116,729	757,978	641,249	0.182	0.087	55,789	813,767
2008	293,937	902,323	608,386	0.483	-0.214	-130,195	772,128
2009	305,973	1,217,805	911,832	0.336	-0.067	-61,093	1,156,712
2010	129,705	866,989	737,284	0.176	0.093	68,567	935,556
2011	314,884	1,142,970	828,086	0.380	-0.111	-91,918	1,051,052
2012	471,722	1,286,470	814,748	0.579	-0.310	-252,572	1,033,898
2013	409,497	1,103,392	693,895	0.590	-0.321	-222,740	880,652
2014	287,356	1,011,326	723,970	0.397	-0.128	-92,668	918,658
2015	79,733	898,249	818,516	0.097	0.172	140,785	1,039,034
2016	156,452	965,725	809,273	0.193	0.076	61,505	1,027,230
2017	135,833	774,021	638,188	0.213	0.056	35,739	809,760
2018	154,084	983,450	829,366	0.186	0.083	68,837	1,052,287
2019	191,141	1,085,144	894,003	0.214	0.055	49,170	1,134,314
2020	60,182	728,402	668,220	0.09	0.179	119,611	848,013
2021	264,065	1,084,132	820,067	0.322	-0.053	-43,464	1,040,668
2022	190,880	1,152,211	961,331	0.199	0.07	67,293	1,219,504

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.269

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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

TERRITORIAL WIND AND WATER PROCEDURE OTHER THAN COLLISION

OBJECTIVE	<p>The statewide Wind and Water procedure removes the actual Wind and Water losses that occur in a given year and replaces them with an expected Wind and Water provision. The territorial excess Wind and Water procedure distributes the statewide expected Wind and Water loss provision to the individual territories in proportion to each territory's long-term Wind and Water loss experience.</p>
DESCRIPTION OF TERRITORIAL WIND AND WATER PROCEDURE	<p>The first step is to calculate long term Wind and Water to non-Wind and Water ratios by territory. The earliest year of historical Wind and Water experience available for Commercial Auto is 1987. As a new year becomes available, it is added to the procedure. For each year, the territorial ratios are calculated as Wind and Water losses divided by non-Wind and Water losses. An average is then taken of all the ratios for each territory to get the long term Wind and Water to non-Wind and Water ratio.</p> <p>One potential problem with the average ratios is that a high Wind and Water ratio for one year can distort the average ratio for that territory. To mitigate the effect of unusually large ratios, the ratios are capped at 10 times the statewide median of the Wind and Water ratios before calculating the average. (The statewide median ratio is subject to a minimum value of 0.05.)</p> <p>The territorial capped average Wind and Water ratios are multiplied by the latest 5 years non-Wind and Water losses for each territory to get the territorial expected Wind and Water losses. The territorial expected Wind and Water losses are divided by the statewide total expected Wind and Water losses to get the territorial expected Wind and Water distribution.</p> <p>The statewide wind provision is calculated for each year from the statewide procedure by subtracting the non-Wind and Water losses from the total adjusted losses. The individual territorial Wind and Water provisions are then calculated by distributing the statewide wind provision to the territories based on the expected Wind and Water distribution.</p> <p>$\text{Territorial adjusted total losses} = \text{territorial Wind and Water provision} + \text{territorial non-Wind and Water losses}$</p> <p>Because the actual Wind and Water losses are replaced with an expected Wind and Water provision, the number of Wind and Water claims must be adjusted. The territorial Wind and Water provision is divided by the territory's average Wind and Water claim cost to produce the adjusted number of Wind and Water claims. The adjusted Wind and Water claims are added to the non-Wind and Water claims, resulting in the total adjusted claims.</p> <p>A sample of the territory Wind and Water procedure is shown on the following page.</p>

METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

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

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

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

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

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

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

OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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

INDIANA
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	\$ 53,145,183	5.8%
Physical Damage		
Other Than Collision	4,845,991	25.4%
Collision	12,936,983	44.6%
Combined	17,782,974	39.4%
Total Trucks, Tractors & Trailers	70,928,157	14.2%
PRIVATE PASSENGER TYPES		
Liability		
Single Limit Liability	7,200,664	0.0%
Physical Damage		
Other Than Collision	1,144,548	15.3%
Collision	2,856,062	17.8%
Combined	4,000,610	17.1%
Total Private Passenger Types	11,201,274	6.1%
AUTO DEALERS		
Liability		
Single Limit Liability	1,006,697	10.0%
Total Auto Dealers	1,006,697	10.0%
HIRED AUTOS		
Physical Damage		
Other Than Collision	17,332	38.0%
Collision	41,308	166.5%
Combined	58,640	128.5%
Total Hired Autos	58,640	128.5%
GRAND TOTAL ALL COVERAGES	83,194,768	13.2%
TOTAL LIABILITY	61,352,544	5.2%
TOTAL PHYSICAL DAMAGE	21,842,224	35.5%

(A) An implementation date of 04/01/2024 is assumed for purposes of trending.

(B) Accident Year ending 09/30/2022 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

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	5.1%	0.0%
102	8.2%	14.3%
103	7.1%	14.3%
104	5.2%	0.0%
105	8.4%	16.7%
106	7.6%	14.3%
108	5.5%	0.0%
109	3.5%	0.0%
110	4.0%	16.7%
114	4.1%	0.0%
115	3.1%	0.0%
116	4.3%	0.0%
117	2.7%	0.0%
124	5.1%	0.0%
127	5.8%	16.7%
128	6.7%	0.0%
129	7.2%	14.3%
130	5.2%	0.0%
131	3.7%	0.0%
132	4.2%	0.0%
133	7.2%	0.0%
134	5.4%	0.0%
135	5.9%	0.0%
136	1.6%	0.0%
137	5.9%	20.0%

VERISK

INDIANA
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
	Comprehensive	Collision	of Loss
101	25.2%	46.2%	25.8%
102	26.7%	40.0%	26.8%
103	22.3%	40.8%	22.1%
104	35.6%	45.2%	35.4%
105	26.3%	49.0%	26.8%
106	25.0%	42.3%	25.4%
108	25.0%	42.9%	25.3%
109	25.9%	39.1%	25.6%
110	24.4%	37.5%	24.6%
114	22.2%	42.3%	21.5%
115	28.7%	41.8%	28.8%
116	24.5%	50.3%	24.7%
117	22.3%	44.1%	22.2%
124	26.3%	42.9%	26.8%
127	22.3%	46.0%	23.0%
128	26.4%	41.9%	25.8%
129	24.5%	48.9%	23.5%
130	29.6%	39.4%	29.5%
131	25.8%	48.1%	26.6%
132	25.8%	41.3%	26.6%
133	24.8%	46.2%	23.7%
134	25.8%	45.9%	26.6%
135	30.7%	41.2%	31.5%
136	25.5%	43.9%	25.3%
137	25.4%	41.3%	25.0%

VERISK

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

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL	Med Pay ^(a)	Comprehensive ^(b)	Collision ^(c)	of Loss ^(d)
101	518	7	169	582	122
102	422	8	171	427	123
103	360	8	115	511	83
104	306	7	122	405	88
105	349	7	125	529	90
106	438	8	110	525	79
108	305	5	165	470	119
109	299	7	136	416	98
110	289	7	112	488	81
114	307	7	110	454	79
115	236	5	130	461	94
116	361	8	127	454	91
117	230	5	137	405	99
124	267	5	144	533	104
127	292	7	126	514	91
128	364	7	115	501	83
129	358	8	117	487	84
130	387	8	140	513	101
131	311	6	112	440	81
132	249	5	112	469	81
133	269	6	131	408	94
134	310	7	112	413	81
135	340	6	98	425	71
136	312	6	138	531	99
137	216	6	153	404	110

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

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

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

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

VERISK

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability ^(a)	Med Pay ^(a)
101	-0.7%	0.0%
102	2.6%	0.0%
103	-0.7%	0.0%
104	-2.4%	0.0%
105	0.0%	0.0%
106	-0.3%	0.0%
108	-0.8%	0.0%
109	-0.6%	0.0%
110	-0.7%	0.0%
114	-0.7%	0.0%
115	-0.9%	0.0%
116	4.4%	0.0%
117	-1.6%	0.0%
124	-1.8%	0.0%
127	0.0%	0.0%
128	-0.8%	-8.3%
129	-2.4%	0.0%
130	0.7%	11.1%
131	-0.8%	0.0%
132	-0.9%	0.0%
133	1.0%	0.0%
134	-0.8%	0.0%
135	-0.8%	0.0%
136	-0.8%	0.0%
137	-0.7%	0.0%

(a) For Private Passenger Types Liability, 0.0% was selected to reflect the favorable state experience in recent years.

VERISK

INDIANA
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	9.9%	19.2%	10.0%
102	11.7%	15.9%	11.9%
103	15.3%	15.1%	16.4%
104	16.0%	14.4%	14.7%
105	15.6%	15.8%	16.7%
106	17.6%	16.3%	18.0%
108	15.4%	19.9%	14.7%
109	15.1%	13.5%	14.5%
110	14.9%	15.9%	14.7%
114	15.6%	14.5%	15.9%
115	15.6%	17.3%	15.9%
116	10.9%	17.1%	11.0%
117	20.1%	17.5%	20.2%
124	15.2%	19.1%	14.7%
127	15.7%	21.6%	15.6%
128	15.1%	13.8%	14.5%
129	17.6%	22.6%	18.0%
130	14.9%	15.3%	14.3%
131	20.7%	16.3%	20.6%
132	14.9%	18.9%	15.1%
133	19.8%	21.3%	19.0%
134	14.7%	23.0%	14.3%
135	19.7%	15.4%	18.8%
136	15.9%	17.1%	16.0%
137	14.8%	17.3%	15.5%

VERISK

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL	Med Pay ^(a)	Comprehensive ^(b)	Collision ^(c)	of Loss ^(d)
101	296	9	122	485	88
102	352	11	210	467	151
103	265	8	98	358	71
104	239	8	109	454	78
105	312	10	126	498	91
106	337	11	100	336	72
108	253	8	120	409	86
109	310	10	99	378	71
110	265	8	108	336	78
114	282	9	111	340	80
115	345	11	111	367	80
116	355	11	112	513	81
117	239	8	173	315	125
124	221	7	152	336	109
127	300	10	103	389	74
128	360	11	99	405	71
129	249	8	100	418	72
130	299	10	100	400	72
131	239	8	105	372	76
132	229	7	85	333	61
133	204	6	139	376	100
134	236	8	78	406	56
135	253	8	79	404	57
136	262	8	80	301	58
137	273	9	93	380	67

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

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

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

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

VERISK

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR AUTO DEALERS POLICY COVERAGES

Territory	\$100,000 CSL
Code	Liability
101	6.3%
102	18.7%
103	8.9%
104	4.5%
105	9.2%
106	20.1%
108	0.4%
109	6.2%
110	21.2%
114	4.1%
115	5.4%
116	10.6%
117	4.2%
124	8.6%
127	19.0%
128	16.2%
129	24.5%
130	17.3%
131	3.6%
132	15.4%
133	14.8%
134	12.6%
135	15.9%
136	0.4%
137	9.5%

(a) For Auto Dealers Liability, 10.0% was selected to temper the large indication.

VERISK

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

Territory	Liability
Code	\$100,000 CSL
101	389
102	317
103	270
104	230
105	262
106	329
108	229
109	224
110	217
114	230
115	177
116	271
117	173
124	201
127	219
128	273
129	269
130	291
131	233
132	187
133	202
134	233
135	255
136	234
137	162

VERISK

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	5.1%	6.7%
102	8.1%	8.3%
103	7.2%	10.0%
104	5.4%	0.0%
105	8.5%	10.0%
106	7.5%	8.3%
108	5.5%	0.0%
109	3.3%	0.0%
110	4.2%	12.5%
114	4.3%	0.0%
115	2.8%	0.0%
116	4.3%	0.0%
117	2.8%	0.0%
124	5.4%	0.0%
127	5.7%	12.5%
128	6.8%	10.0%
129	7.3%	10.0%
130	5.1%	9.1%
131	3.5%	0.0%
132	4.4%	14.3%
133	7.6%	0.0%
134	5.7%	0.0%
135	5.9%	0.0%
136	1.4%	11.1%
137	5.7%	16.7%

VERISK

INDIANA
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
	Comprehensive	Collision	of Loss
101	25.4%	46.2%	25.9%
102	26.8%	40.1%	27.2%
103	22.4%	40.8%	22.3%
104	35.0%	45.1%	35.4%
105	26.7%	48.9%	26.9%
106	24.6%	42.3%	25.0%
108	24.9%	43.0%	25.7%
109	26.2%	39.1%	25.2%
110	24.1%	37.4%	24.2%
114	21.9%	42.3%	21.2%
115	28.6%	41.9%	28.8%
116	24.5%	50.3%	24.3%
117	22.4%	44.1%	22.0%
124	26.6%	42.9%	26.4%
127	22.3%	46.1%	23.2%
128	26.8%	41.9%	26.0%
129	24.5%	48.9%	24.3%
130	29.9%	39.4%	29.4%
131	25.9%	48.2%	26.8%
132	25.9%	41.2%	26.8%
133	24.4%	46.2%	23.3%
134	25.9%	45.8%	26.8%
135	30.7%	41.2%	31.7%
136	25.7%	44.0%	25.0%
137	25.9%	41.1%	24.6%

VERISK

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

FOR VAN POOLS POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	492	16	257	1310	185
102	401	13	260	961	187
103	342	11	175	1150	126
104	291	9	185	911	134
105	332	11	190	1190	137
106	416	13	167	1181	120
108	290	9	251	1058	181
109	284	9	207	936	149
110	275	9	170	1098	123
114	292	9	167	1022	120
115	224	7	198	1037	143
116	343	11	193	1022	138
117	219	7	208	911	150
124	254	8	219	1199	158
127	277	9	192	1157	138
128	346	11	175	1127	126
129	340	11	178	1096	128
130	368	12	213	1154	154
131	295	9	170	990	123
132	237	8	170	1055	123
133	256	8	199	918	143
134	295	9	170	929	123
135	323	10	149	956	108
136	296	10	210	1195	150
137	205	7	233	909	167

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

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	5.0%	6.1%
102	8.2%	9.2%
103	7.1%	7.1%
104	5.1%	4.1%
105	8.4%	7.4%
106	7.6%	7.4%
108	5.5%	6.3%
109	3.4%	4.2%
110	3.9%	2.1%
114	4.0%	4.1%
115	3.0%	2.6%
116	4.3%	3.4%
117	2.8%	2.7%
124	5.1%	7.1%
127	5.8%	6.5%
128	6.7%	7.0%
129	7.1%	7.1%
130	5.2%	4.8%
131	3.6%	4.0%
132	4.2%	5.0%
133	7.1%	7.1%
134	5.4%	6.1%
135	6.0%	5.6%
136	1.6%	2.0%
137	5.9%	5.9%

VERISK

INDIANA
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	25.4%	46.2%	25.9%
102	26.8%	40.1%	27.2%
103	22.4%	40.8%	22.3%
104	35.0%	45.1%	35.4%
105	26.7%	48.9%	26.9%
106	24.6%	42.3%	25.0%
108	24.9%	43.0%	25.7%
109	26.2%	39.1%	25.2%
110	24.1%	37.4%	24.2%
114	21.9%	42.3%	21.2%
115	28.6%	41.9%	28.8%
116	24.5%	50.3%	24.3%
117	22.4%	44.1%	22.0%
124	26.6%	42.9%	26.4%
127	22.3%	46.1%	23.2%
128	26.8%	41.9%	26.0%
129	24.5%	48.9%	24.3%
130	29.9%	39.4%	29.4%
131	25.9%	48.2%	26.8%
132	25.9%	41.2%	26.8%
133	24.4%	46.2%	23.3%
134	25.9%	45.8%	26.8%
135	30.7%	41.2%	31.7%
136	25.7%	44.0%	25.0%
137	25.9%	41.1%	24.6%

VERISK

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

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	2082	87	257	1310	185
102	1696	71	260	961	187
103	1447	60	175	1150	126
104	1230	51	185	911	134
105	1403	58	190	1190	137
106	1761	73	167	1181	120
108	1226	51	251	1058	181
109	1202	50	207	936	149
110	1162	48	170	1098	123
114	1234	51	167	1022	120
115	949	39	198	1037	143
116	1451	60	193	1022	138
117	925	38	208	911	150
124	1073	45	219	1199	158
127	1174	49	192	1157	138
128	1463	61	175	1127	126
129	1439	60	178	1096	128
130	1556	65	213	1154	154
131	1250	52	170	990	123
132	1001	42	170	1055	123
133	1081	45	199	918	143
134	1246	52	170	929	123
135	1367	57	149	956	108
136	1254	52	210	1195	150
137	868	36	233	909	167

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

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	5.3%	10.0%
102	8.1%	10.0%
103	7.0%	11.1%
104	4.5%	12.5%
105	9.0%	12.5%
106	7.1%	10.0%
108	5.5%	0.0%
109	3.6%	12.5%
110	3.8%	11.1%
114	4.5%	12.5%
115	3.4%	0.0%
116	4.6%	11.1%
117	2.4%	0.0%
124	4.1%	12.5%
127	5.7%	0.0%
128	6.2%	11.1%
129	7.1%	0.0%
130	5.0%	0.0%
131	3.5%	12.5%
132	4.4%	0.0%
133	7.4%	12.5%
134	5.4%	0.0%
135	5.7%	11.1%
136	1.7%	0.0%
137	5.1%	0.0%

VERISK

INDIANA
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
	Comprehensive	Collision	of Loss
101	25.0%	46.2%	25.8%
102	26.1%	40.1%	27.3%
103	21.9%	40.6%	21.7%
104	36.1%	44.9%	36.4%
105	26.9%	48.7%	27.1%
106	25.0%	42.7%	25.6%
108	24.4%	43.0%	24.6%
109	26.0%	39.4%	26.4%
110	24.6%	37.1%	25.0%
114	23.0%	42.3%	22.7%
115	27.5%	41.5%	28.0%
116	24.6%	50.5%	24.0%
117	22.4%	44.1%	21.8%
124	25.6%	43.0%	26.8%
127	22.9%	45.9%	24.0%
128	25.8%	42.3%	24.4%
129	25.0%	49.0%	23.9%
130	30.1%	39.2%	30.2%
131	24.6%	48.1%	25.0%
132	24.6%	41.1%	25.0%
133	25.4%	46.0%	23.1%
134	24.6%	46.1%	25.0%
135	31.4%	41.1%	29.7%
136	25.3%	44.4%	24.1%
137	25.3%	41.7%	25.0%

VERISK

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

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	197	11	115	367	83
102	160	11	116	269	84
103	137	10	78	322	56
104	116	9	83	255	60
105	133	9	85	333	61
106	166	11	75	331	54
108	116	8	112	296	81
109	114	9	92	262	67
110	110	10	76	307	55
114	117	9	75	286	54
115	90	8	88	290	64
116	137	10	86	286	62
117	87	8	93	255	67
124	101	9	98	336	71
127	111	9	86	324	62
128	138	10	78	316	56
129	136	10	80	307	57
130	147	10	95	323	69
131	118	9	76	277	55
132	95	9	76	295	55
133	102	9	89	257	64
134	118	9	76	260	55
135	129	10	67	268	48
136	119	9	94	335	67
137	82	8	104	255	75

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

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR ALL OTHER BUSES POLICY COVERAGES

Territory	\$100,000 CSL	\$5,000
Code	Liability	Med Pay
101	5.1%	4.9%
102	8.3%	8.2%
103	7.2%	7.4%
104	5.1%	6.1%
105	8.3%	8.9%
106	7.6%	8.2%
108	5.6%	6.3%
109	3.5%	3.8%
110	4.0%	4.2%
114	4.1%	3.8%
115	3.0%	2.6%
116	4.4%	3.5%
117	2.7%	2.1%
124	5.1%	3.9%
127	5.8%	5.9%
128	6.7%	7.1%
129	7.2%	6.9%
130	5.2%	5.1%
131	3.7%	3.9%
132	4.2%	3.8%
133	7.2%	6.1%
134	5.5%	6.3%
135	5.9%	7.4%
136	1.6%	1.9%
137	5.9%	6.4%

VERISK

INDIANA
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
	Comprehensive	Collision	of Loss
101	25.0%	46.2%	25.8%
102	26.1%	40.1%	27.3%
103	21.9%	40.6%	21.7%
104	36.1%	44.9%	36.4%
105	26.9%	48.7%	27.1%
106	25.0%	42.7%	25.6%
108	24.4%	43.0%	24.6%
109	26.0%	39.4%	26.4%
110	24.6%	37.1%	25.0%
114	23.0%	42.3%	22.7%
115	27.5%	41.5%	28.0%
116	24.6%	50.5%	24.0%
117	22.4%	44.1%	21.8%
124	25.6%	43.0%	26.8%
127	22.9%	45.9%	24.0%
128	25.8%	42.3%	24.4%
129	25.0%	49.0%	23.9%
130	30.1%	39.2%	30.2%
131	24.6%	48.1%	25.0%
132	24.6%	41.1%	25.0%
133	25.4%	46.0%	23.1%
134	24.6%	46.1%	25.0%
135	31.4%	41.1%	29.7%
136	25.3%	44.4%	24.1%
137	25.3%	41.7%	25.0%

VERISK

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

Territory	Liability	\$5,000	Physical Damage		Specified Causes
Code	\$100,000 CSL ^(a)	Med Pay ^(b)	Comprehensive ^(c)	Collision ^(d)	of Loss ^(e)
101	1637	64	115	367	83
102	1334	66	116	269	84
103	1138	58	78	322	56
104	967	52	83	255	60
105	1103	49	85	333	61
106	1384	66	75	331	54
108	964	51	112	296	81
109	945	54	92	262	67
110	913	50	76	307	55
114	970	54	75	286	54
115	746	39	88	290	64
116	1141	59	86	286	62
117	727	49	93	255	67
124	844	53	98	336	71
127	923	54	86	324	62
128	1150	60	78	316	56
129	1131	62	80	307	57
130	1223	62	95	323	69
131	983	53	76	277	55
132	787	54	76	295	55
133	850	52	89	257	64
134	980	51	76	260	55
135	1074	58	67	268	48
136	986	53	94	335	67
137	683	50	104	255	75

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

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

ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) \$100,000 INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF INCURRED CLAIMS
09/30/20	\$31,194,800	\$32,434,469	1.040	20%	2,157
09/30/21	\$30,987,334	\$34,690,270	1.119	30%	2,248
09/30/22	\$30,455,692	\$30,481,209	1.001	50%	2,118
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.045
(7)	EXPECTED EXPERIENCE RATIO (D).				1.095
(8)	CREDIBILITY (E).				0.75
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.058
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				5.8%
(11)	FILED CHANGE.				5.8%
(A)	TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS 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 04/01/24 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 1.000 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

INDIANA
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				
	09/30/20	\$9,094,486	\$9,115,810	
	09/30/21	\$9,515,498	\$10,767,611	
	09/30/22	\$7,465,028	\$10,459,707	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)				
	09/30/20	\$10,441,107	\$10,153,554	
	09/30/21	\$11,998,662	\$12,112,378	
	09/30/22	\$11,098,556	\$12,078,085	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)				
		8.4%	10.6%	9.5%
(4) TRENDING LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)				
	09/30/20	\$15,630,337	\$16,804,132	\$32,434,469
	09/30/21	\$16,570,152	\$18,120,117	\$34,690,270
	09/30/22	\$14,139,560	\$16,341,649	\$30,481,209
(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.	
	09/30/20	1.078	1.008	
	09/30/21	1.184	1.018	
	09/30/22	1.396	1.045	
(B) TRENDING 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 04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.				

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
09/30/20	4/1/20	5.000
09/30/21	4/1/21	4.000
09/30/22	4/1/22	3.000

VERISK

INDIANA
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		
	09/30/20	\$31,194,800
	09/30/21	\$30,987,334
	09/30/22	\$30,455,692
(2) SELECTED ANNUAL PREMIUM TREND (SEE TREND EXHIBIT IN SECTION C)		
		0.0%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)		
	09/30/20	\$31,194,800
	09/30/21	\$30,987,334
	09/30/22	\$30,455,692
(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 04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.		
YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
09/30/20	10/1/19	5.000
09/30/21	10/1/20	4.000
09/30/22	10/1/21	3.000

VERISK

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

COVERAGE	ACCIDENT YEAR	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF PAID CLAIMS
O.T.C.	ENDING					
	09/30/18	\$5,657,178	\$7,088,055	1.253	10%	774
	09/30/19	\$5,375,987	\$5,829,291	1.084	15%	761
	09/30/20	\$5,228,136	\$7,424,026	1.420	20%	821
	09/30/21	\$5,248,909	\$8,240,658	1.570	25%	1,050
	09/30/22	\$4,845,991	\$6,649,911	1.372	30%	816
COLL.	09/30/20	\$13,170,257	\$16,876,053	1.281	20%	1,123
	09/30/21	\$13,591,559	\$19,189,694	1.412	30%	1,250
	09/30/22	\$12,936,983	\$21,369,800	1.652	50%	1,155

(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	O.T.C.	1.377	COLLISION	1.506
(7)	EXPECTED EXPERIENCE RATIO (D).		1.069		1.104
(8)	CREDIBILITY (E).		0.60		0.85
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))).		1.254		1.446
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).		25.4%		44.6%
(11)	FILED CHANGE.		25.4%		44.6%
(A)	TRUCK, TRACTOR AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 222 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS 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 04/01/24 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 1.000 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

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	09/30/18	\$3,675,900	----
	09/30/19	\$3,265,023	----
	09/30/20	\$4,487,775	\$8,911,544
	09/30/21	\$5,369,941	\$11,327,448
	09/30/22	\$4,532,652	\$14,389,130
(2) DEVELOPED LOSSES AND	09/30/18	\$4,135,388	----
ALL LOSS ADJUSTMENT	09/30/19	\$3,673,151	----
EXPENSES (A)	09/30/20	\$5,053,796	\$10,015,462
	09/30/21	\$6,059,307	\$12,641,432
	09/30/22	\$5,277,707	\$15,621,199
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		8.0%	11.0%
(4) TRENDED LOSSES AND	09/30/18	\$7,088,055	----
ALL LOSS ADJUSTMENT	09/30/19	\$5,829,291	----
EXPENSES (B)	09/30/20	\$7,424,026	\$16,876,053
	09/30/21	\$8,240,658	\$19,189,694
	09/30/22	\$6,649,911	\$21,369,800

(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.
09/30/18	1.000	-----
09/30/19	1.000	-----
09/30/20	1.001	0.999
09/30/21	1.003	0.992
09/30/22	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 04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/18	4/1/18	7.000	-----
09/30/19	4/1/19	6.000	-----
09/30/20	4/1/20	5.000	5.000
09/30/21	4/1/21	4.000	4.000
09/30/22	4/1/22	3.000	3.000

VERISK

INDIANA
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	09/30/18	\$5,277,218	----
AT CURRENT LEVEL	09/30/19	\$5,062,135	----
	09/30/20	\$4,974,440	\$12,849,031
	09/30/21	\$5,042,180	\$13,325,058
	09/30/22	\$4,704,846	\$12,745,796
(2) SELECTED ANNUAL VVF			
TREND (SEE TREND		1.0%	0.5%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	09/30/18	\$5,657,178	----
LOSS COSTS AT	09/30/19	\$5,375,987	----
CURRENT LEVEL (A)	09/30/20	\$5,228,136	\$13,170,257
	09/30/21	\$5,248,909	\$13,591,559
	09/30/22	\$4,845,991	\$12,936,983
(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 04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/18	10/1/17	7.000	-----
09/30/19	10/1/18	6.000	-----
09/30/20	10/1/19	5.000	5.000
09/30/21	10/1/20	4.000	4.000
09/30/22	10/1/21	3.000	3.000

VERISK

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

	(1) AGGREGATE	(2) \$100,000	(3)	(4)	(5)
ACCIDENT YEAR ENDING	LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
09/30/18	\$5,424,573	\$7,196,779	1.327	10%	569
09/30/19	\$5,202,932	\$8,193,331	1.575	15%	540
09/30/20	\$4,856,541	\$3,749,786	0.772	20%	337
09/30/21	\$4,419,119	\$4,105,775	0.929	25%	339
09/30/22	\$4,268,325	\$4,294,752	1.006	30%	316
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.057
(7)	EXPECTED EXPERIENCE RATIO (D).				1.094
(8)	CREDIBILITY (E).				0.40
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.079
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				7.9%
(11)	FILED CHANGE.				0.0%
(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 04/01/24 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 1.000 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

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	09/30/18	\$1,712,980	\$1,764,053	
ALLOCATED LOSS	09/30/19	\$2,629,690	\$1,736,748	
ADJUSTMENT EXPENSES	09/30/20	\$1,018,951	\$1,086,715	
	09/30/21	\$1,285,820	\$1,130,498	
	09/30/22	\$1,170,924	\$1,323,746	
(2) DEVELOPED LOSSES AND	09/30/18	\$1,846,216	\$1,951,228	
ALL LOSS ADJUSTMENT	09/30/19	\$2,881,838	\$1,922,945	
EXPENSES (A)	09/30/20	\$1,171,997	\$1,205,623	
	09/30/21	\$1,604,935	\$1,262,941	
	09/30/22	\$1,750,836	\$1,525,637	
(3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		8.4%	10.6%	9.4%
EXHIBIT IN SECTION C)				
(4) TRENDED LOSSES AND	09/30/18	\$3,247,494	\$3,949,285	\$7,196,779
ALL LOSS ADJUSTMENT	09/30/19	\$4,674,341	\$3,518,989	\$8,193,331
EXPENSES (B)	09/30/20	\$1,754,480	\$1,995,306	\$3,749,786
	09/30/21	\$2,216,415	\$1,889,360	\$4,105,775
	09/30/22	\$2,230,565	\$2,064,187	\$4,294,752

(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.
09/30/18	1.012	1.001
09/30/19	1.029	1.002
09/30/20	1.080	1.004
09/30/21	1.172	1.011
09/30/22	1.404	1.043

(B) TRENDED LOSSES ARE EQUAL TO (2) * ((1.0 + (3)) ** N), WHERE N IS EQUAL TO
THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE
YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 04/01/24
WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
09/30/18	4/1/18	7.000
09/30/19	4/1/19	6.000
09/30/20	4/1/20	5.000
09/30/21	4/1/21	4.000
09/30/22	4/1/22	3.000

VERISK

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

	ACC. YEAR ENDING	AGGREGATE LOSS COSTS
(1) AGGREGATE LOSS COSTS	09/30/18	\$5,424,573
AT CURRENT LEVEL	09/30/19	\$5,202,932
	09/30/20	\$4,856,541
	09/30/21	\$4,419,119
	09/30/22	\$4,268,325
(2) SELECTED ANNUAL PREMIUM		
TREND (SEE TREND		0.0%
EXHIBIT IN SECTION C)		
(3) TRENDED AGGREGATE	09/30/18	\$5,424,573
LOSS COSTS AT	09/30/19	\$5,202,932
CURRENT LEVEL (A)	09/30/20	\$4,856,541
	09/30/21	\$4,419,119
	09/30/22	\$4,268,325

(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
04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD
09/30/18	10/1/17	7.000
09/30/19	10/1/18	6.000
09/30/20	10/1/19	5.000
09/30/21	10/1/20	4.000
09/30/22	10/1/21	3.000

VERISK

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

		(1)	(2)	(3)	(4)	(5)
		AGGREGATE				
COVERAGE	ACCIDENT YEAR	LOSS COST AT	INCURRED	EXPERIENCE		NUMBER OF
O.T.C	ENDING	CURRENT	LOSSES	RATIO	ACCIDENT	PAID
		LEVEL (B)	(C)	(2) / (1)	YEAR WEIGHTS	CLAIMS
	09/30/18	\$1,635,015	\$1,963,962	1.201	10%	377
	09/30/19	\$1,470,677	\$1,969,027	1.339	15%	377
	09/30/20	\$1,358,317	\$1,369,966	1.009	20%	273
	09/30/21	\$1,303,276	\$1,561,391	1.198	25%	365
	09/30/22	\$1,144,548	\$1,738,031	1.519	30%	361
COLL.	09/30/18	\$4,059,468	\$5,694,598	1.403	10%	539
	09/30/19	\$3,797,553	\$4,375,518	1.152	15%	513
	09/30/20	\$3,508,605	\$3,619,973	1.032	20%	396
	09/30/21	\$3,289,330	\$3,958,199	1.203	25%	408
	09/30/22	\$2,856,062	\$3,673,774	1.286	30%	379
					O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.279	1.206
(7)	EXPECTED EXPERIENCE RATIO (D).				1.049	1.092
(8)	CREDIBILITY (E).				0.45	0.75
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000- (8))).				1.153	1.178
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				15.3%	17.8%
(11)	FILED CHANGE.				15.3%	17.8%
(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 04/01/24 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 1.000 YEAR(S).					
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 5 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 8,500 CLAIMS FOR O.T.C. AND 3,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).					

VERISK

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	09/30/18	\$1,052,287	\$2,515,837
	09/30/19	\$1,134,314	\$2,137,005
	09/30/20	\$848,013	\$1,955,661
	09/30/21	\$1,040,668	\$2,376,393
	09/30/22	\$1,219,504	\$2,553,522
(2) DEVELOPED LOSSES AND	09/30/18	\$1,183,823	\$2,830,317
ALL LOSS ADJUSTMENT	09/30/19	\$1,276,103	\$2,404,131
EXPENSES (A)	09/30/20	\$954,015	\$2,197,919
	09/30/21	\$1,169,581	\$2,654,728
	09/30/22	\$1,399,381	\$2,723,331
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.5%	10.5%
(4) TRENDED LOSSES AND	09/30/18	\$1,963,962	\$5,694,598
ALL LOSS ADJUSTMENT	09/30/19	\$1,969,027	\$4,375,518
EXPENSES (B)	09/30/20	\$1,369,966	\$3,619,973
	09/30/21	\$1,561,391	\$3,958,199
	09/30/22	\$1,738,031	\$3,673,774

(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.
09/30/18	1.000	1.000
09/30/19	1.000	1.000
09/30/20	1.000	0.999
09/30/21	0.999	0.993
09/30/22	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 04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/18	4/1/18	7.000	7.000
09/30/19	4/1/19	6.000	6.000
09/30/20	4/1/20	5.000	5.000
09/30/21	4/1/21	4.000	4.000
09/30/22	4/1/22	3.000	3.000

VERISK

INDIANA
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	09/30/18	\$1,375,118	\$3,734,561
AT CURRENT LEVEL	09/30/19	\$1,267,825	\$3,535,897
	09/30/20	\$1,200,988	\$3,306,885
	09/30/21	\$1,180,504	\$3,135,682
	09/30/22	\$1,062,719	\$2,756,817
(2) SELECTED ANNUAL VVF			
TREND (SEE TREND		2.5%	1.2%
EXHIBIT IN SECTION C)			
(3) TRENDED AGGREGATE	09/30/18	\$1,635,015	\$4,059,468
LOSS COSTS AT	09/30/19	\$1,470,677	\$3,797,553
CURRENT LEVEL (A)	09/30/20	\$1,358,317	\$3,508,605
	09/30/21	\$1,303,276	\$3,289,330
	09/30/22	\$1,144,548	\$2,856,062
(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			
04/01/24 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC			
AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
09/30/18	10/1/17	7.000	7.000
09/30/19	10/1/18	6.000	6.000
09/30/20	10/1/19	5.000	5.000
09/30/21	10/1/20	4.000	4.000
09/30/22	10/1/21	3.000	3.000

VERISK

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

ACCIDENT YEAR ENDING	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) \$100,000 INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF INCURRED CLAIMS
09/30/18	\$1,098,854	\$1,369,101	1.246	10%	76
09/30/19	\$1,078,901	\$667,305	0.619	15%	36
09/30/20	\$831,567	\$481,784	0.579	20%	27
09/30/21	\$635,975	\$808,127	1.271	25%	37
09/30/22	\$596,738	\$814,575	1.365	30%	27
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)).				1.062
(7)	EXPECTED EXPERIENCE RATIO (D).				1.284
(8)	CREDIBILITY (E).				0.10
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ((6) * (8)) + ((7) * (1.000 - (8))).				1.262
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((9) - 1.000).				26.2%
(11)	FILED CHANGE.				10.0%
(A)	AUTO DEALERS EXPERIENCE IS FOR ALL AUTO DEALERS RISKS WRITTEN IN ACCORDANCE WITH RULE 248 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 04/01/24 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 3.000 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

INDIANA
 AUTO DEALERS
 AUTOMOBILE LIABILITY INSURANCE
 DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	09/30/18	\$324,181	\$337,976	
ALLOCATED LOSS	09/30/19	\$257,755	\$100,829	
ADJUSTMENT EXPENSES	09/30/20	\$164,519	\$102,401	
	09/30/21	\$152,261	\$294,682	
	09/30/22	\$282,924	\$67,896	
(2) DEVELOPED LOSSES AND	09/30/18	\$347,324	\$374,584	
ALL LOSS ADJUSTMENT	09/30/19	\$283,568	\$113,310	
EXPENSES (A)	09/30/20	\$192,734	\$116,774	
	09/30/21	\$209,508	\$346,789	
	09/30/22	\$548,392	\$85,679	
(3) SELECTED ANNUAL LOSS				
TREND (SEE TREND		8.4%	10.6%	8.7%
EXHIBIT IN SECTION C)				
(4) TRENDED LOSSES AND	09/30/18	\$610,943	\$758,158	\$1,369,101
ALL LOSS ADJUSTMENT	09/30/19	\$459,947	\$207,357	\$667,305
EXPENSES (B)	09/30/20	\$288,523	\$193,261	\$481,784
	09/30/21	\$289,331	\$518,796	\$808,127
	09/30/22	\$698,651	\$115,924	\$814,575

(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.
09/30/18	1.006	1.003
09/30/19	1.033	1.017
09/30/20	1.100	1.032
09/30/21	1.292	1.065
09/30/22	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 04/01/24
 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
09/30/18	4/1/18	7.000
09/30/19	4/1/19	6.000
09/30/20	4/1/20	5.000
09/30/21	4/1/21	4.000
09/30/22	4/1/22	3.000

VERISK

INDIANA
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)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2022	COST	09/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	10863	486.28	587.78	1.209	0.40	1.218	0.993	493	518	518	5.1%
102	3142	379.76	539.50	1.421	0.15	1.254	1.022	390	422	422	8.2%
103	7236	292.85	379.96	1.297	0.25	1.242	1.012	336	360	360	7.1%
104	3734	271.46	325.88	1.200	0.15	1.220	0.994	291	306	306	5.2%
105	3313	297.51	414.26	1.392	0.20	1.258	1.025	322	349	349	8.4%
106	1826	335.07	486.25	1.451	0.10	1.247	1.016	407	438	438	7.6%
108	1539	241.35	297.63	1.233	0.10	1.225	0.998	289	305	305	5.5%
109	869	262.81	188.70	0.718	0.05	1.199	0.977	289	299	299	3.5%
110	993	249.48	222.63	0.892	0.05	1.207	0.984	278	289	289	4.0%
114	2022	262.31	280.64	1.070	0.10	1.209	0.985	295	307	307	4.1%
115	748	173.22	114.28	0.660	0.05	1.196	0.975	229	236	236	3.1%
116	5155	330.48	379.48	1.148	0.20	1.209	0.985	346	361	361	4.3%
117	7981	182.73	192.13	1.051	0.20	1.189	0.969	224	230	230	2.7%
124	4811	205.71	246.97	1.201	0.15	1.221	0.995	254	267	267	5.1%
127	1534	276.85	346.04	1.250	0.10	1.227	1.000	276	292	292	5.8%
128	1149	344.82	517.32	1.500	0.05	1.238	1.009	341	364	364	6.7%
129	4506	321.31	423.45	1.318	0.20	1.243	1.013	334	358	358	7.2%
130	10449	327.81	395.30	1.206	0.35	1.218	0.993	368	387	387	5.2%
131	3449	247.88	270.70	1.092	0.15	1.204	0.981	300	311	311	3.7%
132	1013	224.48	207.18	0.923	0.05	1.209	0.985	239	249	249	4.2%
133	28302	203.11	256.76	1.264	0.45	1.242	1.012	251	269	269	7.2%
134	1155	256.85	311.83	1.214	0.10	1.223	0.997	294	310	310	5.4%
135	1737	310.95	396.13	1.274	0.10	1.229	1.002	321	340	340	5.9%
136	547	250.29	77.62	0.310	0.05	1.178	0.960	307	312	312	1.6%
137	529	174.14	226.37	1.300	0.05	1.228	1.001	204	216	216	5.9%
SW	108602	280.43	343.13	1.224		1.227					

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

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

VERISK

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
								BASE	BASE	BASE	
T	EARNED CAR	\$100000	EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2022	COST	09/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV**	CHG***
101	2813	291.29	334.26	1.148	0.15	1.144	0.993	298	319	296	-0.7%
102	372	323.97	613.65	1.894	0.05	1.181	1.025	343	379	352	2.6%
103	1162	258.33	297.78	1.153	0.10	1.144	0.993	267	286	265	-0.7%
104	786	232.64	170.40	0.732	0.05	1.122	0.974	245	257	239	-2.4%
105	608	303.13	401.65	1.325	0.05	1.152	1.000	312	337	312	0.0%
106	317	326.02	411.68	1.263	0.05	1.149	0.997	338	364	337	-0.3%
108	268	241.48	206.75	0.856	0.00	1.143	0.992	255	273	253	-0.8%
109	92	301.48	84.50	0.280	0.00	1.143	0.992	312	334	310	-0.6%
110	137	261.09	149.24	0.572	0.00	1.143	0.992	267	286	265	-0.7%
114	238	269.25	140.16	0.521	0.00	1.143	0.992	284	304	282	-0.7%
115	102	320.91	39.63	0.123	0.00	1.143	0.992	348	372	345	-0.9%
116	884	328.32	565.84	1.723	0.10	1.201	1.043	340	383	355	4.4%
117	811	228.75	211.06	0.923	0.05	1.132	0.983	243	258	239	-1.6%
124	502	210.98	203.15	0.963	0.05	1.134	0.984	225	239	221	-1.8%
127	260	294.64	394.08	1.337	0.05	1.153	1.001	300	324	300	0.0%
128	128	343.77	369.34	1.074	0.00	1.143	0.992	363	388	360	-0.8%
129	638	241.73	180.26	0.746	0.05	1.123	0.975	255	268	249	-2.4%
130	2126	286.69	359.49	1.254	0.15	1.160	1.007	297	323	299	0.7%
131	314	229.09	100.47	0.439	0.00	1.143	0.992	241	258	239	-0.8%
132	221	219.52	74.99	0.342	0.00	1.143	0.992	231	247	229	-0.9%
133	3131	190.83	243.46	1.276	0.15	1.163	1.010	202	220	204	1.0%
134	164	234.33	314.50	1.342	0.00	1.143	0.992	238	255	236	-0.8%
135	260	251.67	124.76	0.496	0.00	1.143	0.992	255	273	253	-0.8%
136	80	243.90	306.32	1.256	0.00	1.143	0.992	264	282	262	-0.8%
137	99	256.40	113.49	0.443	0.00	1.143	0.992	275	294	273	-0.7%
SW	16513	258.48	295.33	1.143		1.152					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.9 PERCENT.

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

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

VERISK

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE
SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY
AUTO DEALERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
			REV	PRES						BASE	
T	TTT ACC-YR		TTT	AUTO			CHANGES IN		BASE	CLASS	ADV
E	09/30/2022	AGG LCCL	BASE	BASE	RATIO TO		TERRITORY		CLASS	LOSS	LOSS
R	EARNED	YR ENDED	LOSS	LOSS	STATEWIDE		RELATIVITY		LOSS	COST	COST
R	EXPOS	09/30/2022	COST	COST	AVERAGE COLUMNS	REQ	ADJ		COST	REV**	COST
					(3)	(4)	(5) / (6)	1.014	IND*		CHG***
101	10863	162273	518	366	1.556	1.634	0.952	0.965	446	389	6.3%
102	3142	9249	422	267	1.267	1.192	1.063	1.078	363	317	18.7%
103	7236	46360	360	248	1.081	1.107	0.977	0.991	310	270	8.9%
104	3734	62809	306	220	0.919	0.982	0.936	0.949	264	230	4.5%
105	3313	20798	349	240	1.048	1.071	0.979	0.993	301	262	9.2%
106	1826	23879	438	274	1.315	1.223	1.075	1.090	377	329	20.1%
108	1539	6435	305	228	0.916	1.018	0.900	0.913	263	229	0.4%
109	869	3051	299	211	0.898	0.942	0.953	0.966	257	224	6.2%
110	993	7982	289	179	0.868	0.799	1.086	1.101	249	217	21.2%
114	2022	17262	307	221	0.922	0.987	0.934	0.947	264	230	4.1%
115	748	3234	236	168	0.709	0.750	0.945	0.958	203	177	5.4%
116	5155	13840	361	245	1.084	1.094	0.991	1.005	311	271	10.6%
117	7981	13318	230	166	0.691	0.741	0.933	0.946	198	173	4.2%
124	4811	15038	267	185	0.802	0.826	0.971	0.985	230	201	8.6%
127	1534	0	292	184	0.877	0.821	1.068	1.083	252	219	19.0%
128	1149	1276	364	235	1.093	1.049	1.042	1.057	313	273	16.2%
129	4506	21961	358	216	1.075	0.964	1.115	1.131	308	269	24.5%
130	10449	44094	387	248	1.162	1.107	1.050	1.065	333	291	17.3%
131	3449	21435	311	225	0.934	1.004	0.930	0.943	268	233	3.6%
132	1013	1787	249	162	0.748	0.723	1.035	1.049	214	187	15.4%
133	28302	88940	269	176	0.808	0.786	1.028	1.042	231	202	14.8%
134	1155	36	310	207	0.931	0.924	1.008	1.022	267	233	12.6%
135	1737	5180	340	220	1.021	0.982	1.040	1.055	293	255	15.9%
136	547	4773	312	233	0.937	1.040	0.901	0.914	269	234	0.4%
137	529	1728	216	148	0.649	0.661	0.982	0.996	186	162	9.5%
SW	108602	596738	333	224			0.986				

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

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

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

VERISK

INDIANA
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)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2022	COST	09/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	7885	97.27	130.81	1.345	0.25	1.363	0.996	135	169	169	25.2%
102	1871	93.37	148.08	1.586	0.05	1.380	1.009	135	171	171	26.7%
103	4549	65.55	73.11	1.115	0.15	1.331	0.973	94	115	115	22.3%
104	2347	57.57	145.07	2.520	0.10	1.484	1.085	90	122	122	35.6%
105	2390	61.79	91.45	1.480	0.10	1.380	1.009	99	125	125	26.3%
106	1086	59.20	72.31	1.221	0.05	1.362	0.996	88	110	110	25.0%
108	1333	76.46	102.27	1.338	0.05	1.367	0.999	132	165	165	25.0%
109	492	67.02	23.15	0.345	0.00	1.369	1.001	108	136	136	25.9%
110	715	64.68	75.29	1.164	0.05	1.359	0.993	90	112	112	24.4%
114	986	66.07	41.29	0.625	0.05	1.332	0.974	90	110	110	22.2%
115	475	53.76	109.24	2.032	0.05	1.402	1.025	101	130	130	28.7%
116	3463	68.46	87.28	1.275	0.10	1.360	0.994	102	127	127	24.5%
117	4735	74.32	86.45	1.163	0.15	1.338	0.978	112	137	137	22.3%
124	2822	69.10	101.65	1.471	0.10	1.379	1.008	114	144	144	26.3%
127	1104	70.40	50.87	0.723	0.05	1.337	0.977	103	126	126	22.3%
128	478	57.81	91.49	1.583	0.05	1.380	1.009	91	115	115	26.4%
129	2630	64.69	79.84	1.234	0.10	1.356	0.991	94	117	117	24.5%
130	6666	74.79	126.85	1.696	0.15	1.418	1.037	108	140	140	29.6%
131	1891	62.99	83.19	1.321	0.05	1.367	0.999	89	112	112	25.8%
132	672	59.69	79.73	1.336	0.05	1.367	0.999	89	112	112	25.8%
133	16891	68.25	89.98	1.318	0.25	1.356	0.991	105	131	131	24.8%
134	532	50.09	24.93	0.498	0.00	1.369	1.001	89	112	112	25.8%
135	988	48.41	116.12	2.399	0.05	1.421	1.039	75	98	98	30.7%
136	254	61.12	53.34	0.873	0.00	1.369	1.001	110	138	138	25.5%
137	382	71.16	94.67	1.330	0.00	1.369	1.001	122	153	153	25.4%
SW	67637	71.65	98.10	1.369		1.368					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 25.4 PERCENT.

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

VERISK

INDIANA
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)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2022	COST	09/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	7938	250.30	384.81	1.537	0.45	1.509	1.011	398	582	582	46.2%
102	1859	192.33	247.78	1.288	0.20	1.446	0.969	305	427	427	40.0%
103	4658	185.70	254.43	1.370	0.30	1.451	0.973	363	511	511	40.8%
104	2565	148.18	228.54	1.542	0.20	1.497	1.003	279	405	405	45.2%
105	2416	177.79	310.22	1.745	0.20	1.538	1.031	355	529	529	49.0%
106	987	218.25	297.52	1.363	0.15	1.468	0.984	369	525	525	42.3%
108	1300	167.60	229.04	1.367	0.10	1.474	0.988	329	470	470	42.9%
109	380	168.72	75.06	0.445	0.05	1.434	0.961	299	416	416	39.1%
110	740	188.40	151.51	0.804	0.10	1.418	0.950	355	488	488	37.5%
114	1165	183.73	240.55	1.309	0.10	1.468	0.984	319	454	454	42.3%
115	481	160.61	168.34	1.048	0.05	1.464	0.981	325	461	461	41.8%
116	3418	177.27	309.07	1.743	0.25	1.550	1.039	302	454	454	50.3%
117	5139	157.73	234.26	1.485	0.25	1.486	0.996	281	405	405	44.1%
124	3024	218.48	312.99	1.433	0.20	1.475	0.989	373	533	533	42.9%
127	1034	170.23	287.33	1.688	0.10	1.506	1.009	352	514	514	46.0%
128	514	193.77	199.44	1.029	0.05	1.463	0.981	353	501	501	41.9%
129	2991	190.74	331.68	1.739	0.20	1.537	1.030	327	487	487	48.9%
130	6784	208.46	282.37	1.355	0.35	1.440	0.965	368	513	513	39.4%
131	2580	152.23	268.52	1.764	0.15	1.528	1.024	297	440	440	48.1%
132	727	202.62	241.82	1.193	0.10	1.457	0.977	332	469	469	41.3%
133	17779	155.92	239.00	1.533	0.50	1.510	1.012	279	408	408	46.2%
134	422	166.04	315.39	1.899	0.05	1.507	1.010	283	413	413	45.9%
135	1075	170.72	222.23	1.302	0.15	1.458	0.977	301	425	425	41.2%
136	178	152.18	221.06	1.453	0.05	1.484	0.995	369	531	531	43.9%
137	319	186.46	163.62	0.878	0.05	1.456	0.976	286	404	404	41.3%
SW	70473	183.57	272.79	1.486		1.492					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 44.6 PERCENT.

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

VERISK

INDIANA
COMMERCIAL AUTOMOBILE INSURANCE
PHYSICAL DAMAGE - COMPREHENSIVE

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2022	COST	09/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	1989	108.92	95.81	0.880	0.15	1.255	0.950	111	122	122	9.9%
102	271	188.27	81.73	0.434	0.05	1.277	0.967	188	210	210	11.7%
103	807	88.35	116.74	1.321	0.10	1.321	1.000	85	98	98	15.3%
104	490	85.82	131.81	1.536	0.05	1.332	1.008	94	109	109	16.0%
105	474	100.71	148.74	1.477	0.05	1.329	1.006	109	126	126	15.6%
106	253	75.85	139.89	1.844	0.05	1.347	1.020	85	100	100	17.6%
108	235	81.36	80.68	0.992	0.00	1.321	1.000	104	120	120	15.4%
109	73	64.21	41.77	0.651	0.00	1.321	1.000	86	99	99	15.1%
110	114	83.83	90.98	1.085	0.00	1.321	1.000	94	108	108	14.9%
114	119	85.31	132.48	1.553	0.00	1.321	1.000	96	111	111	15.6%
115	67	64.61	140.87	2.180	0.00	1.321	1.000	96	111	111	15.6%
116	626	99.09	75.17	0.759	0.10	1.265	0.958	101	112	112	10.9%
117	600	127.09	237.80	1.871	0.10	1.376	1.042	144	173	173	20.1%
124	391	117.94	162.11	1.375	0.05	1.324	1.002	132	152	152	15.2%
127	179	88.82	50.40	0.567	0.00	1.321	1.000	89	103	103	15.7%
128	89	84.72	88.70	1.047	0.00	1.321	1.000	86	99	99	15.1%
129	407	79.51	154.35	1.941	0.05	1.352	1.023	85	100	100	17.6%
130	1554	87.15	114.91	1.319	0.15	1.321	1.000	87	100	100	14.9%
131	199	87.39	215.95	2.471	0.05	1.379	1.044	87	105	105	20.7%
132	176	52.08	34.30	0.659	0.00	1.321	1.000	74	85	85	14.9%
133	2273	98.02	164.00	1.673	0.15	1.374	1.040	116	139	139	19.8%
134	94	55.65	73.43	1.319	0.00	1.321	1.000	68	78	78	14.7%
135	191	61.60	132.52	2.151	0.05	1.363	1.032	66	79	79	19.7%
136	45	47.89	251.92	5.260	0.00	1.321	1.000	69	80	80	15.9%
137	66	70.54	11.18	0.158	0.00	1.321	1.000	81	93	93	14.8%
SW	11782	97.15	128.37	1.321		1.321					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 15.3 PERCENT.

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

VERISK

INDIANA
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)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	09/30/2022	COST	09/30/2022	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	1927	328.60	433.70	1.320	0.35	1.285	1.011	407	485	485	19.2%
102	257	329.15	367.00	1.115	0.10	1.251	0.984	403	467	467	15.9%
103	726	249.68	286.31	1.147	0.20	1.242	0.977	311	358	358	15.1%
104	474	310.10	327.21	1.055	0.15	1.234	0.971	397	454	454	14.4%
105	450	325.26	376.02	1.156	0.15	1.250	0.983	430	498	498	15.8%
106	210	232.10	263.81	1.137	0.10	1.253	0.986	289	336	336	16.3%
108	213	225.24	347.18	1.541	0.10	1.294	1.018	341	409	409	19.9%
109	41	262.97	111.42	0.424	0.05	1.224	0.963	333	378	378	13.5%
110	105	215.19	198.79	0.924	0.05	1.249	0.983	290	336	336	15.9%
114	117	223.05	141.93	0.636	0.05	1.235	0.972	297	340	340	14.5%
115	66	180.80	69.96	0.387	0.00	1.266	0.996	313	367	367	17.3%
116	565	352.68	445.10	1.262	0.15	1.265	0.995	438	513	513	17.1%
117	572	186.30	238.55	1.280	0.10	1.267	0.997	268	315	315	17.5%
124	357	197.72	288.88	1.461	0.10	1.286	1.012	282	336	336	19.1%
127	157	265.03	455.01	1.717	0.10	1.311	1.031	320	389	389	21.6%
128	97	269.44	130.96	0.486	0.05	1.227	0.965	356	405	405	13.8%
129	363	253.29	417.57	1.649	0.15	1.323	1.041	341	418	418	22.6%
130	1328	287.33	336.86	1.172	0.25	1.243	0.978	347	400	400	15.3%
131	212	226.20	260.88	1.153	0.10	1.255	0.987	320	372	372	16.3%
132	158	169.70	277.40	1.635	0.05	1.284	1.010	280	333	333	18.9%
133	2038	210.48	296.12	1.407	0.30	1.308	1.029	310	376	376	21.3%
134	90	191.12	477.10	2.496	0.05	1.328	1.045	330	406	406	23.0%
135	164	261.70	274.70	1.050	0.10	1.244	0.979	350	404	404	15.4%
136	14	167.46	146.61	0.875	0.00	1.266	0.996	257	301	301	17.1%
137	58	201.16	198.33	0.986	0.00	1.266	0.996	324	380	380	17.3%
SW	10759	265.46	336.14	1.266		1.271					

* KEYED TO A STATEWIDE LOSS COST CHANGE OF 17.8 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.	5 YR.
		2017	2018	2019	2020	2021	AVG	AVG
(1)	ITEM Direct Losses Incurred	5,440,605	5,512,801	5,741,885	5,199,307	6,427,285		
(2)	Loss Adjustment Expenses Incurred	701,565	713,364	735,418	662,147	754,274		
(3)	Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.129	1.129	1.128	1.127	1.117	1.124	1.126
(4)	Selected							1.125

Items (1) and (2) are from the Insurance Expense Exhibits for agency and direct writers.

VERISK

COMMERCIAL AUTO LIABILITY
DETERMINATION OF FACTORS TO ADJUST ACCIDENT YEAR
LOSS RATIOS FOR SUBSEQUENT CHANGES

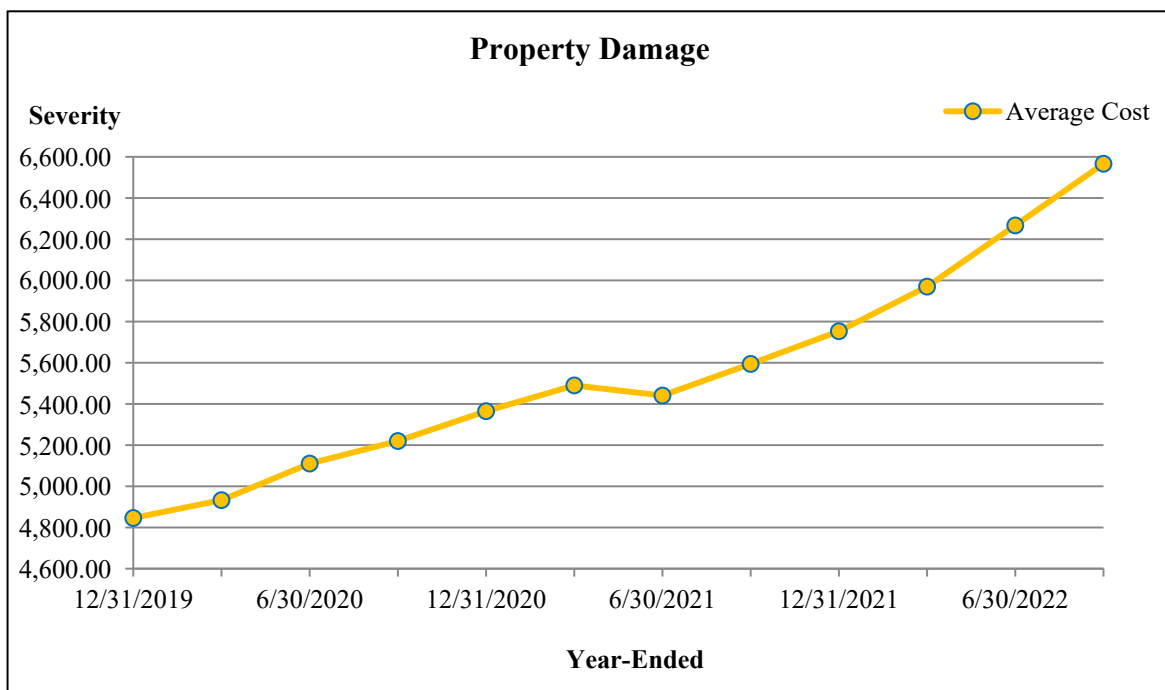
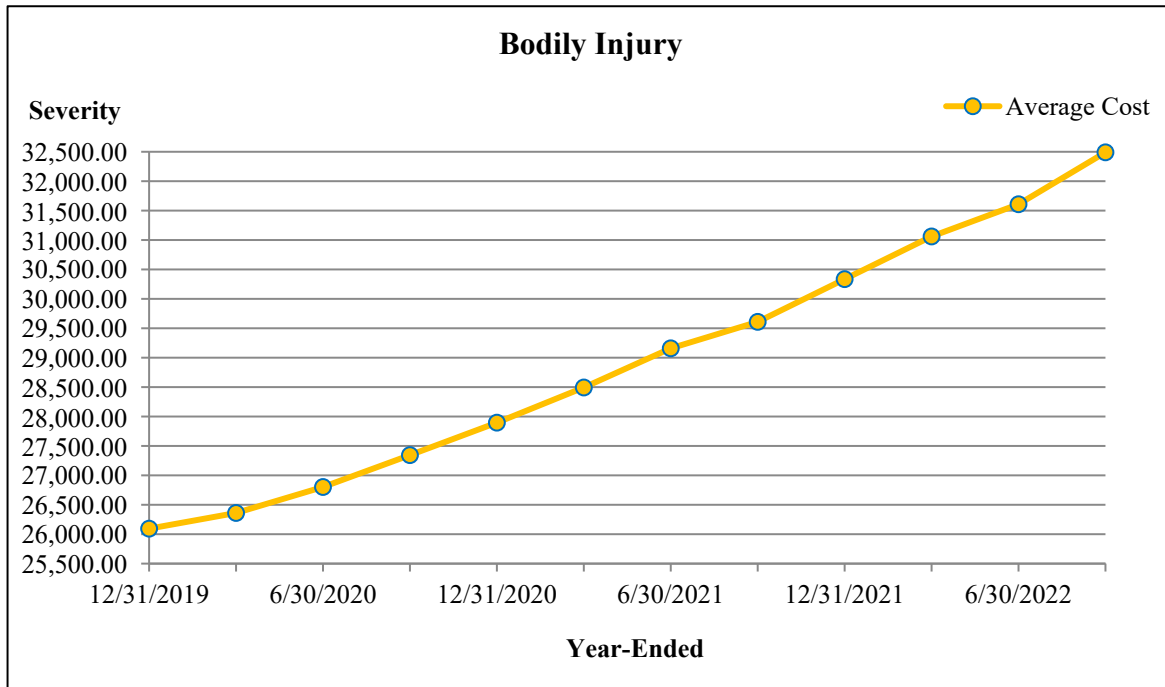
AVERAGE PAID CLAIM COST DATA

YEAR ENDED	INDIANA				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	EXPONENTIAL		EXPONENTIAL		EXPONENTIAL		EXPONENTIAL	
	ACTUAL	FIT	ACTUAL	FIT	ACTUAL	FIT	ACTUAL	FIT
12/31/2019	23183.82	20992.51	4559.48	4356.55	26094.12	25820.56	4846.09	4811.23
3/31/2020	22423.70	21488.53	4552.55	4468.76	26360.86	26349.41	4932.70	4933.67
6/30/2020	20837.66	21996.27	4605.38	4583.86	26802.22	26889.09	5110.52	5059.22
9/30/2020	20575.35	22516.01	4521.92	4701.93	27343.92	27439.83	5219.91	5187.97
12/31/2020	20508.00	23048.03	4658.37	4823.04	27895.79	28001.84	5364.85	5320.00
3/31/2021	23616.62	23592.61	4796.18	4947.26	28493.62	28575.36	5489.91	5455.38
6/30/2021	24715.93	24150.07	4985.22	5074.69	29159.23	29160.64	5440.93	5594.21
9/30/2021	25850.67	24720.70	5214.55	5205.40	29609.21	29757.89	5594.30	5736.57
12/31/2021	27453.10	25304.81	5485.23	5339.47	30335.02	30367.39	5753.08	5882.56
3/31/2022	25300.14	25902.72	5544.80	5477.00	31060.59	30989.36	5969.66	6032.26
6/30/2022	26759.44	26514.76	5558.54	5618.07	31608.19	31624.07	6266.94	6185.77
9/30/2022	26686.85	27141.26	5899.50	5762.77	32490.47	32271.79	6566.45	6343.18
					BODILY INJURY		PROPERTY DAMAGE	
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)							
	(A) INDIANA				9.8%		10.7%	
	(B) MULTISTATE				8.4%		10.6%	
(10)	CREDIBILITY				0.00		0.20	
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS { (10) * (9A) } + { (1.0 - (10)) * (9B) }				8.4%		10.6%	
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY				0.0%		0.0%	
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)				8.4%		10.6%	

* EXCLUDES MASSACHUSETTS

VERISK

Commercial Automobile Liability
Average Paid Claim Cost Experience
Multistate*



*Excludes Massachusetts

VERISK

COMMERCIAL AUTO LIABILITY
INCURRED CLAIM FREQUENCY

MULTISTATE*

TRUCKS, TRACTORS, AND TRAILERS

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
9/30/2016	0.7739		2.7372	
12/31/2016	0.7753		2.7241	
3/31/2017	0.7769		2.7043	
6/30/2017	0.7869		2.7003	
9/30/2017	0.7863	1.6% &	2.6751	-2.3% &
12/31/2017	0.7877		2.6787	
3/31/2018	0.7904		2.6965	
6/30/2018	0.7883	0.2%	2.7093	0.3%
9/30/2018	0.7875		2.7132	
12/31/2018	0.7855		2.7183	
3/31/2019	0.7835		2.7135	
6/30/2019	0.7790	-1.2%	2.6797	-1.1%
9/30/2019	0.7817		2.6767	
12/31/2019	0.7772		2.6514	
3/31/2020	0.7495		2.5345	
6/30/2020	0.6690	-14.1%	2.2892	-14.6%
9/30/2020	0.6224		2.1294	
12/31/2020	0.5773		1.9941	
3/31/2021	0.5585		1.9502	
6/30/2021	0.5989	-10.5%	2.0615	-9.9%
9/30/2021	0.5956		2.0633	
12/31/2021	0.5946		2.0486	
3/31/2022	0.6021		2.0560	
6/30/2022	0.5991	0.0%	2.0250	-1.8%

* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 6/30/XXXX

& CHANGE BASED ON YEAR ENDING 9/30/2017 divided by 9/30/2016

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>
9/30/2016	0.7834		2.9304	
12/31/2016	0.7768		2.9210	
3/31/2017	0.7663		2.8528	
6/30/2017	0.7689		2.8283	
9/30/2017	0.7524	-4.0% &	2.7518	-6.1% &
12/31/2017	0.7563		2.7431	
3/31/2018	0.7793		2.7734	
6/30/2018	0.7854	2.1%	2.7206	-3.8%
9/30/2018	0.7784		2.7068	
12/31/2018	0.7727		2.6608	
3/31/2019	0.7489		2.6129	
6/30/2019	0.7291	-7.2%	2.5861	-4.9%
9/30/2019	0.7131		2.5383	
12/31/2019	0.7085		2.4864	
3/31/2020	0.6748		2.3722	
6/30/2020	0.5836	-20.0%	2.0657	-20.1%
9/30/2020	0.5458		1.8739	
12/31/2020	0.4828		1.6498	
3/31/2021	0.4685		1.5367	
6/30/2021	0.5285	-9.4%	1.6906	-18.2%
9/30/2021	0.5460		1.7173	
12/31/2021	0.5473		1.7705	
3/31/2022	0.5479		1.8141	
6/30/2022	0.5427	2.7%	1.8033	6.7%

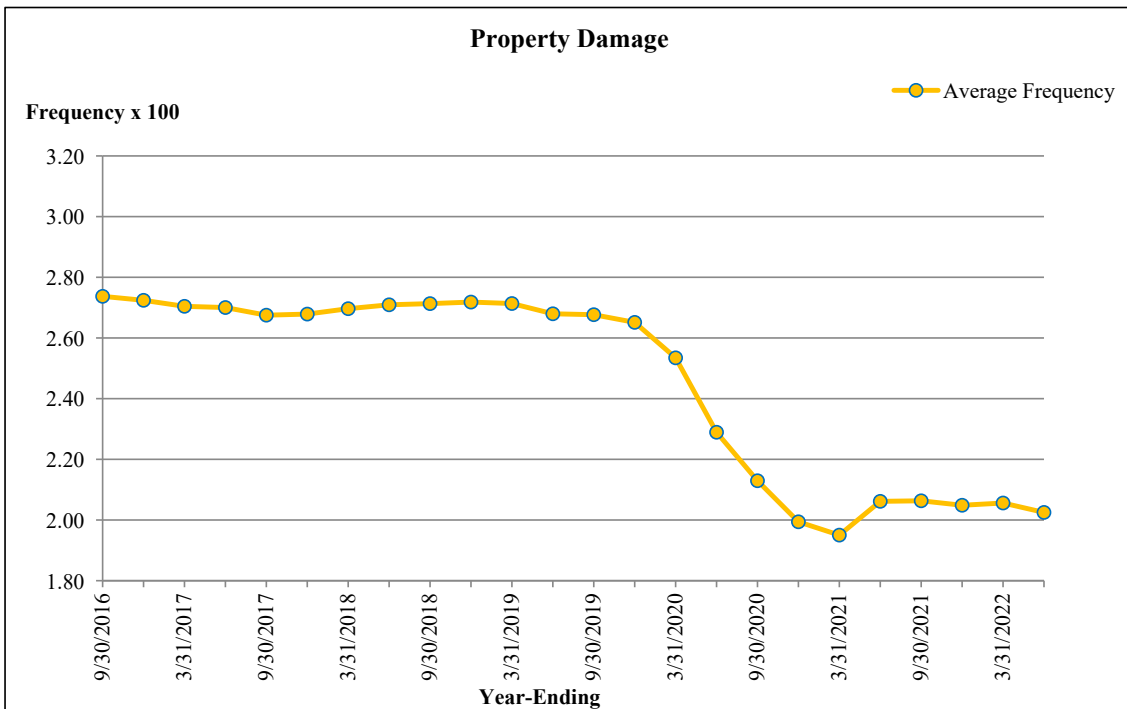
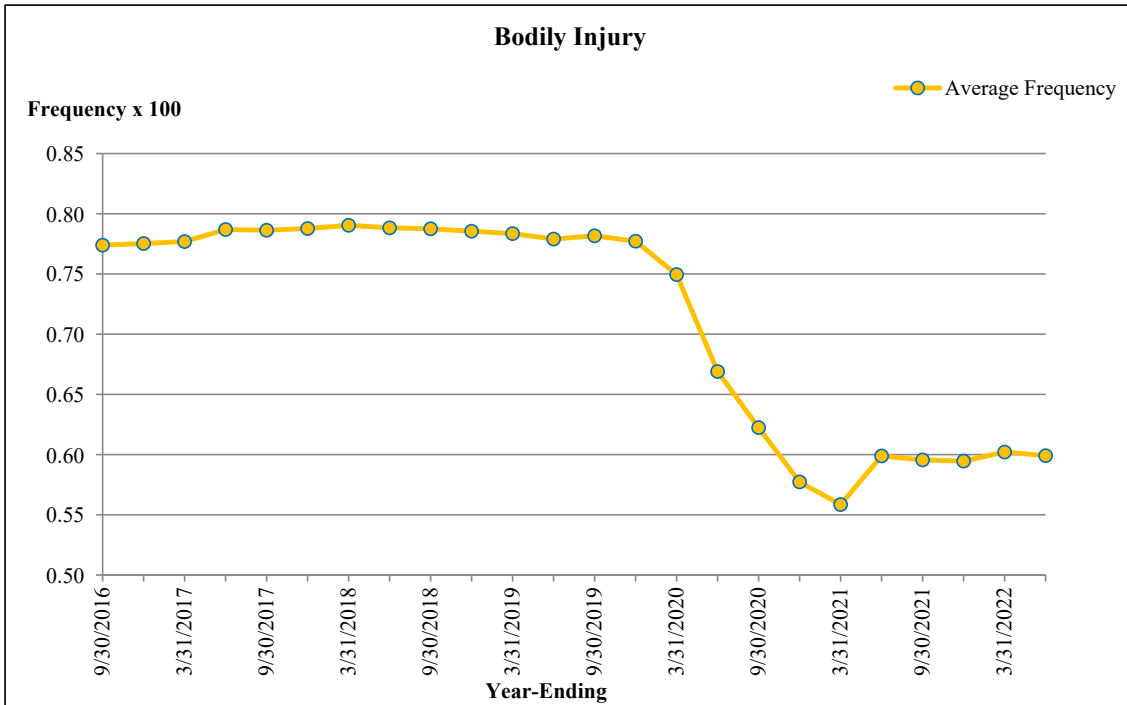
* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 6/30/XXXX

& CHANGE BASED ON YEAR ENDING 9/30/2017 divided by 9/30/2016

VERISK

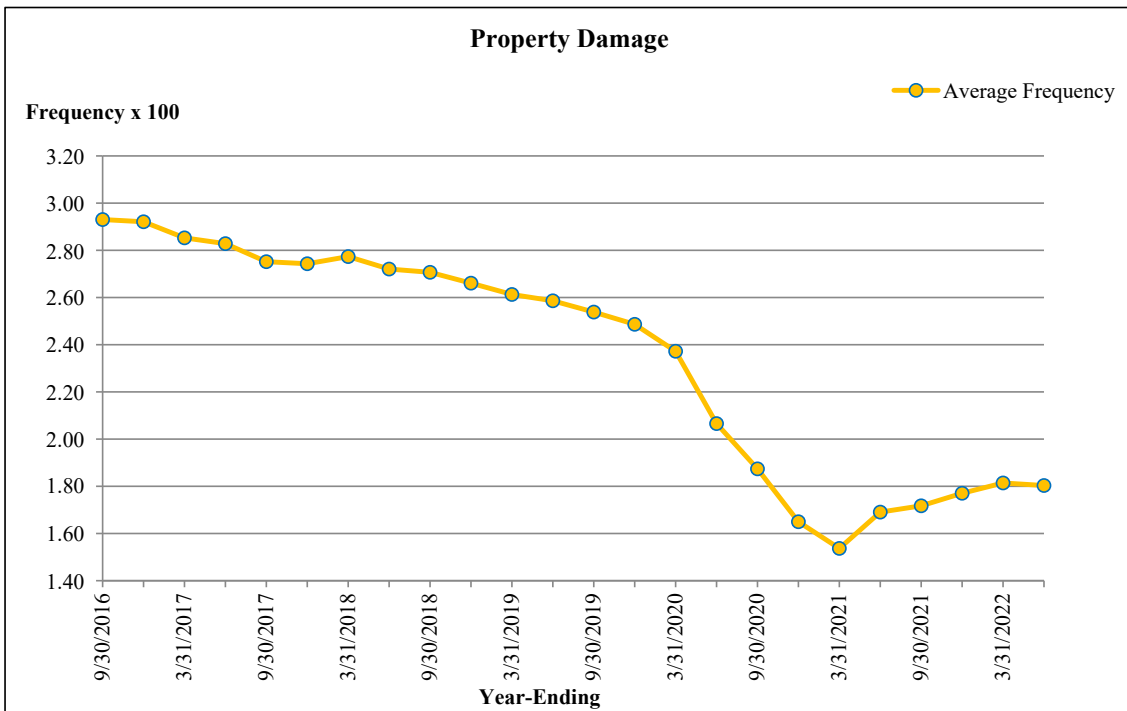
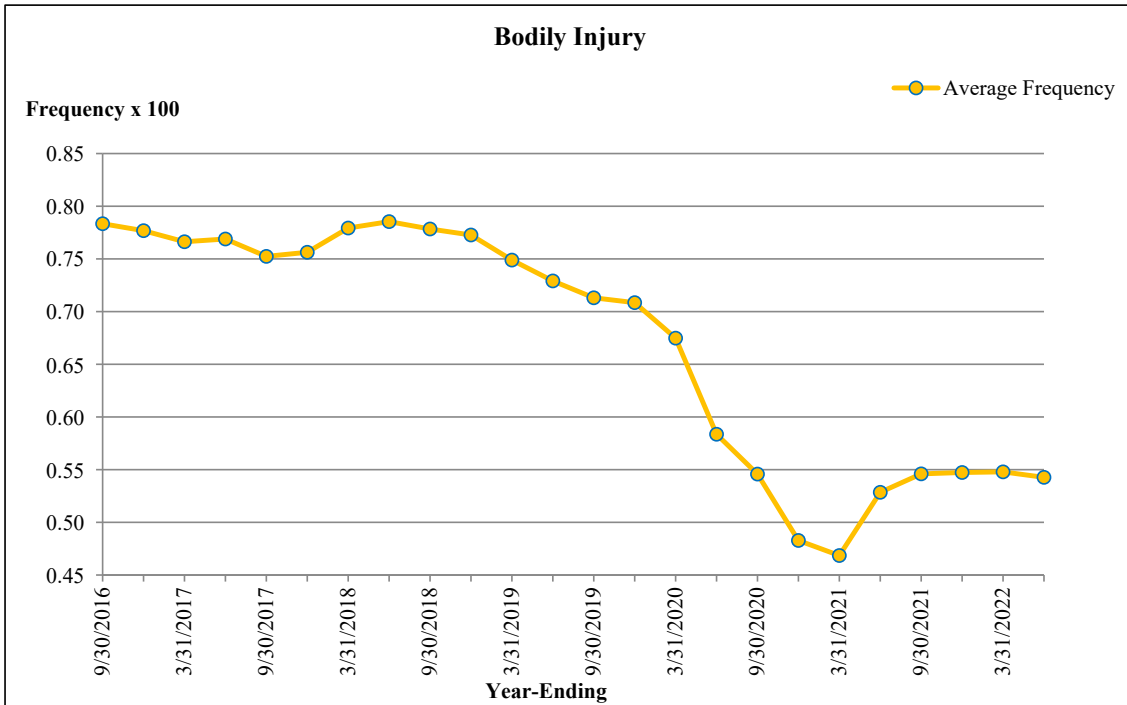
Commercial Automobile Liability
Incurred Claim Frequency Experience
Trucks, Tractors, and Trailers
Multistate*



*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
--------------	-----------------------

3/31/2020	1.071
9/30/2020	1.070
3/31/2021	1.070
9/30/2021	1.065
3/31/2022	1.061
9/30/2022	1.055

Exponential Trend (Average Annual Change)

6 Points	-0.6%
5 Points	-0.7%
4 Points	-0.9%

* 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
3/31/2018	1.094
9/30/2018	1.100
3/31/2019	1.106
9/30/2019	1.112
3/31/2020	1.117
9/30/2020	1.120
3/31/2021	1.122
9/30/2021	1.123
3/31/2022	1.123
9/30/2022	1.125

Exponential Trend (Average Annual Change)

9 Points	0.5%
7 Points	0.3%
5 Points	0.2%

Selected Annual Premium Trend:	0.0%
--------------------------------	------

* Excludes Massachusetts

VERISK

Multistate*
Private Passenger Types
Liability
Premium Trend Calculation

Companies Not Reporting Age Code X Data

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

3/31/2019	0.994
9/30/2019	0.993
3/31/2020	0.993
9/30/2020	0.993
3/31/2021	0.991
9/30/2021	0.990
3/31/2022	0.990
9/30/2022	0.987

Exponential Trend (Average Annual Change)

8 Points	-0.2%
6 Points	-0.2%
4 Points	-0.3%

* 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
3/31/2018	0.999
9/30/2018	1.000
3/31/2019	1.001
9/30/2019	1.002
3/31/2020	1.003
9/30/2020	1.003
3/31/2021	1.003
9/30/2021	1.001
3/31/2022	0.999
9/30/2022	0.999

Exponential Trend (Average Annual Change)

9 Points	0.0%
7 Points	-0.1%
5 Points	-0.3%

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)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
12/31/2017	1.16		0.74		0.57	
3/31/2018	1.20		0.76		0.58	
6/30/2018	1.24		0.78		0.59	
9/30/2018	1.27		0.80		0.60	
12/31/2018	1.31		0.82		0.61	
3/31/2019	1.34	11.7%	0.84	10.5%	0.62	6.9%
6/30/2019	1.37		0.85		0.63	
9/30/2019	1.39	9.4%	0.85	6.3%	0.63	5.0%
12/31/2019	1.39		0.85		0.63	
3/31/2020	1.37	2.2%	0.84	0.0%	0.62	0.0%
6/30/2020	1.33		0.82		0.61	
9/30/2020	1.33	-4.3%	0.82	-3.5%	0.60	-4.8%
12/31/2020	1.33		0.82		0.60	
3/31/2021	1.37	0.0%	0.84	0.0%	0.60	-3.2%
6/30/2021	1.44		0.87		0.62	
9/30/2021	1.45	9.0%	0.87	6.1%	0.62	3.3%
12/31/2021	1.46		0.87		0.62	
3/31/2022	1.47	7.3%	0.87	3.6%	0.62	3.3%
6/30/2022	1.45		0.86		0.63	
9/30/2022	1.45	0.0%	0.86	-1.1%	0.63	1.6%

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

Deductible:	Percent of Losses
Full	0.3%
\$50	0.3%
\$100	1.6%
\$200	0.1%
\$250	6.2%
\$500	28.4%
\$1,000	50.3%
\$2,000	6.5%
\$3,000	2.2%
\$5,000	4.0%

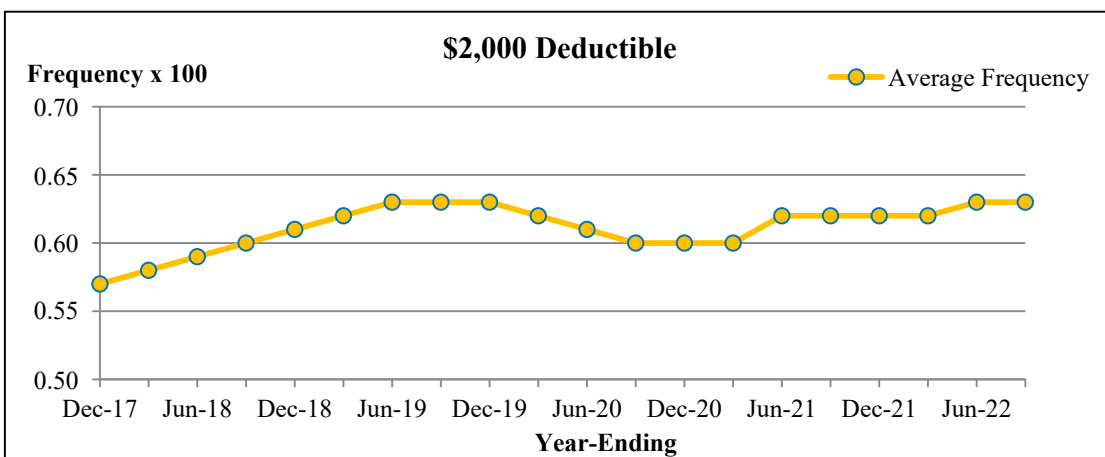
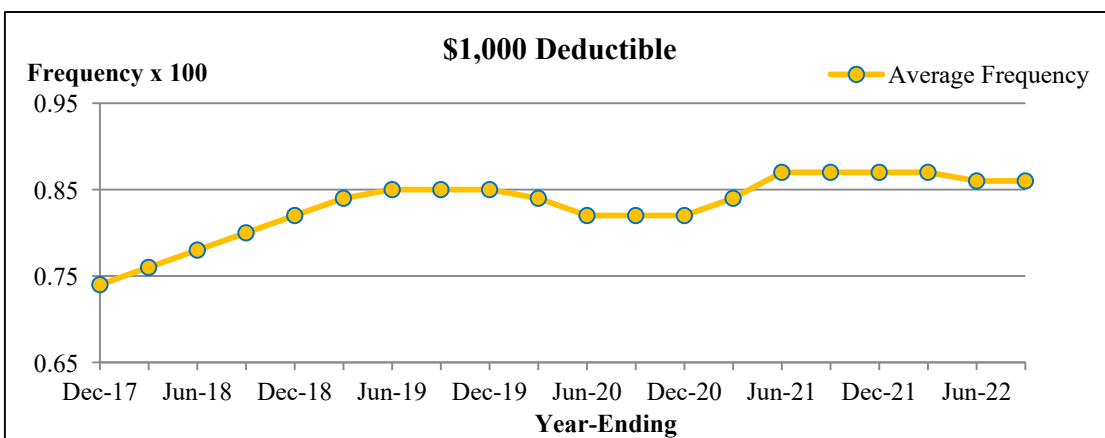
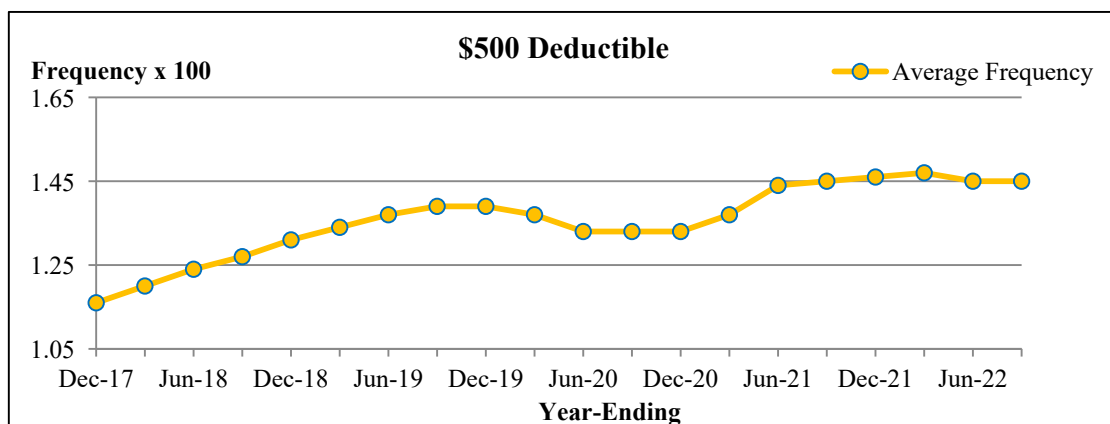
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 6.2% 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
12/31/2017	2,684.90	4,005.88	4,616.65
3/31/2018	2,698.92	4,051.45	4,685.96
6/30/2018	2,721.24	4,160.17	4,890.61
9/30/2018	2,694.10	4,150.74	4,937.28
12/31/2018	2,768.16	4,308.17	5,150.11
3/31/2019	2,780.11	4,348.48	5,237.93
6/30/2019	2,813.59	4,389.33	5,261.56
9/30/2019	2,845.93	4,470.14	5,326.56
12/31/2019	2,833.27	4,545.20	5,464.53
3/31/2020	2,869.29	4,507.36	5,370.66
6/30/2020	2,902.97	4,546.35	5,453.82
9/30/2020	2,917.00	4,552.10	5,462.50
12/31/2020	3,011.44	4,589.84	5,497.14
3/31/2021	3,062.49	4,680.11	5,675.82
6/30/2021	3,124.46	4,730.17	5,713.97
9/30/2021	3,321.66	4,922.11	5,980.95
12/31/2021	3,434.42	5,107.23	6,203.33
3/31/2022	3,558.76	5,338.14	6,424.52
6/30/2022	3,648.51	5,489.18	6,612.32
9/30/2022	3,613.22	5,510.38	6,626.06

Average Annual Change Using Exponential Fits:

20 point fit:	6.8%	6.4%	7.1%
16 point fit:	8.3%	6.7%	7.0%
12 point fit:	10.9%	8.5%	8.8%

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)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
12/31/2017	2.19		1.93		1.59	
3/31/2018	2.21		1.96		1.62	
6/30/2018	2.22		1.99		1.64	
9/30/2018	2.25		2.02		1.67	
12/31/2018	2.26		2.02		1.67	
3/31/2019	2.26	2.3%	2.03	3.6%	1.67	3.1%
6/30/2019	2.27		2.03		1.67	
9/30/2019	2.27	0.9%	2.03	0.5%	1.67	0.0%
12/31/2019	2.27		2.03		1.67	
3/31/2020	2.17	-4.0%	1.94	-4.4%	1.60	-4.2%
6/30/2020	2.02		1.79		1.49	
9/30/2020	1.94	-14.5%	1.71	-15.8%	1.43	-14.4%
12/31/2020	1.87		1.64		1.38	
3/31/2021	1.90	-12.4%	1.66	-14.4%	1.40	-12.5%
6/30/2021	2.00		1.76		1.48	
9/30/2021	2.03	4.6%	1.81	5.8%	1.53	7.0%
12/31/2021	2.06		1.85		1.56	
3/31/2022	2.06	8.4%	1.87	12.7%	1.59	13.6%
6/30/2022	2.06		1.88		1.61	
9/30/2022	2.03	0.0%	1.85	2.2%	1.60	4.6%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	0.8%
\$500	24.6%
\$1,000	57.4%
\$2,000	8.5%
\$3,000	2.5%
\$5,000	6.1%

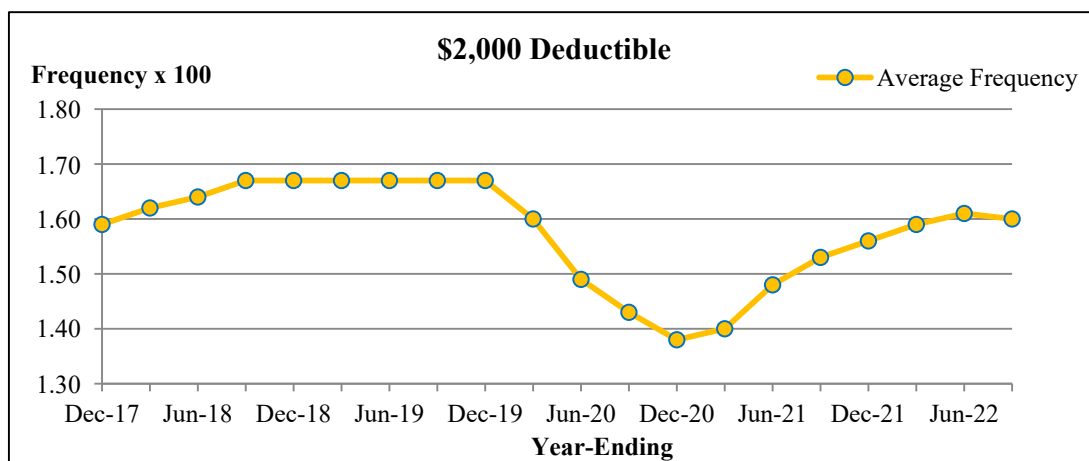
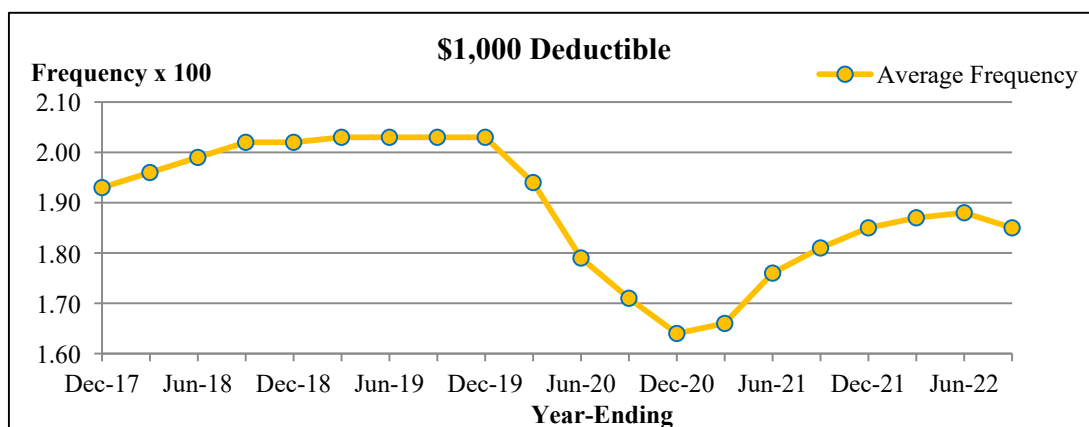
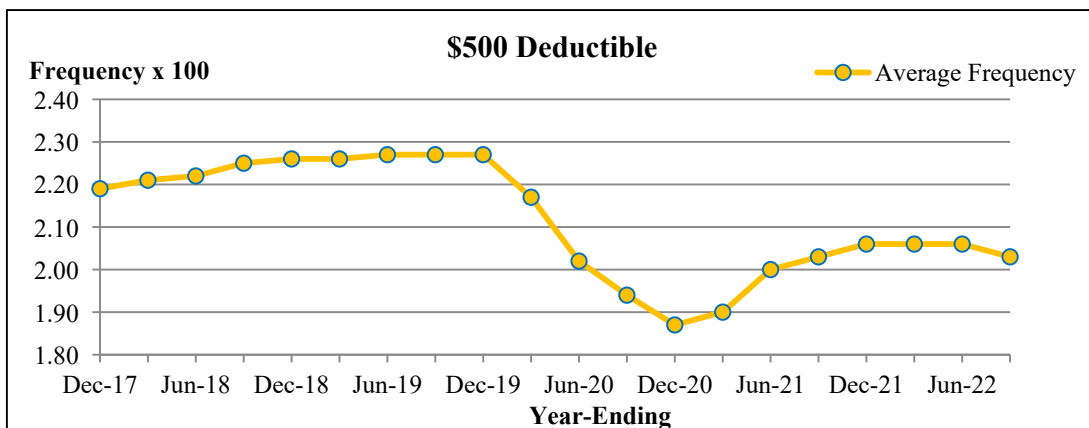
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 8.6% 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
12/31/2017	5,331.47	6,071.91	6,453.79
3/31/2018	5,403.45	6,167.43	6,548.93
6/30/2018	5,455.12	6,206.29	6,601.82
9/30/2018	5,546.01	6,303.56	6,694.29
12/31/2018	5,562.77	6,378.32	6,785.85
3/31/2019	5,651.66	6,461.24	6,908.66
6/30/2019	5,728.27	6,598.26	7,063.50
9/30/2019	5,733.16	6,614.55	7,094.50
12/31/2019	5,786.16	6,668.77	7,156.74
3/31/2020	5,809.00	6,746.69	7,239.01
6/30/2020	5,833.23	6,775.71	7,247.60
9/30/2020	5,856.26	6,921.84	7,395.05
12/31/2020	5,969.86	7,087.07	7,583.71
3/31/2021	6,100.13	7,217.75	7,689.05
6/30/2021	6,312.09	7,449.21	7,946.68
9/30/2021	6,678.47	7,781.52	8,328.32
12/31/2021	7,083.35	8,204.58	8,773.09
3/31/2022	7,461.85	8,642.79	9,258.29
6/30/2022	7,897.96	9,008.13	9,655.04
9/30/2022	8,260.83	9,398.47	9,988.92

Average Annual Change Using Exponential Fits:

20 point fit:	8.2%	8.7%	8.8%
16 point fit:	10.3%	10.4%	10.4%
12 point fit:	14.6%	13.8%	13.6%

Selected severity trend:	11.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	11.0%

* Multistate data excludes Massachusetts

VERISK

Multistate*
Private Passenger Types Physical Damage
Other Than Collision

Frequency (expressed as claims per 100 exposures)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
12/31/2017	2.86		1.80		1.18	
3/31/2018	2.92		1.82		1.20	
6/30/2018	3.02		1.88		1.23	
9/30/2018	3.11		1.92		1.24	
12/31/2018	3.20		1.96		1.26	
3/31/2019	3.32	13.7%	2.03	11.5%	1.30	8.3%
6/30/2019	3.39		2.08		1.34	
9/30/2019	3.43	10.3%	2.12	10.4%	1.37	10.5%
12/31/2019	3.43		2.12		1.36	
3/31/2020	3.30	-0.6%	2.05	1.0%	1.32	1.5%
6/30/2020	3.04		1.90		1.23	
9/30/2020	2.97	-13.4%	1.87	-11.8%	1.23	-10.2%
12/31/2020	2.88		1.82		1.20	
3/31/2021	2.97	-10.0%	1.87	-8.8%	1.20	-9.1%
6/30/2021	3.30		2.04		1.29	
9/30/2021	3.41	14.8%	2.10	12.3%	1.32	7.3%
12/31/2021	3.52		2.14		1.35	
3/31/2022	3.59	20.9%	2.18	16.6%	1.37	14.2%
6/30/2022	3.55		2.19		1.39	
9/30/2022	3.52	3.2%	2.17	3.3%	1.38	4.5%

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

Deductible:	Percent of Losses
Full	0.3%
\$50	0.2%
\$100	2.4%
\$200	0.4%
\$250	8.1%
\$500	37.2%
\$1,000	45.2%
\$2,000	3.8%
\$3,000	1.0%
\$5,000	1.4%

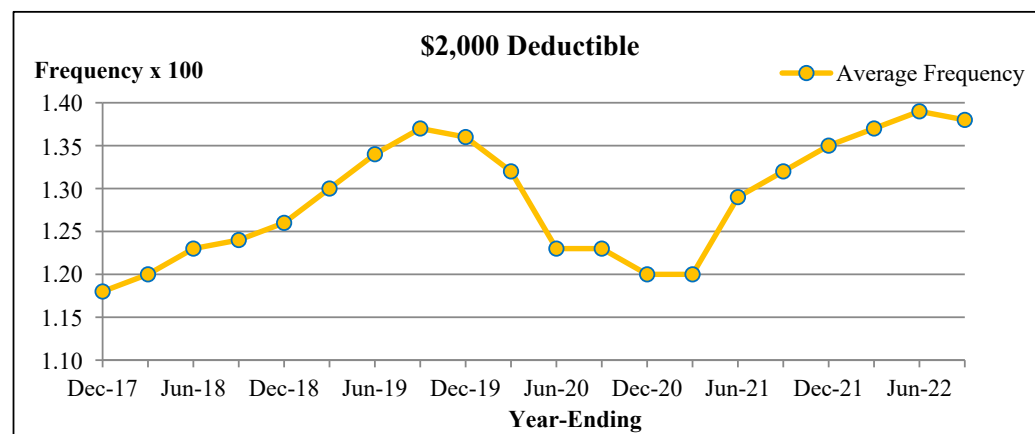
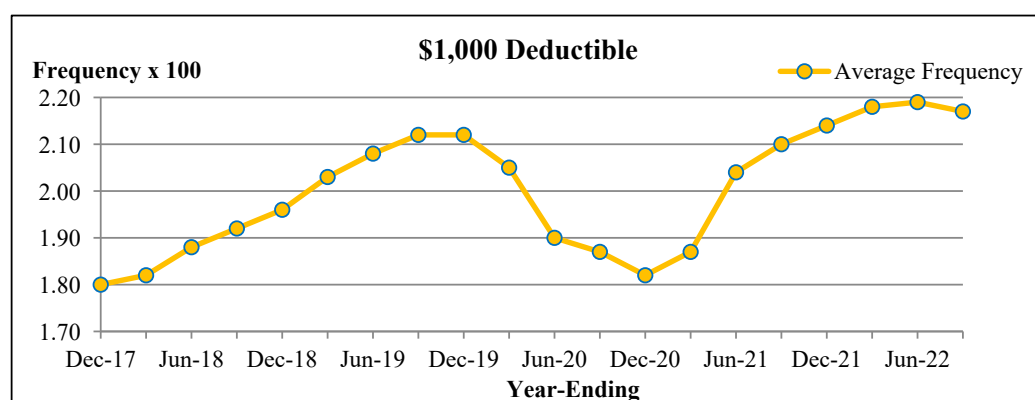
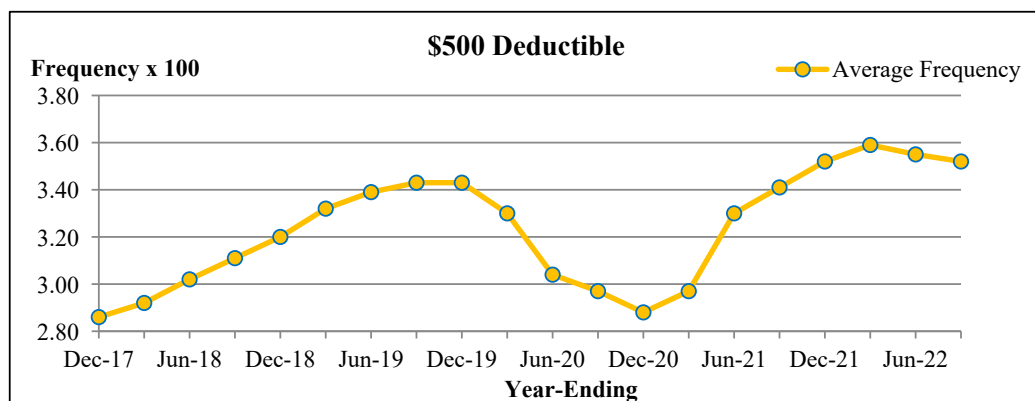
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 2.4% of losses, are excluded from trend calculations.

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
12/31/2017	1,802.06	2,396.61	2,907.86
3/31/2018	1,789.61	2,382.84	2,893.42
6/30/2018	1,812.30	2,413.63	2,935.78
9/30/2018	1,812.94	2,383.03	2,914.87
12/31/2018	1,853.69	2,452.32	3,026.88
3/31/2019	1,873.67	2,489.90	3,073.52
6/30/2019	1,889.66	2,534.79	3,106.84
9/30/2019	1,892.69	2,580.93	3,154.05
12/31/2019	1,897.06	2,610.81	3,183.29
3/31/2020	1,949.56	2,698.76	3,280.61
6/30/2020	2,024.33	2,736.29	3,341.73
9/30/2020	2,115.64	2,774.85	3,369.73
12/31/2020	2,198.58	2,791.72	3,379.35
3/31/2021	2,195.68	2,756.30	3,365.60
6/30/2021	2,204.46	2,812.95	3,454.60
9/30/2021	2,239.10	2,877.15	3,535.46
12/31/2021	2,302.55	2,999.12	3,740.02
3/31/2022	2,381.37	3,090.45	3,829.43
6/30/2022	2,411.47	3,104.92	3,846.81
9/30/2022	2,416.25	3,190.31	4,007.24

Average Annual Change Using Exponential Fits:

20 point fit:	7.3%	6.4%	6.8%
16 point fit:	8.3%	6.8%	7.3%
12 point fit:	9.0%	7.0%	8.1%

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)

	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
Year Ending:	Value	Change**	Value	Change**	Value	Change**
12/31/2017	4.66		4.07		3.08	
3/31/2018	4.77		4.14		3.16	
6/30/2018	4.75		4.16		3.17	
9/30/2018	4.80		4.21		3.21	
12/31/2018	4.78		4.19		3.21	
3/31/2019	4.73	-0.8%	4.19	1.2%	3.21	1.6%
6/30/2019	4.72		4.20		3.24	
9/30/2019	4.70	-2.1%	4.18	-0.7%	3.23	0.6%
12/31/2019	4.64		4.19		3.22	
3/31/2020	4.40	-7.0%	3.96	-5.5%	3.05	-5.0%
6/30/2020	3.89		3.46		2.68	
9/30/2020	3.61	-23.2%	3.18	-23.9%	2.50	-22.6%
12/31/2020	3.31		2.86		2.30	
3/31/2021	3.20	-27.3%	2.77	-30.1%	2.25	-26.2%
6/30/2021	3.52		3.06		2.49	
9/30/2021	3.57	-1.1%	3.15	-0.9%	2.57	2.8%
12/31/2021	3.62		3.25		2.66	
3/31/2022	3.74	16.9%	3.35	20.9%	2.74	21.8%
6/30/2022	3.77		3.40		2.81	
9/30/2022	3.79	6.2%	3.47	10.2%	2.90	12.8%

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	58.0%
\$2,000	3.8%
\$3,000	0.7%
\$5,000	1.6%

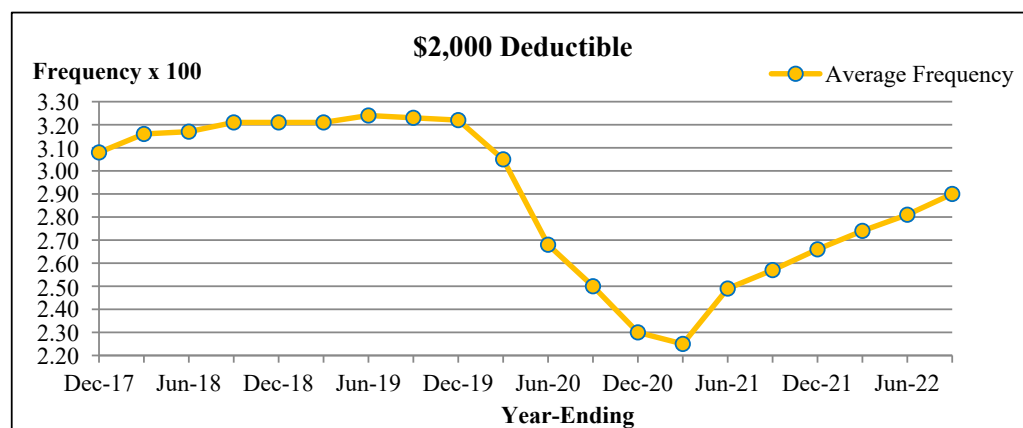
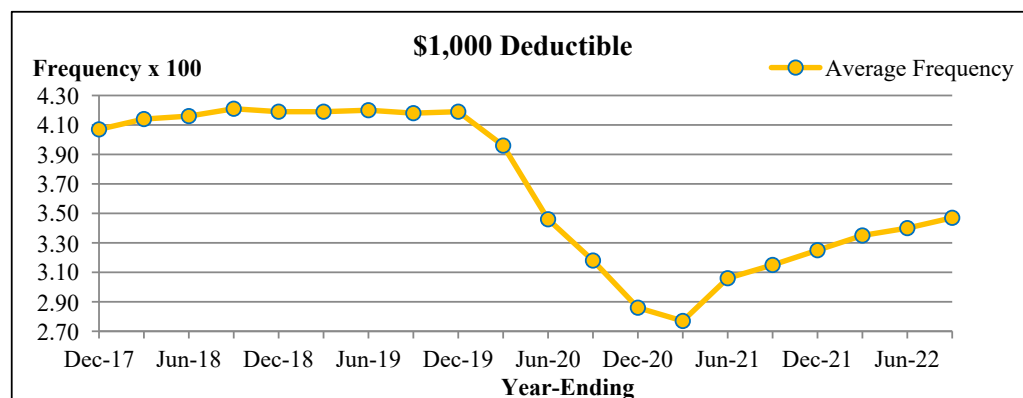
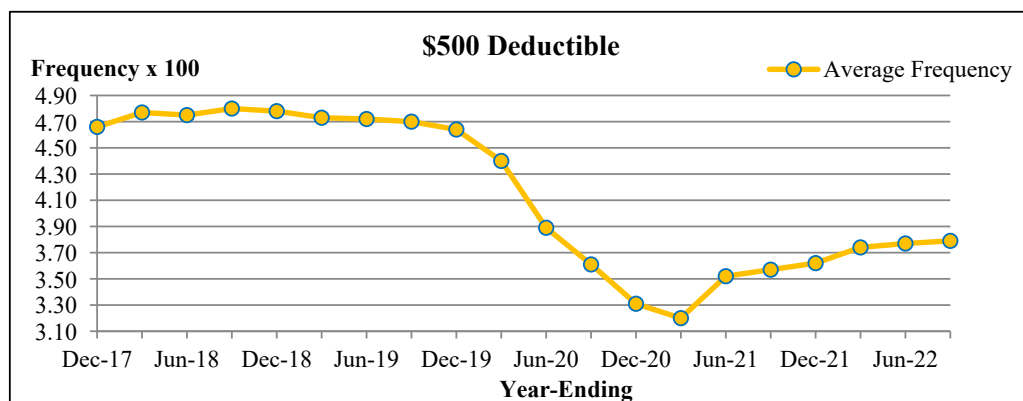
* Multistate data excludes Massachusetts

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

*** Deductibles above \$2,000, totaling 2.3% 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
12/31/2017	4,435.65	4,880.02	5,325.87
3/31/2018	4,502.72	4,933.64	5,353.39
6/30/2018	4,631.50	5,018.72	5,440.75
9/30/2018	4,644.27	5,047.70	5,489.56
12/31/2018	4,575.99	5,024.72	5,446.18
3/31/2019	4,666.05	5,105.56	5,549.30
6/30/2019	4,609.54	5,111.78	5,524.65
9/30/2019	4,749.69	5,152.84	5,574.12
12/31/2019	4,914.33	5,286.45	5,749.31
3/31/2020	4,984.47	5,353.46	5,826.50
6/30/2020	5,144.15	5,454.69	5,926.65
9/30/2020	5,084.32	5,527.57	5,918.10
12/31/2020	5,137.72	5,647.59	5,954.10
3/31/2021	5,174.90	5,769.96	6,055.16
6/30/2021	5,335.27	5,960.32	6,302.65
9/30/2021	5,598.13	6,192.07	6,592.72
12/31/2021	5,953.96	6,512.49	6,961.36
3/31/2022	6,170.71	6,780.55	7,290.05
6/30/2022	6,312.55	7,034.94	7,501.62
9/30/2022	6,644.17	7,445.47	7,893.06

Average Annual Change Using Exponential Fits:

20 point fit:	8.0%	8.5%	7.8%
16 point fit:	9.9%	10.6%	9.8%
12 point fit:	11.5%	13.2%	12.4%

Selected severity trend:	10.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	10.5%

* 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
3/31/2020	0.930	0.795
9/30/2020	0.942	0.803
3/31/2021	0.949	0.805
9/30/2021	0.944	0.807
3/31/2022	0.941	0.809
9/30/2022	0.950	0.811

Exponential Trend (Average Annual Change)

6 Points	0.6%	0.7%
5 Points	0.2%	0.5%
4 Points	0.0%	0.5%

* 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
3/31/2018	0.996	0.841
9/30/2018	1.009	0.855
3/31/2019	1.021	0.868
9/30/2019	1.033	0.880
3/31/2020	1.043	0.888
9/30/2020	1.052	0.892
3/31/2021	1.057	0.891
9/30/2021	1.061	0.890
3/31/2022	1.066	0.889
9/30/2022	1.070	0.890

Exponential Trend (Average Annual Change)

9 Points	1.4%	0.9%
7 Points	1.1%	0.3%
5 Points	0.8%	-0.1%
Selected Annual VVF Trend:	1.0%	0.5%

* 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
3/31/2019	0.934	0.845
9/30/2019	0.964	0.855
3/31/2020	0.969	0.854
9/30/2020	0.971	0.852
3/31/2021	0.972	0.850
9/30/2021	0.982	0.862
3/31/2022	1.003	0.882
9/30/2022	1.015	0.884

Exponential Trend (Average Annual Change)

8 Points	2.0%	1.2%
6 Points	2.0%	1.7%
4 Points	3.1%	2.9%

* 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
3/31/2018	1.027	0.929
9/30/2018	1.039	0.935
3/31/2019	1.051	0.939
9/30/2019	1.060	0.942
3/31/2020	1.072	0.950
9/30/2020	1.086	0.957
3/31/2021	1.101	0.961
9/30/2021	1.118	0.967
3/31/2022	1.132	0.973
9/30/2022	1.142	0.975

Exponential Trend (Average Annual Change)

9 Points	2.5%	1.1%
7 Points	2.6%	1.2%
5 Points	2.6%	1.0%
Selected Annual VVF Trend:	2.5%	1.2%

* Excludes Massachusetts

VERISK

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

Accident	\$100,000 Basic Limit			Loss Development Factors	
Year				15 to 27	27 to 39
<u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>Months</u>	<u>Months</u>
06/30/2011	6,616,855	7,566,550	7,781,680	1.144	1.028
06/30/2012	7,175,031	8,603,667	9,389,112	1.199	1.091
06/30/2013	7,873,469	9,333,692	10,573,137	1.185	1.133
06/30/2014	7,729,944	8,231,630	9,024,952	1.065	1.096
06/30/2015	7,130,846	8,461,999	9,177,490	1.187	1.085
06/30/2016	8,263,419	9,364,107	9,754,498	1.133	1.042
06/30/2017	8,732,596	10,347,664	11,293,465	1.185	1.091
06/30/2018	7,597,940	8,810,361	9,952,795	1.160	1.130
06/30/2019	6,519,650	7,583,425	8,378,049	1.163	1.105
06/30/2020	7,380,074	9,215,515	9,834,292	1.249	1.067
06/30/2021	7,636,474	8,584,147		1.124	
06/30/2022	6,964,387				
(1) Average Factor (Best 3 of 5) :			(A) State	1.169	1.088
			(B) Multistate	1.269	1.122
(2) Credibility				0.900	0.700
(3) Credibility Weighted Factors				1.179	1.098

Property Damage

Accident Year	\$100,000 Basic Limit			Loss Development Factors	
<u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>
06/30/2011	6,895,337	6,893,697	6,919,508	1.000	1.004
06/30/2012	7,056,977	7,225,054	7,213,575	1.024	0.998
06/30/2013	7,608,847	7,785,001	7,806,129	1.023	1.003
06/30/2014	7,579,903	7,832,050	7,811,546	1.033	0.997
06/30/2015	7,323,766	7,579,252	7,659,921	1.035	1.011
06/30/2016	8,062,710	8,327,575	8,381,182	1.033	1.006
06/30/2017	8,811,280	8,815,498	9,012,136	1.000	1.022
06/30/2018	8,491,001	8,575,574	8,515,445	1.010	0.993
06/30/2019	8,609,802	8,929,507	8,994,268	1.037	1.007
06/30/2020	8,477,596	8,738,589	8,938,379	1.031	1.023
06/30/2021	8,334,140	8,771,964		1.053	
06/30/2022	10,297,126				
(1) Average Factor (Best 3 of 5) :			(A) State	1.026	1.012
			(B) Multistate	1.047	1.010
(2) Credibility				0.940	0.000
(3) Credibility Weighted Factors				1.027	1.010

Summary of Factors

	Bodily <u>Injury</u>	Property <u>Damage</u>
39 to Ultimate **	1.078	1.008
27 to Ultimate	1.184	1.018
15 to Ultimate	1.396	1.045

** Multistate factors

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.999
99 to Ult:	(111:99) (123:111) (123:Ult)	=	0.999
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	0.999
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.001

VERISK

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

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

Ratios

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

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.003
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.004
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.008
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.018
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.066

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			
	<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

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

Accident	\$100,000 Basic Limit			Loss Development Factors	
Year				15 to 27	27 to 39
<u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>Months</u>	<u>Months</u>
06/30/2011	2,130,154	2,632,651	3,107,699	1.236	1.180
06/30/2012	1,826,808	2,234,657	2,534,803	1.223	1.134
06/30/2013	1,742,443	1,832,069	1,935,746	1.051	1.057
06/30/2014	2,378,202	3,000,172	3,499,466	1.262	1.166
06/30/2015	2,040,100	2,706,640	2,871,602	1.327	1.061
06/30/2016	1,760,962	2,017,718	2,036,128	1.146	1.009
06/30/2017	1,794,398	2,080,615	2,146,117	1.160	1.031
06/30/2018	1,413,842	1,620,778	1,865,864	1.146	1.151
06/30/2019	1,596,288	1,932,200	2,074,590	1.210	1.074
06/30/2020	1,232,431	1,353,473	1,444,247	1.098	1.067
06/30/2021	1,208,781	1,622,673		1.342	
06/30/2022	813,152				
(1) Average Factor (Best 3 of 5) :			(A) State	1.172	1.057
			(B) Multistate	1.268	1.120
(2) Credibility				0.730	0.550
(3) Credibility Weighted Factors				1.198	1.085

Property Damage

Accident Year	\$100,000 Basic Limit			Loss Development Factors	
<u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>
06/30/2011	1,728,905	1,749,085	1,732,026	1.012	0.990
06/30/2012	1,605,102	1,605,611	1,616,731	1.000	1.007
06/30/2013	1,851,871	1,865,697	1,876,150	1.007	1.006
06/30/2014	2,007,571	2,124,293	2,129,499	1.058	1.002
06/30/2015	1,602,193	1,644,527	1,615,012	1.026	0.982
06/30/2016	1,779,683	1,891,638	1,902,262	1.063	1.006
06/30/2017	1,495,036	1,478,970	1,495,620	0.989	1.011
06/30/2018	1,678,839	1,747,065	1,807,077	1.041	1.034
06/30/2019	1,530,989	1,655,351	1,654,925	1.081	1.000
06/30/2020	1,455,835	1,462,885	1,472,653	1.005	1.007
06/30/2021	1,010,295	1,054,578		1.044	
06/30/2022	1,210,445				
(1) Average Factor (Best 3 of 5) :			(A) State	1.030	1.008
			(B) Multistate	1.049	1.007
(2) Credibility				0.870	0.000
(3) Credibility Weighted Factors				1.032	1.007

Summary of Factors

	Bodily <u>Injury</u>	Property <u>Damage</u>
39 to Ultimate **	1.080	1.004
27 to Ultimate	1.172	1.011
15 to Ultimate	1.404	1.043

** Multistate factors

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

Accident Year Ending	\$100,000 Basic Limit 75 Months	87 Months	99 Months	111 Months	123 Months
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	75:63	87:75	99:87	111:99	123:111
06/30/2011	1.004	1.001	1.003	1.000	1.000
06/30/2012	1.009	1.001	1.002	1.001	1.000
06/30/2013	1.007	1.004	1.000	1.000	0.998
06/30/2014	1.004	1.001	1.003	1.003	
06/30/2015	1.005	1.000	0.999		
06/30/2016	1.012	1.006			
06/30/2017	1.011				
Average Factor: (Best 3 of 5)	1.008	1.002	1.002	1.001	0.999

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.999
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.002
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.004

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

Accident Year Ending	\$100,000 Basic Limit			
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
06/30/2011	89,305,941	89,305,399	89,234,595	89,232,841
06/30/2012	94,256,454	94,283,445	94,242,668	94,242,709
06/30/2013	94,949,556	94,965,053	94,988,176	95,000,534
06/30/2014	97,687,508	97,780,957	97,818,105	97,912,080
06/30/2015	95,996,960	95,992,899	96,277,054	
06/30/2016	102,450,914	102,458,590		
06/30/2017	101,472,984			

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

Accident Year Ending	\$100,000 Basic Limit				
	<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

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

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

Ratios

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

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.999
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.020

VERISK

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

Accident Year Ending	<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 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	1.001	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 Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2011	148,102,370	148,098,319	148,090,797	148,080,254	148,068,750
06/30/2012	158,906,913	158,878,717	158,858,060	158,827,225	158,822,097
06/30/2013	157,315,089	157,289,448	157,219,622	157,216,524	157,209,062
06/30/2014	161,958,804	161,946,089	161,934,354	161,929,633	
06/30/2015	166,207,470	165,984,879	165,961,143		
06/30/2016	172,755,093	172,703,309			
06/30/2017	163,828,093				

Ratios

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

Summary of Factors

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

VERISK

(1)	Public Automobiles Liability	Differentials to Base Loss Cost CSL Liab	
	Taxis & Limos		4.02
	School and Church Buses		0.38
	Other Buses		3.16
	Van Pools		0.95
(2)	Public Automobiles Physical Damage		
	Taxis, Limos and Van Pools		
	Other Than Collision:		1.52
	Collision		2.25
	School, Church, and Other Buses		
	Other Than Collision:		0.68
	Collision		0.63
(3)	Medical Payments Relativities	<u>EXHIBIT C20</u>	
(4)	Specified Cause of Loss Relativity		0.720
	This factor is used for Trucks, Tractors, & Trailers and Private Passenger Types.		
(5)	The loss cost for hired autos is set forth in Section E. It applies in all territories and is calculated as 0.25% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.		

VERISK

(3) Medical Payments Relativities		Class of Business				
		Trucks, Tractors, & Trailers	Private Passenger Types	Other Buses	School and Church Buses	Taxicabs and Limousines
Territory	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>	<u>5000</u>
101	0.0134	0.0318	0.0390	0.0537	0.0416	0.0321
102	0.0192	0.0318	0.0492	0.0664	0.0416	0.0321
103	0.0213	0.0318	0.0512	0.0696	0.0416	0.0321
104	0.0224	0.0318	0.0538	0.0757	0.0416	0.0321
105	0.0192	0.0318	0.0444	0.0691	0.0416	0.0321
106	0.0176	0.0318	0.0476	0.0656	0.0416	0.0321
108	0.0167	0.0318	0.0527	0.0707	0.0416	0.0321
109	0.0237	0.0318	0.0567	0.0772	0.0416	0.0321
110	0.0230	0.0318	0.0543	0.0868	0.0416	0.0321
114	0.0235	0.0318	0.0560	0.0752	0.0416	0.0321
115	0.0220	0.0318	0.0521	0.0908	0.0416	0.0321
116	0.0228	0.0318	0.0521	0.0705	0.0416	0.0321
117	0.0236	0.0318	0.0675	0.0910	0.0416	0.0321
124	0.0204	0.0318	0.0630	0.0842	0.0416	0.0321
127	0.0235	0.0318	0.0582	0.0853	0.0416	0.0321
128	0.0200	0.0318	0.0521	0.0721	0.0416	0.0321
129	0.0218	0.0318	0.0552	0.0771	0.0416	0.0321
130	0.0208	0.0318	0.0508	0.0691	0.0416	0.0321
131	0.0199	0.0318	0.0542	0.0744	0.0416	0.0321
132	0.0196	0.0318	0.0690	0.0936	0.0416	0.0321
133	0.0226	0.0318	0.0614	0.0882	0.0416	0.0321
134	0.0236	0.0318	0.0521	0.0785	0.0416	0.0321
135	0.0189	0.0318	0.0536	0.0756	0.0416	0.0321
136	0.0186	0.0318	0.0540	0.0733	0.0416	0.0321
137	0.0257	0.0318	0.0734	0.0989	0.0416	0.0321

VERISK

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

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

		O.T.C.	COLLISION
(6)	MULTISTATE EXPERIENCE RATIO.	1.368	2.638
(7)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ((6) - 1.000).	36.8%	163.8%
(8)	FILED CHANGE.	36.8%	163.8%

* EXCLUDES MASSACHUSETTS

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

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

VERISK

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

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

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

O.T.C	COLL.
1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

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

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

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

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

Ratios

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

Summary of Factors

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

VERISK

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

Frequency (expressed as claims per 100 exposures)

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

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

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

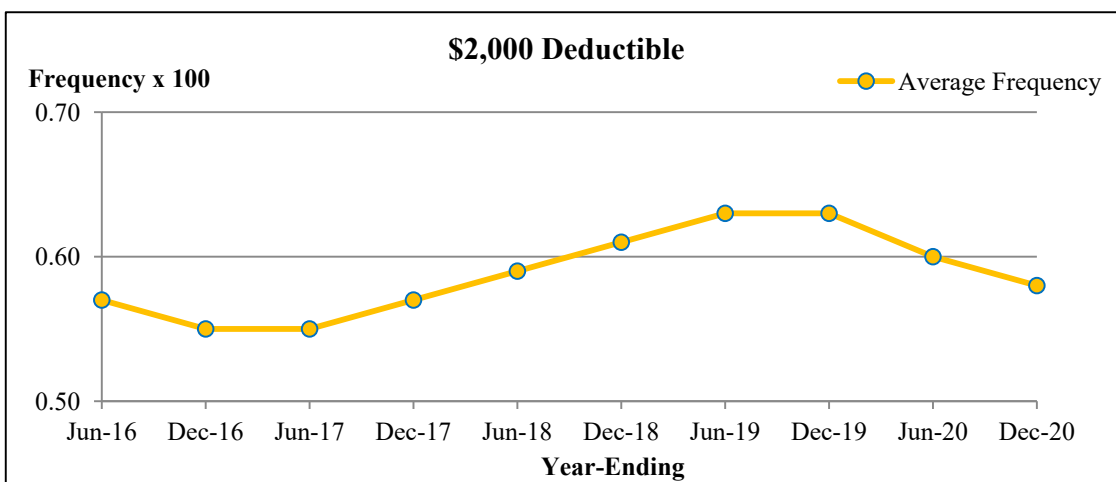
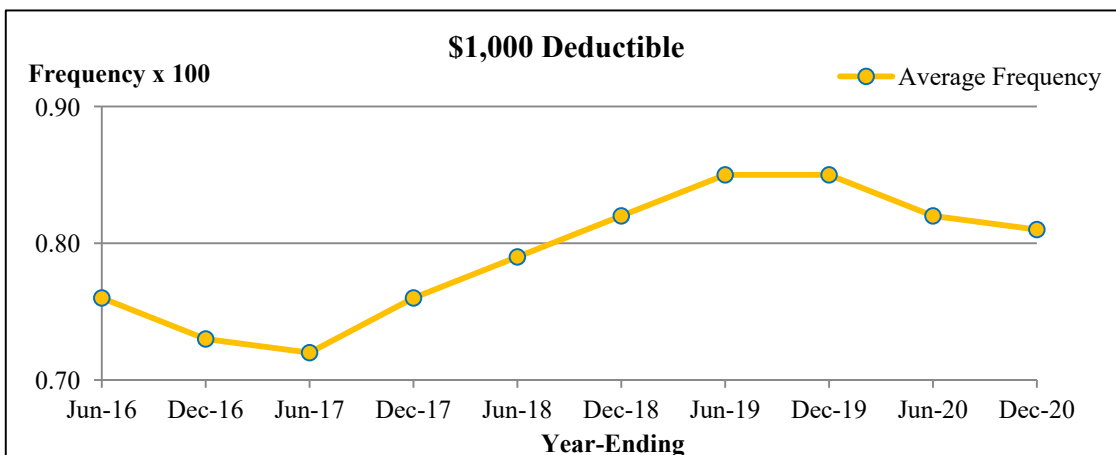
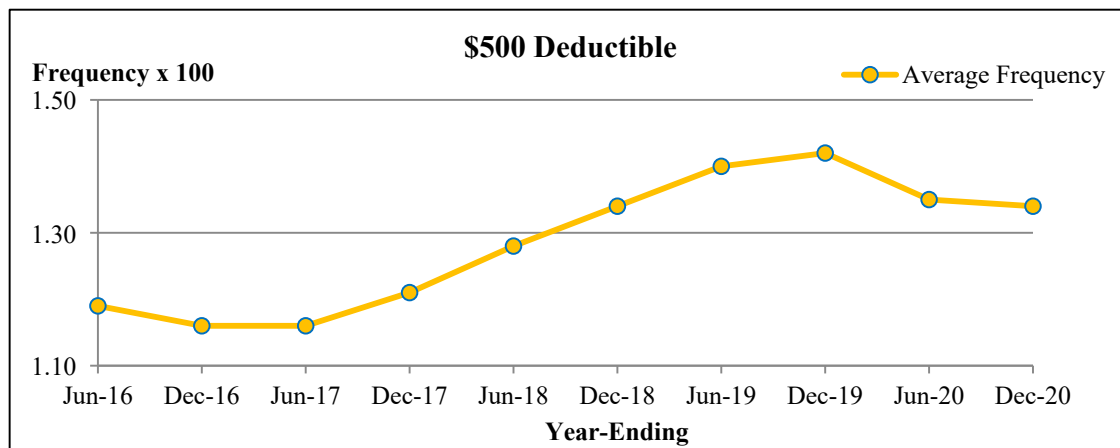
* Multistate data excludes Massachusetts

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

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

VERISK

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



*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

VERISK

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

Severity Trend

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

Average Annual Change Using Exponential Fits:

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

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

* Multistate data excludes Massachusetts

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Frequency (expressed as claims per 100 exposures)

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

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

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

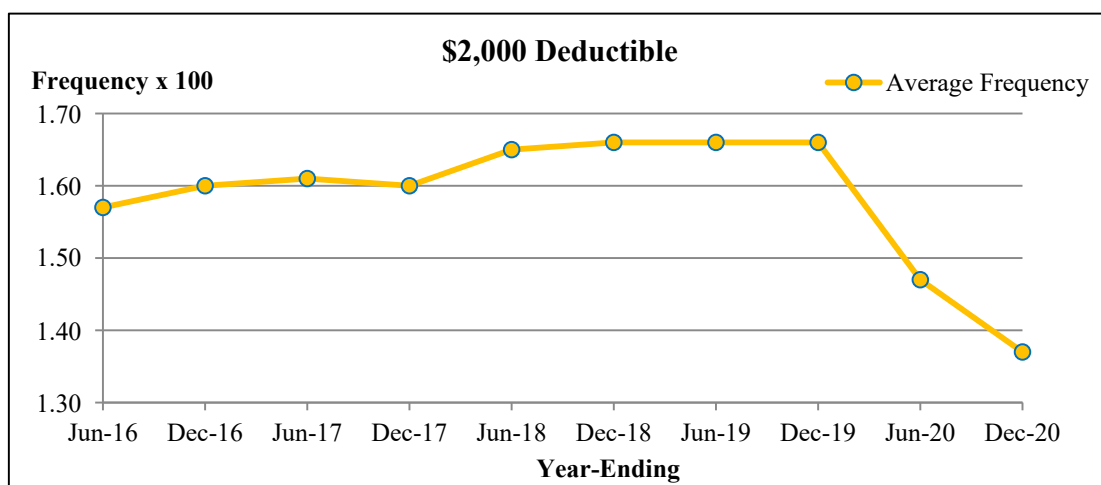
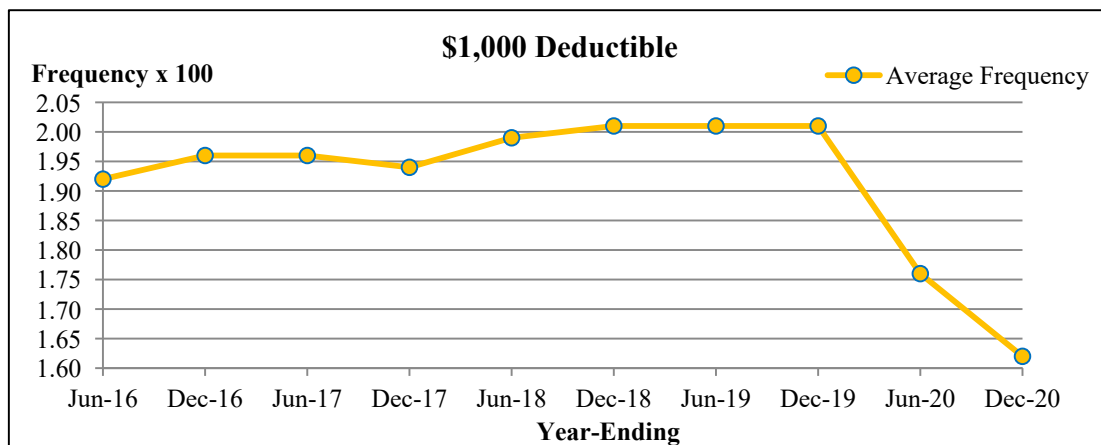
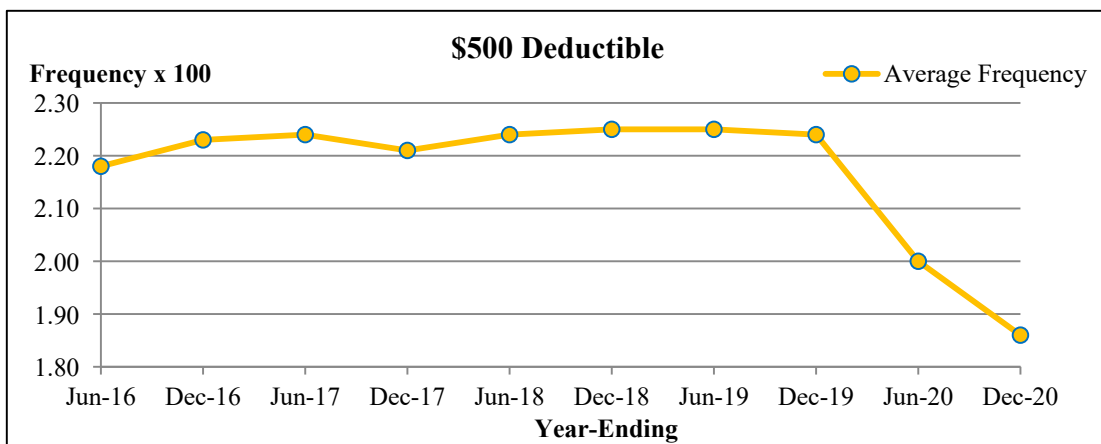
* Multistate data excludes Massachusetts

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

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

VERISK

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



*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

VERISK

Multistate*
Trucks, Tractors & Trailers Physical Damage
Collision

Severity Trend

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

Average Annual Change Using Exponential Fits:

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

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

* Multistate data excludes Massachusetts

VERISK

Hired Autos OTC

All Perils (excluding specified causes of loss coverage codes)

Triangle of Shifted Losses

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

Triangle of Relative Loss Ratios

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

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

Hired Autos Collision

All Perils

Triangle of Shifted Losses

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

Triangle of Relative Loss Ratios

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

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

VERISK

Indicated Percentage Discounts

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

VERISK

CALCULATION OF OFF-BALANCE FACTORS

HIRED AUTOS PHYSICAL DAMAGE

OTHER THAN COLLISION

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

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

$$1.003 \begin{array}{r} \$ 1,394,846 \\ \$ 1,390,110 \end{array}$$

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.

$$1.056 \begin{array}{r} \$ 2,768,330 \\ \$ 2,621,629 \end{array}$$

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

VERISK

DETERMINATION OF REVISED BASE LOSS COSTS

HIRED AUTOS PHYSICAL DAMAGE

OTHER THAN COLLISION

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

COLLISION

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

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

VERISK

HIRED AUTOS REVISED LOSS COSTS

Hired Autos

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

Specified Perils

Current	Indicated	Selected
0.16	0.22	0.22

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

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**INDIANA (13)
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		
\$ 518	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 296	\$ 9	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 2082	\$ 87	N/A
– SCHOOL AND CHURCH BUSES		
\$ 197	\$ 11	N/A
– OTHER BUSES		
\$ 1637	\$ 64	N/A
– VAN POOLS		
\$ 492	\$ 16	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 389	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 422	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 352	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1696	\$ 71	N/A
– SCHOOL AND CHURCH BUSES		
\$ 160	\$ 11	N/A
– OTHER BUSES		
\$ 1334	\$ 66	N/A
– VAN POOLS		
\$ 401	\$ 13	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 317	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
TERRITORY 103**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 360	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 265	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1447	\$ 60	N/A
– SCHOOL AND CHURCH BUSES		
\$ 137	\$ 10	N/A
– OTHER BUSES		
\$ 1138	\$ 58	N/A
– VAN POOLS		
\$ 342	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 270	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 306	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 239	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1230	\$ 51	N/A
– SCHOOL AND CHURCH BUSES		
\$ 116	\$ 9	N/A
– OTHER BUSES		
\$ 967	\$ 52	N/A
– VAN POOLS		
\$ 291	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 230	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
TERRITORY 105**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 349	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 312	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1403	\$ 58	N/A
– SCHOOL AND CHURCH BUSES		
\$ 133	\$ 9	N/A
– OTHER BUSES		
\$ 1103	\$ 49	N/A
– VAN POOLS		
\$ 332	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 262	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 438	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 337	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1761	\$ 73	N/A
– SCHOOL AND CHURCH BUSES		
\$ 166	\$ 11	N/A
– OTHER BUSES		
\$ 1384	\$ 66	N/A
– VAN POOLS		
\$ 416	\$ 13	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 329	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
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		
\$ 305	\$ 5	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 253	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1226	\$ 51	N/A
– SCHOOL AND CHURCH BUSES		
\$ 116	\$ 8	N/A
– OTHER BUSES		
\$ 964	\$ 51	N/A
– VAN POOLS		
\$ 290	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 229	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 299	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 310	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1202	\$ 50	N/A
– SCHOOL AND CHURCH BUSES		
\$ 114	\$ 9	N/A
– OTHER BUSES		
\$ 945	\$ 54	N/A
– VAN POOLS		
\$ 284	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 224	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
TERRITORY 110**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 289	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 265	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1162	\$ 48	N/A
– SCHOOL AND CHURCH BUSES		
\$ 110	\$ 10	N/A
– OTHER BUSES		
\$ 913	\$ 50	N/A
– VAN POOLS		
\$ 275	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 217	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 307	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 282	\$ 9	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1234	\$ 51	N/A
– SCHOOL AND CHURCH BUSES		
\$ 117	\$ 9	N/A
– OTHER BUSES		
\$ 970	\$ 54	N/A
– VAN POOLS		
\$ 292	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 230	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
TERRITORY 115**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 236	\$ 5	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 345	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 949	\$ 39	N/A
– SCHOOL AND CHURCH BUSES		
\$ 90	\$ 8	N/A
– OTHER BUSES		
\$ 746	\$ 39	N/A
– VAN POOLS		
\$ 224	\$ 7	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 177	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 361	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 355	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1451	\$ 60	N/A
– SCHOOL AND CHURCH BUSES		
\$ 137	\$ 10	N/A
– OTHER BUSES		
\$ 1141	\$ 59	N/A
– VAN POOLS		
\$ 343	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 271	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 230	\$ 5	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 239	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 925	\$ 38	N/A
– SCHOOL AND CHURCH BUSES		
\$ 87	\$ 8	N/A
– OTHER BUSES		
\$ 727	\$ 49	N/A
– VAN POOLS		
\$ 219	\$ 7	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 173	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 267	\$ 5	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 221	\$ 7	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1073	\$ 45	N/A
– SCHOOL AND CHURCH BUSES		
\$ 101	\$ 9	N/A
– OTHER BUSES		
\$ 844	\$ 53	N/A
– VAN POOLS		
\$ 254	\$ 8	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 201	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
TERRITORY 127**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 292	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 300	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1174	\$ 49	N/A
– SCHOOL AND CHURCH BUSES		
\$ 111	\$ 9	N/A
– OTHER BUSES		
\$ 923	\$ 54	N/A
– VAN POOLS		
\$ 277	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 219	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 364	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 360	\$ 11	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1463	\$ 61	N/A
– SCHOOL AND CHURCH BUSES		
\$ 138	\$ 10	N/A
– OTHER BUSES		
\$ 1150	\$ 60	N/A
– VAN POOLS		
\$ 346	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 273	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
TERRITORY 129**

LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 358	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 249	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1439	\$ 60	N/A
– SCHOOL AND CHURCH BUSES		
\$ 136	\$ 10	N/A
– OTHER BUSES		
\$ 1131	\$ 62	N/A
– VAN POOLS		
\$ 340	\$ 11	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 269	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 387	\$ 8	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 299	\$ 10	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1556	\$ 65	N/A
– SCHOOL AND CHURCH BUSES		
\$ 147	\$ 10	N/A
– OTHER BUSES		
\$ 1223	\$ 62	N/A
– VAN POOLS		
\$ 368	\$ 12	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 291	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
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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		
\$ 311	\$ 6	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 239	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1250	\$ 52	N/A
– SCHOOL AND CHURCH BUSES		
\$ 118	\$ 9	N/A
– OTHER BUSES		
\$ 983	\$ 53	N/A
– VAN POOLS		
\$ 295	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 233	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 249	\$ 5	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 229	\$ 7	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1001	\$ 42	N/A
– SCHOOL AND CHURCH BUSES		
\$ 95	\$ 9	N/A
– OTHER BUSES		
\$ 787	\$ 54	N/A
– VAN POOLS		
\$ 237	\$ 8	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 187	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
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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		
\$ 269	\$ 6	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 204	\$ 6	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1081	\$ 45	N/A
– SCHOOL AND CHURCH BUSES		
\$ 102	\$ 9	N/A
– OTHER BUSES		
\$ 850	\$ 52	N/A
– VAN POOLS		
\$ 256	\$ 8	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 202	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 310	\$ 7	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 236	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1246	\$ 52	N/A
– SCHOOL AND CHURCH BUSES		
\$ 118	\$ 9	N/A
– OTHER BUSES		
\$ 980	\$ 51	N/A
– VAN POOLS		
\$ 295	\$ 9	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 233	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
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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		
\$ 340	\$ 6	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 253	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1367	\$ 57	N/A
– SCHOOL AND CHURCH BUSES		
\$ 129	\$ 10	N/A
– OTHER BUSES		
\$ 1074	\$ 58	N/A
– VAN POOLS		
\$ 323	\$ 10	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 255	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 312	\$ 6	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 262	\$ 8	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 1254	\$ 52	N/A
– SCHOOL AND CHURCH BUSES		
\$ 119	\$ 9	N/A
– OTHER BUSES		
\$ 986	\$ 53	N/A
– VAN POOLS		
\$ 296	\$ 10	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 234	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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**INDIANA (13)
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LIABILITY	MEDICAL PAYMENTS	PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person \$5000	Basic Limits
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS		
\$ 216	\$ 6	N/A
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS		
\$ 273	\$ 9	N/A
RULE 240. PUBLIC AUTO CLASSIFICATIONS –		
– TAXICABS AND LIMOUSINES		
\$ 868	\$ 36	N/A
– SCHOOL AND CHURCH BUSES		
\$ 82	\$ 8	N/A
– OTHER BUSES		
\$ 683	\$ 50	N/A
– VAN POOLS		
\$ 205	\$ 7	N/A
RULE 249. AUTO DEALERS – PREMIUM DEVELOPMENT		
\$ 162	Refer to Rule 249.	N/A
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Public Autos, refer to Rule 239. for premium development. • For liability increased limits factors, refer to Rule 300. • Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 249. 		

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 122	\$ 169	\$ 582
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 88	\$ 122	\$ 485
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 185	\$ 257	\$ 1310
– SCHOOL AND CHURCH BUSES			
	\$ 83	\$ 115	\$ 367
– OTHER BUSES			
	\$ 83	\$ 115	\$ 367
– VAN POOLS			
	\$ 185	\$ 257	\$ 1310
<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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**INDIANA (13)
TERRITORY 102**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 123	\$ 171	\$ 427
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 151	\$ 210	\$ 467
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 187	\$ 260	\$ 961
– SCHOOL AND CHURCH BUSES			
	\$ 84	\$ 116	\$ 269
– OTHER BUSES			
	\$ 84	\$ 116	\$ 269
– VAN POOLS			
	\$ 187	\$ 260	\$ 961
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 83	\$ 115	\$ 511
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 71	\$ 98	\$ 358
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 126	\$ 175	\$ 1150
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 78	\$ 322
– OTHER BUSES			
	\$ 56	\$ 78	\$ 322
– VAN POOLS			
	\$ 126	\$ 175	\$ 1150
<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	\$ 405
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 78	\$ 109	\$ 454
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 134	\$ 185	\$ 911
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 83	\$ 255
– OTHER BUSES			
	\$ 60	\$ 83	\$ 255
– VAN POOLS			
	\$ 134	\$ 185	\$ 911
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

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PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 90	\$ 125	\$ 529
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 91	\$ 126	\$ 498
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 137	\$ 190	\$ 1190
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 85	\$ 333
– OTHER BUSES			
	\$ 61	\$ 85	\$ 333
– VAN POOLS			
	\$ 137	\$ 190	\$ 1190
<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			
	\$ 79	\$ 110	\$ 525
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 72	\$ 100	\$ 336
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 120	\$ 167	\$ 1181
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 75	\$ 331
– OTHER BUSES			
	\$ 54	\$ 75	\$ 331
– VAN POOLS			
	\$ 120	\$ 167	\$ 1181
<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			
	\$ 119	\$ 165	\$ 470
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 86	\$ 120	\$ 409
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 181	\$ 251	\$ 1058
– SCHOOL AND CHURCH BUSES			
	\$ 81	\$ 112	\$ 296
– OTHER BUSES			
	\$ 81	\$ 112	\$ 296
– VAN POOLS			
	\$ 181	\$ 251	\$ 1058
<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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**INDIANA (13)
TERRITORY 109**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 98	\$ 136	\$ 416
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 71	\$ 99	\$ 378
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 149	\$ 207	\$ 936
– SCHOOL AND CHURCH BUSES			
	\$ 67	\$ 92	\$ 262
– OTHER BUSES			
	\$ 67	\$ 92	\$ 262
– VAN POOLS			
	\$ 149	\$ 207	\$ 936
<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			
	\$ 81	\$ 112	\$ 488
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 78	\$ 108	\$ 336
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 123	\$ 170	\$ 1098
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 76	\$ 307
– OTHER BUSES			
	\$ 55	\$ 76	\$ 307
– VAN POOLS			
	\$ 123	\$ 170	\$ 1098
<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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**INDIANA (13)
TERRITORY 114**

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	\$ 454
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 80	\$ 111	\$ 340
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 120	\$ 167	\$ 1022
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 75	\$ 286
– OTHER BUSES			
	\$ 54	\$ 75	\$ 286
– VAN POOLS			
	\$ 120	\$ 167	\$ 1022
<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			
	\$ 94	\$ 130	\$ 461
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 80	\$ 111	\$ 367
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 143	\$ 198	\$ 1037
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 88	\$ 290
– OTHER BUSES			
	\$ 64	\$ 88	\$ 290
– VAN POOLS			
	\$ 143	\$ 198	\$ 1037
<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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**INDIANA (13)
TERRITORY 116**

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			
	\$ 91	\$ 127	\$ 454
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 81	\$ 112	\$ 513
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 138	\$ 193	\$ 1022
– SCHOOL AND CHURCH BUSES			
	\$ 62	\$ 86	\$ 286
– OTHER BUSES			
	\$ 62	\$ 86	\$ 286
– VAN POOLS			
	\$ 138	\$ 193	\$ 1022
<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			
	\$ 99	\$ 137	\$ 405
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 125	\$ 173	\$ 315
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 150	\$ 208	\$ 911
– SCHOOL AND CHURCH BUSES			
	\$ 67	\$ 93	\$ 255
– OTHER BUSES			
	\$ 67	\$ 93	\$ 255
– VAN POOLS			
	\$ 150	\$ 208	\$ 911
<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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**INDIANA (13)
TERRITORY 124**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 104	\$ 144	\$ 533
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 109	\$ 152	\$ 336
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 158	\$ 219	\$ 1199
– SCHOOL AND CHURCH BUSES			
	\$ 71	\$ 98	\$ 336
– OTHER BUSES			
	\$ 71	\$ 98	\$ 336
– VAN POOLS			
	\$ 158	\$ 219	\$ 1199
<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			
	\$ 91	\$ 126	\$ 514
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 74	\$ 103	\$ 389
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 138	\$ 192	\$ 1157
– SCHOOL AND CHURCH BUSES			
	\$ 62	\$ 86	\$ 324
– OTHER BUSES			
	\$ 62	\$ 86	\$ 324
– VAN POOLS			
	\$ 138	\$ 192	\$ 1157
<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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**INDIANA (13)
TERRITORY 128**

PHYSICAL DAMAGE Original Cost New Range \$25,000 – 29,999			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
RULE 223. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS – Local And Intermediate – All Vehicles – Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 83	\$ 115	\$ 501
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 71	\$ 99	\$ 405
RULE 240. PUBLIC AUTO CLASSIFICATIONS – TAXICABS AND LIMOUSINES			
	\$ 126	\$ 175	\$ 1127
– SCHOOL AND CHURCH BUSES	\$ 56	\$ 78	\$ 316
– OTHER BUSES	\$ 56	\$ 78	\$ 316
– VAN POOLS	\$ 126	\$ 175	\$ 1127
<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			
	\$ 84	\$ 117	\$ 487
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 72	\$ 100	\$ 418
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 128	\$ 178	\$ 1096
– SCHOOL AND CHURCH BUSES			
	\$ 57	\$ 80	\$ 307
– OTHER BUSES			
	\$ 57	\$ 80	\$ 307
– VAN POOLS			
	\$ 128	\$ 178	\$ 1096
<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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**INDIANA (13)
TERRITORY 130**

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			
	\$ 101	\$ 140	\$ 513
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 72	\$ 100	\$ 400
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 154	\$ 213	\$ 1154
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 95	\$ 323
– OTHER BUSES			
	\$ 69	\$ 95	\$ 323
– VAN POOLS			
	\$ 154	\$ 213	\$ 1154
<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			
	\$ 81	\$ 112	\$ 440
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 76	\$ 105	\$ 372
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 123	\$ 170	\$ 990
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 76	\$ 277
– OTHER BUSES			
	\$ 55	\$ 76	\$ 277
– VAN POOLS			
	\$ 123	\$ 170	\$ 990
<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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**INDIANA (13)
TERRITORY 132**

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			
	\$ 81	\$ 112	\$ 469
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 61	\$ 85	\$ 333
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 123	\$ 170	\$ 1055
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 76	\$ 295
– OTHER BUSES			
	\$ 55	\$ 76	\$ 295
– VAN POOLS			
	\$ 123	\$ 170	\$ 1055
<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			
	\$ 94	\$ 131	\$ 408
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 100	\$ 139	\$ 376
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 143	\$ 199	\$ 918
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 89	\$ 257
– OTHER BUSES			
	\$ 64	\$ 89	\$ 257
– VAN POOLS			
	\$ 143	\$ 199	\$ 918
<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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**INDIANA (13)
TERRITORY 134**

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			
	\$ 81	\$ 112	\$ 413
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 56	\$ 78	\$ 406
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 123	\$ 170	\$ 929
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 76	\$ 260
– OTHER BUSES			
	\$ 55	\$ 76	\$ 260
– VAN POOLS			
	\$ 123	\$ 170	\$ 929
<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			
	\$ 71	\$ 98	\$ 425
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 57	\$ 79	\$ 404
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 108	\$ 149	\$ 956
– SCHOOL AND CHURCH BUSES			
	\$ 48	\$ 67	\$ 268
– OTHER BUSES			
	\$ 48	\$ 67	\$ 268
– VAN POOLS			
	\$ 108	\$ 149	\$ 956
<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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**INDIANA (13)
TERRITORY 136**

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			
	\$ 99	\$ 138	\$ 531
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 58	\$ 80	\$ 301
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 150	\$ 210	\$ 1195
– SCHOOL AND CHURCH BUSES			
	\$ 67	\$ 94	\$ 335
– OTHER BUSES			
	\$ 67	\$ 94	\$ 335
– VAN POOLS			
	\$ 150	\$ 210	\$ 1195
<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	\$ 404
RULE 232. PRIVATE PASSENGER TYPES CLASSIFICATIONS			
	\$ 67	\$ 93	\$ 380
RULE 240. PUBLIC AUTO CLASSIFICATIONS			
– TAXICABS AND LIMOUSINES			
	\$ 167	\$ 233	\$ 909
– SCHOOL AND CHURCH BUSES			
	\$ 75	\$ 104	\$ 255
– OTHER BUSES			
	\$ 75	\$ 104	\$ 255
– VAN POOLS			
	\$ 167	\$ 233	\$ 909
<ul style="list-style-type: none"> • For Other Than Zone-rated Trucks, Tractors and Trailers Classifications, refer to Rule 222. for premium development. • For Private Passenger Types Classifications, refer to Rule 232. for premium development. • For Other Than Zone-rated Publics Autos, refer to Rule 239. for premium development. • For Deductible factors, refer to Rule 298. • For Vehicle Value factors, refer to Rule 301. 			

290. HIRED AUTOS

Cost Of Hire Basis – All Territories Liability Base Loss Cost
\$ 0.74

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
	5,000 Deductible	0.67
Specified Causes Of Loss	No Deductible	0.22

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

Supplementary Information – Indiana

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 Indiana

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>
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%
09/30/2022	+8.4%	+10.6%

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 – Indiana

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 – Indiana

Indiana Trends

Liability Loss Trend

	Current Trends <u>Data through</u> <u>9/30/2022</u>	Previous Trends <u>Data through</u> <u>9/30/2021</u>
Indiana Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+9.8%	+6.1%
Property Damage (\$100,000 Limit)	+10.7%	+5.9%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	+8.4%	+6.3%
Property Damage (\$100,000 Limit)	+10.6%	+7.7%
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)	+8.4%	+6.3%
Property Damage (\$100,000 Limit)	+10.6%	+7.7%
Private Passenger Types*		
Bodily Injury (\$100,000 Limit)	+8.4%	+6.3%
Property Damage (\$100,000 Limit)	+10.6%	+7.7%

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

Liability Premium Trend

	Current Trends <u>Data through 9/30/2022</u>	Previous Trends <u>Data through 9/30/2021</u>
Trucks, Tractors & Trailers	0.0%	-1.0%
Private Passenger Types	0.0%	0.0%

Indiana bodily injury severity trend receives 0% weight when combined with multistate trend in the filing, property damage trend receives 20% weight.

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been 1.7% instead of 5.8%. For the Private Passenger Types coverage, the indication would have been 2.2% instead of 7.9%. For the Auto Dealers coverage, the indication would have been 18.4% instead of 26.2%.

Supplementary Information – Indiana

Physical Damage Loss Trend

		Current Trends <u>Data through 9/30/2022</u>	Previous Trends <u>Data through 9/30/2021</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	+8.0%	+5.0%
	Collision	+11.0%	+7.0%
Private Passenger Types	OTC	+7.5%	+6.0%
	Collision	+10.5%	+7.0%

Physical Damage Premium Trend

		Current VVF Trends <u>Data through 9/30/2022</u>	Previous VVF Trends <u>Data through 9/30/2021</u>
Trucks, Tractors & Trailers	<u>Coverage</u>		
	OTC	+1.0%	+2.0%
	Collision	+0.5%	+2.5%
Private Passenger Types	OTC	+2.5%	+2.5%
	Collision	+1.2%	+1.0%

The loss trend has increased by 3.0 points for Trucks, Tractors & Trailers OTC and has increased by 1.5 points for Private Passenger Types OTC. The premium trend has decreased by 1.0 points for Trucks, Tractors & Trailers OTC and has remained the same 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 11.1%, instead of 25.4%, and 11.0%, instead of 15.3%, respectively.

The loss trend has increased by 4.0 points for Trucks, Tractors & Trailers Collision and has increased by 3.5 points for Private Passenger Types Collision. The premium trend has decreased by 2.0 points for Trucks, Tractors, & Trailers Collision and has increased by 0.2 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 20.0% instead of 44.6%, and 5.6%, instead of 17.8%, respectively.

Supplementary Information – Indiana

Loss Development

Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Indiana 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	1.184	1.184
15 to Ultimate	1.396	1.397
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.008	1.006
27 to Ultimate	1.018	1.016
15 to Ultimate	1.045	1.042
Private Passenger Types BI		
39 to Ultimate	1.080	1.081
27 to Ultimate	1.172	1.172
15 to Ultimate	1.404	1.379
Private Passenger Types PD		
39 to Ultimate	1.004	1.004
27 to Ultimate	1.011	1.011
15 to Ultimate	1.043	1.048
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 – Indiana

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 14.0% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 04/01/2024 proposed effective date, with the following exceptions:

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Private Passenger Types Liability	7.9%	0.0%
Auto Dealers Liability	26.2%	10.0%

The overall filed change is 13.2%.

Notes

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